

# SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984 • NEWS • INFO • BIDS

## African American-Owned Firms Drive Job Creation, Outpace Growth Of Non-Minority-Owned Firms



The U.S. Department of Commerce's Minority Business Development Agency (MBDA) and the U.S. Census Bureau today announced that the number of African American-owned firms increased by 60.5 percent between 2002 and 2007 to 1.9 million firms, according to new data from the U.S. Census Bureau's 2007 Survey of Business Owners.

Employment at these firms grew 22 percent from 754,000 to 921,000 workers, a significantly higher rate than that of non-minority-owned firms between 2002 and 2007.

"We are encouraged by the overall growth of the minority business community, including African American-owned businesses, but we still have a lot of work to do," said MBDA National Direc-

tor David A. Hinson. "Creating new businesses and new jobs on a path to entrepreneurial parity in size, scope and capacity is our primary goal."

While minority-owned firms are experiencing substantial growth, African American-owned businesses still only represent 7 percent of all classifiable firms but 12 percent of the adult population. In 2007, average gross receipts for African American-owned firms actually decreased by 3 percent from \$74,000 per firm in 2002 to \$72,000. Gross receipts for all minority-owned firms are still well below the average gross receipts for non-minority-owned firms, which averaged \$490,000 in 2007.

Of all African American-owned firms, approximately 14,500 have revenues of more than \$1 million, accounting for \$79 billion in gross receipts

in 2007 compared to \$49 billion in 2002. The average gross receipts for these firms increased by 19 percent between 2002 and 2007, from \$4.6 million per firm to \$5.4 million per firm, and they employed 565,000 workers. As the nation's demographics continue to change, the Survey of Business Owners shows that the African American business community is changing as well. Highlights include:

- In 2007, there were about 1.9 million African American firms in the United States that generated \$138 billion in gross receipts and employed 921,000 workers.
- African American firms with employees (106,824) represented 6 percent of all African American firms and had average receipts of \$925,000, with an average employment of 9 workers.
- The African American population had an estimated buying power of about \$910 billion in 2009, larger than the purchasing power of all but 16 countries worldwide, including Australia (\$824 billion), Taiwan (\$718 billion), and the Netherlands (\$654 billion).
- Between 2002 and 2007, African American-owned firms outpaced the growth of non-

minority-owned firms in gross receipts (55% African American growth), employment (22%), and number of firms (61%). In comparison, non-minority-owned firms' gross receipts grew by 21 percent, employment by 0.03 percent, and number of firms by 9 percent.

- African American firms are an engine of job creation, with paid employment growing by 22 percent between 2002-2007, from 754,000 to 921,000.
- Average gross receipts generated by African American firms decreased by 3 percent from \$74,000 per firm in 2002 to \$72,000 per firm in 2007. However, African American firms generating receipts of \$1 million or more grew their average gross receipts by 19 percent, from \$4.6 million in 2002 to \$5.4 million in 2007.
- Average payroll per employee increased by 12 percent, from \$23,000 in payroll per employee in 2002 to \$26,000 in payroll per employee in 2007. The average payroll per employee for non-minority-owned firms was \$35,000 in 2007.

■ Continued on page 15

## Mercy Housing Seeks to Make Affordable Housing Green through Environmental Initiative, Green Hope

In celebration of Earth Day, affordable housing nonprofit Mercy Housing announced the rollout of its environmental sustainability program, Green Hope.

The initiative is designed to reduce waste, reduce consumption of natural resources, and create healthier living environments in the affordable communities in which it serves. Green Hope will guide Mercy Housing in all aspects of its operations, from designing, building, and rehabilitating properties, to office practices, property operations, and Resident Services.

"At Mercy Housing, we believe it is our duty and responsibility to incorporate environmental stewardship principles into all areas of our work," said Jane Graf, President and CEO of Mercy Housing. "Green Hope will help us create healthy, vibrant communities while also reducing our environmental footprint." "The affordable housing industry has lagged behind other housing industries in energy efficiency and renewable energy be-

cause affordable housing developers are generally not incented to invest in them," said Caitlin Rood, Director of Environmental Sustainability at Mercy Housing. "Through Green Hope, we are exploring ways in which to bring the industry up to date. An added benefit is cost savings: if we can reduce the operating expenses of affordable housing, we will have more money and resources to dedicate to more affordable housing."

In pursuit of its environmental goals, Mercy Housing has made four external commitments:

- It has joined the Better Buildings Challenge, an initiative by the U.S. Departments of Energy and of Housing and Urban Development to reduce energy and water use by 20 percent over 10 years.
- It has joined Enterprise Green Communities' Call to Action to "green up" every aspect of their work by 2020.

■ Continued on page 15

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# Community Outreach

## Community Engagement Matters (Now More Than Ever)

By Melody Barnes & Paul Schmitz

*Data-driven and evidence-based practices present new opportunities for public and social sector leaders to increase impact while reducing inefficiency. But in adopting such approaches, leaders must avoid the temptation to act in a top-down manner. Instead, they should design and implement programs in ways that engage community members directly in the work of social change.*

In October 2010, three men—Chris Christie, governor of New Jersey; Cory Booker, who was then mayor of Newark, N.J.; and Mark Zuckerberg, founder and CEO of Facebook—appeared together on The Oprah Winfrey Show to announce an ambitious reform plan for Newark Public Schools. On the show, Zuckerberg pledged a \$100 million matching grant to support the goal of making Newark a model for how to turn around a failing school system. This announcement was the first time that most

Newark residents heard about the initiative. And that wasn't an accident.

Christie and Booker had adopted a top-down approach because they thought that the messy work of forging a consensus among local stakeholders might undermine the reform effort.<sup>1</sup> They created an ambitious timeline, installed a board of philanthropists from outside Newark to oversee the initiative, and hired a leader from outside Newark to serve as the city's superintendent of schools.

The story of school reform in Newark has become a widely cited object lesson in how not to undertake a social change project. Even in the highly charged realm of education reform, the Newark initiative stands out for the high level of tension that it created. Instead of generating excitement among Newark residents about an opportunity to improve results for their kids, the reform plan that emerged from the 2010 announcement sparked a massive public outcry. At public meetings, community members protested vigorously against the plan. In 2014,

77 local ministers pleaded with the governor to drop the initiative because of the toxic environment it had created. Ras Baraka, who succeeded Booker as mayor of Newark, made opposition to the reform plan a central part of his election campaign. The money that Zuckerberg and others contributed to support the reform plan is now gone, and the initiative faces an uncertain future.

"When Booker and Christie decided to do this without the community, that was their biggest mistake," says Howard Fuller, former superintendent of the Milwaukee Public Schools and a prominent school reform leader. Instead of unifying Newark residents behind a shared goal, the Booker-Christie initiative polarized the city.

Zuckerberg, for his part, seems to have learned a lesson. In May 2014, he and his wife, Priscilla Chan, announced a \$120 million commitment to support schools in the San Francisco Bay Area. In doing so, they emphasized their intention to "[listen] to the needs of local educa-

■ Continued on page 8



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## Business Toolkit

### Just Started a Business? Understand your Tax Obligations

By Caron Beesley

#### SBA Advice for New Businesses

If you're new to business, then wrapping your arms around your tax obligations can seem like an uphill task. The first question you need to ask yourself is which tax laws impact your business from the get-go? It may be safe to assume that your tax obligations kick in once you start making a profit. Not necessarily. Each business is different.

If you hire employees, you'll have payroll tax obligations. If you operate a retail business, there's sales tax to deal with. Then there are quarterly estimated tax payments (the self-employed equivalent of withholding).

To help you navigate the business tax landscape, here's a quick overview of key tax obligations that may impact you.

#### Understand how your Business Structure Impacts your Tax Obligations

How you legally structure your business will affect your tax situation. For example, if your business is an

LLC, the LLC gets taxed separate from the owners. While sole proprietors report their personal and business income taxes on the same form (Form 1040). At the state level, you will encounter several tax obligations—sales tax, property tax, income tax, unemployment insurance tax, and more. The SBA offers more information on how your business structure determines your tax obligations (plus links to the necessary forms and portals for registering your business with the right tax authority):

- Determine your Federal Tax Obligations
- Determine your State Tax Obligations

#### Get a Federal Tax ID

An Employer Identification Number (EIN) is the business equivalent of your social security number. It's required by businesses who have employees, operate as a corporation or partnership, and other obligations. For the most part sole proprietors don't need and EIN and can operate using their social security number. Does your business need an EIN and how do you get it? Learn more.

#### Pay Estimated Taxes

This one is easily overlooked, especially if you are new to business and previously had all your income

tax payments taken care of through withholding. Each quarter, self-employed business owners must estimate their federal and state income tax payment and send a check to the IRS and their state treasury. This "pay-as-you-go" model applies to sole proprietors, partners, and S Corporations who expect to pay \$1,000 in income tax in one year. The threshold drops to \$500 for Corporations.

To help you calculate your estimated tax, check out the IRS Estimated Tax guide. Consult your state's treasury office (you'll find website links for each U.S. state here) to get the appropriate tax voucher or pay online.

It's very important that you set aside sufficient to meet your estimated tax payments or you risk a cash flow problem. And don't forget to keep good records of your income and expenses. The latter can be used to offset how much estimated tax you pay.

#### Sales Taxes –

Does It Apply to You? Sales tax applies to certain retail products (rarely services) and if your business has a physical presence in a state, such as a store, office or warehouse, you must apply for a sales tax permit and collect applicable state and local sales tax from your customers. That tax is then passed on to

your state revenue office on a monthly or quarterly basis. Determining whether your business qualifies as having physical presence in a particular state (say, if you own a warehouse in Virginia but sell your services in Pennsylvania) and the implications on sales tax collection can be confusing. Certain states are exempt from sales tax including Alaska, Delaware, Hawaii, Montana, New Hampshire and Oregon.

#### Employment Tax – Withholding and Matching

If you start your business and immediately have employees on payroll, you'll need to withhold Social Security (FICA), Medicare and federal and state income taxes from their salaries. You must also match your employees FICA and Medicare taxes and pay this matching along with your employee's tax. The IRS Employment Taxes guide has all the information you need to understand how you deposit and report employment taxes, key due dates, and more. Take a look at this guide to hiring your first employee too.

#### Working with Freelancers and Independent Contractors? -Know your Tax Obligations

Bringing on a self-employed contractor brings with it additional tax ramifications, especially if

■ Continued on page 10

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# Contract Compliance

## Governments Struggle to Root Out Fake Minority Contractors

By Mattie Quinn

**States and cities want to support women- and minority-owned businesses. But they often don't know who they're really paying.**

Margie Sollinger knew something wasn't right about the companies doing business with Portland, Ore. As the city's ombudsman, Sollinger had for some time been hearing from business owners about fraud in the city's minority- and women-owned contracting program. But it wasn't until she received a specific complaint in 2013 -- about a certified minority-owned construction firm doing work for Portland's housing authority -- that she decided to take action. According to the complaint, the firm was merely acting as a pass-through, winning valuable city contracts and then subcontracting the work out to nonminority companies.

Like many cities and states, Portland has a program allowing it to give special consideration to women- and minority-owned companies when handing out government contracts. The goal, of



course, is to help support traditionally disadvantaged companies by giving them a leg up. But as Sollinger began to discover, the city wasn't necessarily helping the firms it thought it was.

When she first started looking into the housing contract complaint, she wasn't sure where to turn. "As ombudsman, the most I can really do is make recommendations," she says. "But even still, I reached a lot of dead ends." According to state

law, the city of Portland wasn't allowed to take action against minority-owned firms it believed to be fraudulent; those complaints had to be referred to the state. But Sollinger says the state Office of

■ Continued on page 13

## SUB-BID REQUESTS CALIFORNIA

**SKANSKA ODAYASHI**

**Westside Purple Line Extension Section 2 Project - Design-Build  
DBE SUBCONTRACTORS/SUPPLIER BIDS/PROPOSALS REQUESTED  
Owner: Los Angeles Metropolitan Transportation Authority (LACMTA)  
RFP No.: C1120**

**DBE Goal: 25% Design & 17% Construction  
Subcontractor Proposal Due Date: May 13, 2016 @ 2:00 PM  
Bid Proposal Due Date: June 1, 2016 @ 2:00 PM  
Website: www.skanska-obayashi.com**

Skanska-Obayashi, a Joint Venture (SOJV) is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the Westside Purple Line Extension Section 2 Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. Please visit our website for Project Announcements, Outreach and Contact Information. **All Quotes are due May 13, 2016 at 2:00 PM so that all bids/proposals can be fairly evaluated.**

Requested scopes include, but are not limited to the following and should be based on the C1120 RFP and its amendments.

**Subcontractors:** Demolition, Clear & Grub, Excavation Earthwork and Support Systems, Shoring & Lagging, Temp. Tunnel Ventilation, AC Paving, Concrete Curbs, Gutters and Sidewalks, Pavement Striping & Marking, Cast-In-Place Concrete, Exposed Concrete Finishes, Arch. Pavers, Stone, Granite, Masonry, Misc. Metal, Welding, Steel Rail, Fencing, Rough Carpentry, Sheet and Pre-Applied Sheet Waterproofing, Painting & Coatings, Fire Protection, Suppression & Stopping, Metal Doors, Frames & Hardware, Glazing, Equipment, Mechanical Piping & Materials, Ventilation Fans & Equipment, Plumbing, Electrical & Electrical Supply, Low Voltage Systems, Hazardous Material Remediation & Hauling, Trucking (Haz Mat & hauling)

**Design:** Civil, Electrical, Mechanical, Electrical, Plumbing, Architectural, Landscaping

**Services/Vendors:** Monitoring: Sound, Vibration, Geo, and Air Quality, Security, Office Supplies, Reprographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering, QA/QC, Testing & Inspection, Community Relations/Communications, Project Management, Document Control

SOJV will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Performance/Payment/Supply Bond may be required. This project has a PLA and Targeted Hire requirements more information is available at [www.metro.net/pla](http://www.metro.net/pla)

**Skanska-Obayashi Joint Venture  
is an Equal Opportunity/Affirmative Action Employer  
EEO/AA/Vet/Disability Employer  
Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509  
Ph: (951) 684-5360, Fax: (951) 788-2449  
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**EL CAJON FROM JOHNSON AVE UC LAKE JENNINGS PARK RD.  
CALTRANS ID# 11-413504  
SAN DIEGO, CA**

**\*\*THIS PROJECT HAS A 13% DBE GOAL\*\*  
BID DATE: MAY 3, 2016 • BID TIME: 2:00 P.M.  
Please respond by 5:00 p.m., MAY 1, 2016**

We are seeking quotes from CERTIFIED DBE including, but not limited to, the following work items: Roadside Signs, AC Dike, Aggregate, Concrete Supply, Construction Area Signs, Electrical, Erosion Control, Fence & Guardrail, Geosynthetic Reinforcement, Joint Seal, Minor Concrete, Misc. Iron & Steel, Overhead Sign Panels / Structures, Trucking, Railing, Reinforcing Steel, Soil Nail, Striping / Marking, Asphalt Supply, Asphalt Placement, Concrete Panel Replacement, Concrete Grinding, Asphalt Milling /Removal.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the Caltrans website using the Project ID # 113000038/11-413504 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com).

Non-DBE Subs/Suppliers: Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.

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# California Sub-Bid Request Ads

## Balfour Beatty Construction

2335 Broadway, Suite #300 • Oakland, CA 94612  
(510) 903-2054 • Contact: Devin Durborow • ddurborow@balfourbeattyus.com

**PROJECT: 500 Folsom, San Francisco (Transbay Block 9)**  
**LOCATION: San Francisco, CA**

**SUBJECT: Invitation to Bid and Request for Bid Proposal**

This Invitation to Bid shall service notice that Balfour Beatty Construction is requesting Subcontractor Bid Proposals on the 500 Folsom St, San Francisco Project.

**BID DOCUMENT ISSUANCE DATE: Monday April 4, 2016**

**PRE-BID MEETING DATE: Monday, April 18, 2016 at 10:00am**

**PROPOSAL DUE DATE: Tuesday May 17, 2016, 12:00 noon**

### Location for Pre-Bid Meeting:

The San Francisco Main Library  
Koret Auditorium Lower Level (Enter 30 Grove St., proceed down stairs)  
100 Larkin St (at Grove), San Francisco, CA 94102

Balfour Beatty requests that your firm submit a Subcontractor and/or Supplier proposal for this project. Documents issued are 90% Construction Documents. Subcontractor awards will be made from this set of plans.

Balfour Beatty will issue Subcontractor Bid Forms that must be completed and signed by all bidders in addition to the Subcontractor's Scope of Work Proposal.

All proposals are to remain in effect for a minimum of 90 days.

### TRADES BIDDING

underground utilities; trash chutes & trash management; final cleaning and window cleaning; landscape, irrigation & site furnishings; site concrete work; Masonry; Drywall; Lath & Plaster; cementitious panel (Taktl) rain screen; acoustical insulation; thermal insulation; roofing; waterproofing (below grade, terraces & decks); doors, frames, hardware; appliances; cabinetry; finish millwork; running trim; ceramic tile; countertops; painting; flooring; toilet and bath accessories; mirrors; closet shelving; window coverings; hot tub; accelerometers; bird control; scaffolding; flashing & architectural sheetmetal; miscellaneous steel; roll-up coiling doors; signage; fireproofing; acoustical ceilings; bike racks & lockers; bike fix-it stations; dog wash equipment; storage lockers; fire extinguishers; postal specialties; parking lot striping.

**TRADES ALREADY AWARDED (not bidding, being issued documents for confirmation)** mechanical HVAC; plumbing; electrical; fire protection sprinklers; surveying; shoring; excavation; dewatering; soil improvements; elevators; building maintenance equipment; structural concrete & reinforcing; stairs; solar PV, exterior glass & glazing systems (curtainwall & metal panels, terracotta, storefront, glass railings, etc).

### PROJECT INFORMATION

This project is a residential rental apartment project. The project consists of 6 levels below grade parking, 9 level podium structure, 33 story tower for a total height of 42 stories plus roof.

Approximately 727,500 total gsf. 545 residential units. 283 parking spaces in the below grade garage.

Limited Retail Areas on Ground Level.

### SCHEDULE INFORMATION

Project has commenced construction. The construction schedule will be provided with the documents to be issued.

Total project schedule is 39 months. The first 12 months of construction will be consumed by excavation, shoring and ground improvements before the mat can be poured and structure is started. Therefore your work will occur in late 2017 through mid 2020. This allows for adequate and efficient planning of work forces, material procurement, and allows you to secure plans for future work.

### REQUESTS FOR INFORMATION (RFI)

**Requests for Information will be received until Close of Business Friday April 22.** All questions regarding this project are to be addressed to Devin Durborow at Balfour Beatty Construction, ddurborow@balfourbeattyus.com, 510-903-2054. Devin will be responsible for assembly of questions, dissemination of questions to appropriate parties for answers, and dissemination of answers to Subcontractors. All questions are to be submitted directly to Balfour Beatty Construction. No questions will be allowed to be submitted by any Subcontractor or Supplier directly to any member of the Design Team.

### DOCUMENT ISSUANCE

Documents will be issued to bidding Subcontractors from Balfour Beatty Construction through Building Connected. For any questions regarding Building Connected, please contact Devin Durborow, ddurborow@balfourbeattyus.com, 510-903-2054.

### LOGISTICS

Balfour Beatty will provide a tower crane for construction of the superstructure. Use of the tower crane will be mostly for the structure operation, however will be controlled, coordinated and scheduled through the Project Superintendent. Use of the tower crane during normal business hours 7 am – 4 pm, Monday – Friday will be at no cost to subcontractor. Use of the tower crane beyond these hours will be at the expense of the subcontractor.

Balfour Beatty will provide a construction hoists during construction as required by Cal Osha. It is intended to utilize a dual hoist for the tower from Level 1 through roof, plus an additional single hoist for the podium from Level 1 through Level 9, plus a single hoist for the garage from Level 1 through Level B6. Balfour Beatty will also provide operated inside elevators upon dismantle and removal of the exterior construction hoists. Use of the hoists and elevators will be controlled, coordinated and scheduled through the Project Superintendent. Use of the hoists and elevators during normal business hours 7 am – 4 pm, Monday – Friday will be at no cost to subcontractor. Use of the hoists and elevators beyond these hours will be at the expense of the subcontractor.

### SUBCONTRACTOR PREQUALIFICATION

All Subcontractors proposing on this project MUST complete the subcontractor prequalification process required by Balfour Beatty Construction. If you have already prequalified, great, however your prequalification must be current. If not, you must complete this prequalification in order to be considered for work on this project. Please coordinate with Devin Durborow for your prequalification status.

### Balfour Beatty Construction

www.balfourbeattyus.com

Under the Partner tab is a drop down menu. Select "Subcontractors", then on the left hand side, select "Pre-Qualification". Should you have any questions about the status of your prequalification with Balfour Beatty Construction, please contact the prequalification department at 214-451-1777. Direct Link: <http://www.balfourbeattyus.com/Partners/Pre-qualification-1>

### SIGNATORY REQUIREMENTS

This will be an ALL UNION project.

### PRICE ESCALATION

Subcontractors and Suppliers are to include all cost escalations for labor and materials throughout the course of the project.

### SMALL BUSINESS ENTERPRISE GOAL

The project is subject to the Office of Community Investment and Infrastructure's (OCII) Small Business Enterprise (SBE) Policy. OCII has established a subcontracting participation goal for this project at 50 % SBE goal with first consideration in the following order: (1) Project Area SBEs/LBEs, (2) San Francisco-based SBEs/LBEs, and (3) Non-San Francisco-based SBEs will be utilized to satisfy the 50% SBE participation goal only if San Francisco-based SBEs/LBEs are not available, qualified, or if their bids or fees are significantly higher.

Balfour Beatty is requesting bids from qualified subcontractors that are certified as a Local Business Enterprise (LBEs) through the San Francisco Contract Monitoring Division (CMD) or as a SBE from another certifying agency.

## Shimmick Construction Company Inc.

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

SBE Subcontractor/Supplier Bids Requested For:

**Lower Berryessa Creek Flood Protection Project, Phase 2 • Santa Clara Valley Water District**

**Project No. 40174005 • Contract No. C0614**

**Bid Date: May 11, 2016 until 2PM**

**Fax all quotes to 510-777-5099**

Requesting certified SBE Subcontractor and Supplier Quotes on: **Aggregate, Contaminated Soil, Demolition, Dewatering, Earthwork, Environmental, Erosion Control, Fencing, Flatwork, Landscape, CIDH Piles, PVC Pipe, Steel Pipe, Ready Mix, Shoring, Utility Work**

Plans and specifications are available on the owner's website at <http://www.valleywater.org/Programs/Construction.aspx>. Plans and specifications are also available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Cu Mai by phone at 510-777-5005.

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



BROSAMER & WALL, INC.

An Equal Opportunity Employer

is requesting quotations from all qualified DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

**BART EARTHQUAKE SAFETY PROGRAM AERIAL STRUCTURES**

**FRUITVALE STATION AND COLISEUM STATION**

**Contract No. 15PJ-130A**

**Bid Closing Date: 5/3/2016 @ 2:00 pm**

**DBE GOAL: 12%**

## Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

Contact: Robert Rosas

### PROJECT SCOPE:

The work in this Contract includes but is not limited to providing structural retrofit of pier foundations, columns and pier caps; demolition of selected existing facilities; shoring for excavation support; excavation; steel and concrete structure retrofit at girders, and stairs; drilling and bonding dowels in concrete; electrical work at piers and the main concourse, defined as the covered area between station entrances; architectural work at stairs and curtain walls, retrofit of escalator trusses, restoration of paving, striping, sidewalks, signage, traffic control, utilities. Optional work; such as breakrooms at Coliseum station and/or Fruitvale station may be included at the discretion of the District as described in the Contract Documents. Duration of Project is 1200 Calendar Days.

Note: This project includes a Buy America Clause and Owner Controlled Insurance Program (OCIP)

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

Construction Staking, Progress Schedule (CPM), Traffic Control System, Project Signs, Construction Area Signs, Construction Site Mgmt., Prepare SWPPP, Rain Event Action Plan, Storm Water Annual Report, Temporary SWPPP Devices, Street Sweeping, Temporary Concrete Washout, Temporary Fence (Type ESA), Abatement (Asbestos/Lead) & Demolition, Select Structure Concrete Removal, Pre-Stressing/Post Tensioning, Concrete Reinforcing, Concrete Reinforcing (Foundation), Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Fiber Reinforced Polymer Column Casing, Structural Steel Framing, Architectural Work (Aluminum Walls, Glazing and Storefronts), Fire Suppression, Plumbing & HVAC, Electrical and Communication, Earthwork, Shoring and Underpinning for Safeguarding Structures, Asphalt Paving, Concrete Paving, Minor Concrete (Concrete Curbs, Gutters, and Walks), Signage and Pavement Markings, Chain Link Fences and Gates, Utilities, Building General Contractors for Breakroom(s) Optional Improvements, Temporary Fence, Trucking, Portable Toilets, Concrete Supply and Placement.

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at the Districts Offices for plan room locations please call BART at 510-851-3174. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date.

**B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.**



# California Sub-Bid Request Ads

## CAHILL CONTRACTORS, INC.

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 986-0600.

### ROSA PARKS I, PHASE II RAD - Remaining Trades

1251 Turk Street, San Francisco, CA 94115  
CAHILL CONTRACTORS, INC. requests bids from Certified SBE/LBE/DBE Subcontractors and Suppliers for ALL TRADES EXCEPT the following:

Structural & Misc. Steel / Cabinets / Countertop / Doors, Frames, Hardware / Windows & Storefront / Signage / Fire Sprinkler / HVAC / Electrical / Plumbing

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

**BID DATE: 5/17/16 @ 2PM**

VOLUNTARY PRE-BID MEETING/JOBWALK:  
4/28/16 @ 10AM at 1251 Turk Street,  
San Francisco, CA 94115

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

## Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136  
Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Bryan Jones  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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

**Santa Clara Caltrain Pedestrian Undercrossing**

**Contract No.: C827 (16063)**

**Owner: Santa Clara VTA**

**Engineers' Estimate: \$7,000,000.**

**BID DATE: May 5, 2016 @ 2:00 PM**

Items of work include but are not limited to: CAS, Traffic Control, Plane Asphalt Concrete, Clear & Grub, Roadway Excavation, Highway Planting, Hydroseeding, Erosion Control, Furnish & Drive Piling, Precast Concrete Deck Unit, Erect Precast Concrete, Joint Seal - Water Stop, Reinforcing Steel, Waterproofing, Steel Structures, Sign Structure, Roadside Sign, Clean & Paint Steel, Railroad Work, Edge Drain, Filter Fabric, Fencing, MBGR, Striping & Markings, Signal & Lighting, Crane Work, Low Voltage Systems, Landscaping, Sandblasting, Pilings Supplier, Steel Supplier, Fencing Supplier, Construction Staking Supplier, Material Testing Services, Construction Engineering & Inspection Services, Land Surveyor, SWPPP Planning, Street Sweeping and Trucking.

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

**We are an Equal Opportunity Employer**

## Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136  
Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Bob Williams  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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

**San Francisquito Creek Flood Reduction,  
Ecosystem Restoration & Recreation Project**

**Contract No.: C0613**

**Owner: Santa Clara Valley Water District**

**Engineers' Estimate: \$26,000,000.**

**BID DATE: April 27, 2016 @ 2:00 PM**

Items of work include but are not limited to: Demolition, Tree Removal, Landscape, Irrigation, Erosion Control, Rock Slope Protection, Clearing, Grubbing, Traffic Control, SWPPP, Biologist, QC/QA Plan, Utilities, Fencing, Trucking, Dewatering System, Import Fill, Geogrid and Geotextile, Sheet Piles and Hydroseeding.

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

**We are an Equal Opportunity Employer**

## Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: Alan McKean  
Website: [www.gallagherandburk.com](http://www.gallagherandburk.com)

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:

**LAKESIDE GREEN STREET  
City Project No. C393910  
Federal Project No. STPL-5012(123),  
DISADVANTAGED BUSINESS ENTERPRISE  
GOAL ASSIGNED IS 19%**

**OWNER:**

CITY OF OAKLAND -

1 Frank H. Ogawa Plaza, Room #101,  
Oakland, CA 94612

**BID DATE: APRIL 28TH, 2016 @ 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, Building, Clearing and Grubbing/Demolition, Construction Area Sign, Electrical, Landscaping, Minor Concrete, Misc. Iron and Steel, Paving Stone, Play Equipment, Roadside Signs, Slurry Seal, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

**An Equal Opportunity Employer**



207 King Street, #300 • San Francisco, CA 94107  
Phone: 415-978-1136  
Contact: Norman Yang  
Email: [nyang@webcor.com](mailto:nyang@webcor.com)

Sub-Bids Requested From Qualified SBE/LBE subcontractors/suppliers for:

**Agency: Office of Community  
Investment and Infrastructure  
Project Title: Transbay Block 8**

**Bid due date: 5/2/2016 @ 12:00PM**

**Optional Pre-Bid Meeting 4/14/2016 @ 10am.  
450 Harrison Street, 3rd floor,  
San Francisco, CA 94105**

Provide subcontractor services for the Transbay Block 8 project.

The Transbay Block 8 project is located at 245 First Street and is bounded by First, Folsom, and Fremont streets. This project features a podium with 55-story tower and a 9-story building with a mid-block paseo. The project is comprised of approximately 546 residential units and 18,000 square feet of neighborhood retail over a 3-level subterranean parking structure.

**Bid packages include:** BP 1 Crane & Manlift; BP 2 Site Fencing & Security; BP 3 Surveying; BP 5 Precast Concrete BP 6 Masonry; BP 7 Structural Steel & Misc. Metals; BP 8 Metal Stairs; BP 9 Below Grade Waterproofing; BP 10 Insulation & EOS Fire Safing; BP 11 Entrances, Storefronts, and Curtainwall; BP 12 Metal Panels; BP 13 Drywall, Framing, & Plaster; BP 14 Exterior Building Maintenance Systems; BP 15 Swimming Pool; BP 17 Vehicle Lifts; BP 23 Utility Relocation & Installation; BP 24 Roofing & Waterproofing; BP 25 Flashing & Sheet Metal; BP 26 Fireproofing & Intumescent Paint; BP 27 Doors, Frames, & Hardware; BP 28 Coiling Doors; BP 29 Interior Glazing & Mirrors; BP 30 Tiling & Stone; BP 31 Flooring, Carpet, & VCT; BP 32 Paint, Coating, & Wall Coverings; BP 33 Specialties; BP 34 Shower Doors; BP 35 Residential Appliances; BP 36 Window Treatment; BP 37 Casings, Casework, Millwork, & Countertops; BP 38 Furnishings & Accessories; BP 39 Trash Chutes; BP 41 Final Cleaning; BP 42 Precast Pavers; BP 43 Signage; BP 44 Gym Equipment; BP 45 Site Furnishings; BP 46 Site Concrete & Asphalt; BP 47 Paving Specialties; and BP 48 Landscaping, Irrigation, & Living Wall.

Please submit bids via email and include indication of bid package # for the appropriate trade scope in the file name. SBE/LBE/MBE/WBEs are encouraged to submit bids.

The link to the bid documents is: <https://goo.gl/1mSfz2>



Looking for  
Subcontractors, Vendors,  
and Suppliers?

Call 1-800-800-8534

or visit us at [www.sbeinc.com](http://www.sbeinc.com)

**Advertise your Sub-Bid Requests  
in the Small Business Exchange.  
With a monthly readership of 75,000,  
SBE reaches a diverse audience,  
cutting across ethnic and gender lines  
as well as traditional industry segments.**

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR LBE/SLBE/VSLBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Dougherty Road Improvements • City of Dublin • City Project No. ST 091**

**BID DATE: April 28, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Lead Compliance Plan, Kinder Morgan Permit and Inspection, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Crash Cushion, Temp. Railing, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Water Pollution Control, Temp. Fencing, Cold Plane AC, Tree Protection, Adjust Utilities to Grade, Reinforced Concrete Cap, Clearing & Grubbing, Multi-Axial Geogrid, Structural Concrete, Minor Structure, Roadside Sign, Underground, Drainage Inlet Marker, Minor Concrete, Fencing, Pedestrian Barricade, Import Biofiltration Soil, Mulch, Flushing Inlet, Rock Slope Protection, Moisture Barrier, Striping & Marking, Electrical, Landscape & Irrigation, City Gateway Monument Sign, Concrete Pavers, Abandon Water Service, Water Service, Pavement Markers, Tree Well Filters, Fiber Optic, Catholic Protection and Construction Materials.

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

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209  
Contact: Keith Ones • An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE, MBE, WBE Subcontractors & Suppliers for

**Alameda County Public Works**

**Zone 3A Line D-6 Ruus Pump Station Discharge Pipe Improvements**

**Location: Hayward, Alameda Coun • Project No. FC 3A-136**

**Bid Date: May 3, 2016 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP, street sweeping, striping, construction area signs, reinforced steel, and concrete demolition. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

Visit Small Business Exchange at [www.sbeinc.com](http://www.sbeinc.com)  
to download the latest SBE Newspaper and Newsletter

# 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: STEVE LIPPIS  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**SAN FRANCISQUITO CREEK FLOOD REDUCTION, ECOSYSTEM RESTORATION AND RECREATION PROJECT, Contract No. C0613, Project No. 26284002, Small Business Enterprise goal assigned is 30%**

**OWNER:**

SANTA CLARA VALLEY WATER DISTRICT  
5750 Almaden Expressway, Room B108,  
San Jose, CA 95118

**BID DATE: APRIL 27, 2016 @ 2:00 P.M.**

We hereby encourage responsible participation of local Small and Micro Business Enterprises certified by the Department of General Services and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**BRIDGE, CLEARING AND GRUBBING/DEMOLITION, FENCING, LANDSCAPING, STEEL SHEET PILING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

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

Fax your bid to (925) 803-4263 to the attention of Estimator Steve Lippis. 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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need 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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the SBE goal.

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

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: Alan McKean  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**CONTRA COSTA COUNTY – CONSTRUCTION ON BUCHANAN AIRPORT TAXIWAY ECHO & KILO IMPROVEMENTS, COUNTY PROJECT NO. 4855-4652-FAS-6X5333, FEDERAL AID PROJECT NO. AIP 3-06-0050-021, DISADVANTAGED BUSINESS ENTERPRISE GOAL ASSIGNED IS 22%, ENGINEER ESTIMATE \$1,602,700.00, NO. WORKING DAYS: 25**

**OWNER:**

Contra Costa County – Design/Construction Division  
Public Works Department  
255 Glacier Drive, Martinez, CA 94553

**BID DATE: May 3, 2016 @ 3:05 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, Crash Cushion, Electrical, Slurry Seal, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Testing, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material**

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

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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](http://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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

## DeSilva Gates Construction

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

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

**City of Dublin – Dougherty Road Improvements, Project No. ST0911, Local Business Enterprise Goal Assigned is 60%, Small Local Business Enterprise Goal Assigned is 20%**

**OWNER:**

City of Dublin – DEPARTMENT OF PUBLIC WORKS  
100 Civic Plaza, Dublin, CA 94568

**BID DATE: APRIL 28, 2016 @ 2:00 P.M.**

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

**Adjust Iron, Clearing and Grubbing/Demolition, Construction Area Sign, Electrical, Erosion Control, Fencing, Landscaping, Lead Compliance Plan, Minor Concrete, Minor Concrete Structure, Paving Fabric, Concrete Pavers, Gateway Monument, Roadside Signs, Barricade & Markers, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, 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 and password is f7pa55wd) or from the Owner's site at <http://www.blueprintexpress.com/Dublin>

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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need LBE 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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the LBE goal.

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

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ZACK HARWELL  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**CALTRANS ROUTE 880 – CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN MILPITAS FROM ROUTE 237/880 SEPARATION TO ALAMEDA COUNTY LINE, Contract No. 04-3J5204, Federal Aid Project AGNHPI-880-1(075)E, Disadvantaged Business Enterprise Goal Assigned is 14%**

**OWNER:**

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

**BID DATE: APRIL 26, 2016 @ 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, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EQUIPMENT RENTAL FIRM, LEAD COMPLIANCE PLAN, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.**

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

Fax your bid to (925) 803-4263 to the attention of Estimator Zack Harwell. 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](http://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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard • An Equal Opportunity Employer

### REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 237/880 Separation - Milpitas  
Caltrans #04-3J5204  
BID DATE: April 26, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Noise Monitoring, Cold Plane AC, Clearing & Grubbing, Prepaving Inertial Profiler, Temporary Drainage Inlet Protection, Grinding, Data Core, AC Dike, Tack Coat, Striping & Marking, Ramp Metering System and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage 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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard • An Equal Opportunity Employer

### REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Mineta San Jose International Airport - Southeast Apron Reconstruction  
City of San Jose  
BID DATE: May 5, 2016 @ 3:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Straw Wattle, Storm Drain Inlet Protection, Soil Binders, Geotextiles and Mats, Sample & Testing for PH & Turbidity, Traffic Control System, Airport Safety & Security, Lime Treatment, Dirt Export, Lean Concrete Base, Portland Cement Concrete Pavement, Taxiway Striping & Marking, Roadway Striping & Marking, and Construction Materials.

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

# The Tactics of Collaboration

Moving beyond platitude and exploring how to operationalize collaboration

By Steve Wright

Understanding the tactics of collaboration can help make the unique value of working well together real. It's important because the whole—all of us, humanity—can be greater than the sum of our parts. We often discuss collaboration in terms of its relationship to competition; competition, at its best, can make each part more valuable and more effective, but collaboration adds value to the whole by focusing on how the parts work together.

Effective collaboration depends on effective relationships between humans. If the right people are in the room, and if there is time and space for like minds and potential partners to find and engage with each other, then even the worst-designed gathering can be productive. If the right people are also talented, driven, and a bit entitled, they will make the space they need to be productive regardless of the meeting's design. However, setting aside time and space is not the whole story. Effective collaboration also requires that all collaborators gain value from collaborating. When the value is reciprocal, other barriers become smaller and the collaboration is easier to sustain.

Now, if we think of conferences or meetings as our tools for offline collaboration, then we need better tools. Our facilitation methodologies need to evolve and professionalize to focus on the experience and needs of participants. In his paper "Creating Participatory Events," Executive Director of Aspiration Allen Gunn describes the problem like this:

The Internet era has ushered in a broad new panorama of collaborative tools and interaction opportunities in the virtual realm. But live "offline" events such as conferences, given their unique potential for connecting like minds and catalyzing relationships, have remained relatively non-collaborative affairs, employing dichotomous formats such as "keynotes," slideware presentations, and panels to let one or several speakers relate across a veritable moat to silent and largely passive audiences.

**And here's the part that makes event organizers nervous:**

Participatory event refers to a gathering where participants shape the agenda before and during the event, instead of reading a fixed schedule beforehand and then shuffling between sessions that have been slotted weeks or months in advance.



The focus in such events is placed on peer-to-peer knowledge sharing and network building instead of large group listening.

Participatory events, as Gunn describes them, are not an easier or cheaper alternative than standard meetings and conferences. In fact, they are more difficult and require completely different muscles. Participatory events require vulnerability. Engaging fully in a participatory event requires that those with status risk their social currency by engaging in conversation as equals. It also requires an experienced facilitator. Gunn writes:

If you have folks already in a common frame of analysis, there is benefit in the knowledge arbitrage that comes from surfacing differences and emergent serendipities found in the in-betweens. But if you have heterogeneous value systems, you lean more toward finding common ground and facilitating value exchange in those realms. It's a Venn diagram; you do a lot of the same things in either case, but there are approaches that vary based on the presence or absence of collective norms and shared perspectives.

For humans to work well together, we must pay attention to more than just our own self-interest. This got me thinking about a hierarchy of collaboration. By hierarchy, I mean that we can best

move forward not by developing skills or becoming proficient with a specific methodology, but by advancing through stages of moral development, where we learn to weigh personal benefit against collective benefit. Here are the four stages of this development as I see them:

## Stage 1: Commitment

In my experience, the first stage of any collaborative effort is to create a context for membership. Either the participants or the convener can establish this, and each member must commit to it to join. Individuals or individual organizations associate their name with the collective's—for example, prominent organizations make public commitments of action within the Clinton Global Initiative collaborative. This public declaration essentially puts an organization's reputation up as collateral for the commitment.

## Stage 2: Partnership

Give and take defines the partnership stage—each party gives something of value and takes away something value. Formal contracts and trust built over time enable this very market-based stage of collaboration. To fund promising social enterprises, for example, impact investors must structure complex investments into a stack of capital from a range of funders, including government-sponsored loan guarantees,

concessionary investment capital, grant money from foundations. In their book *Impact Investing*, Jed Emerson and Antony Bugg-Levine write:

To make this complex capital stack work, impact investors need to become effective at collaborating with donors and governments. But the providers of these subsidies typically focus on maximizing only public goods and social outcomes, and fail to recognize (or even find suspect) the profit an enterprise could create.

The successful impact investor can sell partnership as a route to improving the risk return calculation for everyone—each partner will get more of what they want, thanks to the dynamics of the partnership as a whole.

## Stage 3: Vulnerability

Collaborators must all be vulnerable for trust to develop between them. In her talk, "The Power of Vulnerability," Brene Brown says, "Vulnerability is the core of shame and fear and struggle for worthiness, but it is also the birthplace of joy, of creativity, of belonging, of love."

We must let go of the myth that sets "my" success as a precursor to "our" success. Vulnerability requires that we let go of control. No one of us can solve the problems we are facing, but few of us are integrating this reality into our work.

## Stage 4: Emergence

Emergence occurs when independent and unordered parts come together to form a pattern or an identifiable whole. This is the highest stage of collaboration. The nonprofit consulting agency FSG describes "embracing emergence" essentially as an act of faith. Solutions to extremely complex problems such poverty or climate change can emerge from many groups working together to create collective impact—a framework that doesn't prescribe explicit outputs or milestones, but instead focuses on increasing the likelihood that an unforeseen solution will emerge.

Our problems are bigger than any of us. I hear my friends and colleagues lament the state of the world. I hear in their voices exhaustion and frustration, but also isolation. We must move beyond platitude and operationalize collaboration. We must rethink our tactics, develop better tools for interaction, and summon the courage to evolve beyond competition to understand individual success as an outcome of collective success.

Source: <http://ssir.org>

## Community Engagement Matters (Now More Than Ever)

Continued from page 2

tors and community leaders so that we understand the needs of students that others miss."2

Another project launched in Newark in 2010—the Strong Healthy Communities Initiative (SHCI)—has had a much less contentious path. Both Booker and Baraka have championed it. Sponsored by Living Cities (a consortium of 22 large foundations and financial institutions that funds urban revitalization projects), SHCI operates with a clear theory of change: To achieve better educational outcomes for children, policymakers and community leaders must address the environmental conditions that help or hinder learning.

If kids are hungry, sick, tired, or under stress, their ability to learn will suffer. According to an impressive array of research, such conditions lie at the forefront of parents' and kids' minds, and they strongly affect kids' chances of success in school. Inspired by this research, SHCI leaders have taken steps to eliminate blighted housing conditions, to

build health centers in schools, and to increase access to high-quality food for low-income families.

SHCI began as an effort led by philanthropists and city leaders, but since then it has shifted its orientation to engage a broader crosssection of community stakeholders. Over time, those in charge of the initiative have built partnerships with leaders from communities and organizations throughout Newark. "We avoid a top-down approach as much as possible," says Monique Baptiste-Good, director of SHCI. "We start with community and then engage established leaders. When we started, a critical decision was to operate like a campaign and not institutionalize as an organization. We fall to the background and push our partners' capacity forward. Change happens at the pace people can adapt."

Challenges related to housing and health may seem to be less controversial than school reform, but these issues generate considerable heat as well. (Consider, for example, the controversy that surrounds efforts by the Obama administration to change nutrition standards for children.) In any

event, the crucial lesson here is one that spans a wide range of issue areas: How policymakers and other social change leaders pursue initiatives will determine whether those efforts succeed. If they approach such efforts in a top-down manner, they are likely to meet with failure. (We define a top-down approach as one in which elected officials, philanthropists, and leaders of other large institutions launch and implement programs and services without the full engagement of community leaders and intended beneficiaries.)

This lesson has become more acutely relevant in recent years. Disparities in education, health, economic opportunity, and access to justice continue to increase, and the resources available to confront those challenges have not kept pace with expanding needs. As a consequence, leaders in the public and nonprofit sectors are looking for better ways to invest those resources. At the same time, the increasing use of data-driven practices raises the hope that leaders can make progress on this front. These practices include, most notably, evidence-based programs

in which there is a proven correlation between a given intervention and a specific impact. But they also include collective impact initiatives and other efforts that employ data to design and evaluate solutions. (In this article, we will use the term "data-driven" to refer to the full range of such practices.)

In rolling out programs that draw on such research, however, leaders must not neglect other vitally important aspects of social change. As the recent efforts in Newark demonstrate, data-driven solutions will be feasible and sustainable only if leaders create and implement those solutions with the active participation of people in the communities that they target.

Visit the link below for the full article:

[www.sbeinc.com/resources/cms.cfm?fuseaction=news\\_detail&articleID=1579&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1579&pageID=25)

Source: <http://ssir.org>



# Technology

## 'Give First' in New Tech Seattle

With nearly 10,000 members, New Tech Seattle is currently the largest tech-focused Meetup in the Pacific Northwest and has become a cornerstone of the tech community for the region. New Tech Northwest, which is comprised of Meetups in Seattle, Eastside, Tacoma, Portland, as well as a newsletter, has over 21,000 members in total.

New Tech Seattle prides itself on its 'give first' attitude, where each member hopes to contribute to the community before expecting a return. Their 500+ attendees each month come together to create a one-stop social stop for tech professionals and fanatics.

We recently got to chat with Brett Greene, New Tech Seattle's co-founder and current organizer. Greene co-founded New Tech Seattle with Red Russak in 2013.

**Meetup: Can you tell us a little bit about New Tech Seattle's 'give first' culture?**

**Greene:** We believe in building relationships at our events rather than looking for business transactions. This means that a new person at an event feels like a new neighbor at the neighborhood bar-b-que. We learn what you're interested in and try to help you move forward with your tech career, company or life. It's a much more fun and fulfilling way to live and network.

The members of our community take ownership in creating a culture where we care about others before taking actions to get what we want. That's giving first.

**M:** What are some examples of your proudest moments with the Meetup?

**G:** There are many small proud moments that add up like people in the community getting jobs, finding co-founders, starting events like Here Seattle and Puget Sound Programming Python, and other ways they take action based on making connections and being inspired at our events.

My proudest moment was being invited to participate at the Tech Meetup at The White House. That was totally unexpected and allowed

us to share our experiences, learn from others and be recognized as a Meetup making a difference.

**M:** Can you share examples of current community outreach initiatives?

**G:** Outside of the events, we're doing two really cool things. The first is that we're building ongoing partnerships with Union Gospel Mission sending Search and Rescue vans of tech leaders, organizers, employers and techies from our community out to help our homeless friends. There are additional initiatives we'll be rolling out to expand on these efforts. The second way we're giving back to the greater community is working with SeattleWorks to connect individuals and tech companies in our community with hundreds of volunteer opportunities across Seattle.

Last year, our community raised over \$4,000 for STEM education for underserved minorities and women as part of the Geeks Give Back campaign. Those funds were matched by a local investor before going to the state of Washington where they were again matched. This resulted in contributing over \$12,000 to scholarships for kids who need the support.

**M:** Can you give us a snapshot of what is coming up for New Tech Seattle?

**G:** We're very excited about our 4th annual special event with the University of Washington happening in April. This is our biggest event every year because we partner with UW and hold New Tech Seattle on campus. The New Tech Seattle regular community mixes with computer science and engineering students.

This year may be bigger than the previous largest crowd of 1,000 people. A past highlight was one of the past presenters selling his company to eBay months after presenting at this event. It's a fantastic time and expands our community further. The more diverse our community is, the richer the experiences are for everyone.

**Source:** <http://www.meetup.com>



**Brett Greene, Organizer - Seattle Community Connector / Social Media & Event Professional**



**New Tech NW - Seattle 2.17.16 WIT**

## Tech + Tequila

Meet-ups for gov techies

The second tweetchat will take place on April 27, from 2:00 – 3:00 p.m. The conversation will be focused on Data, a continuation from the first Tech + Tequila event on February 24th. At this event, Nextgov hosted discussions with the new data gurus in government on the administration's data policies and the influx of data scientists to government. Join Nextgov to continue the data conversation online by using the hashtag: #NGtalksData.

### **Analytics**

#### **Federal Data is Cool, Experts Say**

Since "big data" became a household phrase, private and public sector data scientists have shown its implications reach far beyond the word "big."

At Nextgov's first Tech and Tequila meet-up on Wednesday, Feb. 24, data played the starring role. Experts with different brands of federal experience all agreed on one idea: moving data forward hinges on thinking outside the box.

Environmental Protection Agency (EPA) Chief Data Scientist Robin Thottungal emphasized the importance of viewing data as a concrete, actionable asset. Looking at environmental tragedies in retrospect, Thottungal said, data scientists at EPA are asking questions about how data analysis could ... read more at <http://www.nextgov.com/nextgov-sponsored/2016/03/federal-data-cooler-you-think-experts-say/126545/>

### **Cybersecurity**

#### **Adaption and Adoption: The Keys to Winning at Cyber**

Cybersecurity is serious business. But get creative juices and thoughtful words flowing, and you'll uncover ideas you might not expect. Cyber is about more than just code and computers — it's about people, ideas and attitudes.

Or so thinks self-described "nerdpreneur" Nagesh Rao, Chief Technologist at the Small Business Administration. He joined Nextgov at the



**Robin Thottungal, Chief Data Scientist/Director of Analytics at US Environmental Protection Agency (EPA)**

second Tech and Tequila meet-up to talk tech and security, along with FCC Deputy CIO Christine Calvosa and Jade Parker, cyber expert and senior research associate at the Terror Asymmetries Project on Strategy, Tactics & Radical Ideology.

Rao takes part in SBA's Small Business Innovation Research (SBIR) program, a federal fund designed empower small businesses to bring...

read more at <http://www.nextgov.com/nextgov-sponsored/2016/03/adaption-and-adoption-keys-winning-cyber/126765/>

**Visit link below to learn more:**

<http://www.nextgov.com/feature/nextgov-meet-ups-1/#report-recoding-government>

**Source:** <http://www.nextgov.com>

# California Sub-Bid Request Ads



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina - victor.molina@kiewit.com

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Micro Small Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Lower Berryessa Creek Flood Protection Project – Phase 2 in Milpitas, CA.

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

Subcontractors and Suppliers for the following project:

**Lower Berryessa Creek Flood Protection Project – Phase 2**  
Project No. 40174005

Contract No. C0614

Owner: Santa Clara Valley Water District

Bid Date: May 11, 2016 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to: AC Paving, Aggregates, Articulated Concrete Block, Anti-Graffiti Coating, Minor Concrete, Certified Soil Scientist, Clear & Grub, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Cast in Place Concrete, CIDH Concrete Piles, Dewatering, Earthwork, Erosion Control, Fences & Gates, Flood Gates, Grouting, Irrigation, Landscaping, Joint Sealant, Metals, Noise & Vibration Monitoring, Pedestrian Bridge, Pipe Supply, Potholing, Quality Control, Shoring, Slope Protection, Soil Remediation, Street Sweeping, SWPPP, Temp Facilities, Traffic Control Trucking & Hauling, Waterstops, Water Truck, Well Abandonment.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DGS certified, SBE and Micro SB suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors

**Subcontractor and Supplier Scopes are due**

May 6, 2016 and Quotes

NO LATER THAN May 10, 2016 at 5 P.M.

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

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

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

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

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ZACK HARWELL  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**CALTRANS ROUTE 84 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY NEAR LIVERMORE FROM ROUTE 680/84 SEPARATION TO 0.1 MILE**

**SOUTH OF RUBY HILL DRIVE,  
Contract No. 04-1J2504,**

**Federal Aid Project ACNHP-P084(045)E,  
Disadvantaged Business Enterprise Goal Assigned is 11%**

OWNER:

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

**BID DATE: APRIL 27, 2016 @ 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, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EQUIPMENT RENTAL FIRM, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, 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 and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator Zack Harwell. 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](http://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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

## Pacific States Environmental Contractors, Inc.

CAL LIC. NO. 723241  
11555 Dublin Boulevard • Dublin, CA 94568-2909  
Phone: (925) 803-4333 • FAX: (925) 803-4334  
Estimator: Pete Timmerman  
[ptimmerman@pacificstates.net](mailto:ptimmerman@pacificstates.net)

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

**BERKELEY VIEW NO. 2, POTRERO AND MUIR RESERVOIRS DEMOLITIONS**

Owner:

East Bay Municipal Utility District  
**BID DATE: April 27, 2016 @ 1:30 PM**

We hereby encourage responsible participation of White Men, White Women, Ethnic Minorities (Men and Women) and solicit their subcontractor or materials and/or suppliers and trucking quotation for the following types of work including but not limited to:

Fencing, Electrical, Pipeline, Landscaping

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

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or may be downloaded from the District's website at (<http://www.ebmud.com/current-construction-bids>)

PSEC is willing to breakout any portion of work to encourage White Men, White Women, Ethnic Minorities (Men and Women) and solicit their subcontractor or materials and/or suppliers and trucking quotations as well as increase the expectations of meeting the DBE goal. If you require any assistance, please contact the Estimator, Pete Timmerman email him at [ptimmerman@pacificstates.net](mailto:ptimmerman@pacificstates.net) or call (925) 803-4333. Bids may be faxed to us at (925) 803-4334. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html).

We are an equal opportunity employer.



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina - norcal.bids@kiewit.com

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Lake Berryessa Resort Improvement District Water Tank Replacement Project in Napa County, CA.

[www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Lake Berryessa Resort Water Tank Replacement**  
Contract No. LB 15-02

Owner: Lake Berryessa Resort Improvement District  
Bid Date: May 5, 2016 @ 3:30 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) businesses wanted for the following scopes, including, but not limited to: Cathodic Protection, Concrete, Concrete Readymix, Concrete Reinforcement Supply & Install, Demolition, Electrical, Equipment, Fencing, Process Controls & Instrumentation, Pumps, Piping & Valves, Protective Coatings, Bolted Steel Water Tanks, Sweeper Truck, SWPPP, Site Security, Temp Facilities, Trucking & Hauling, Water Truck.

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

**Subcontractor and Supplier Scopes are due**  
May 2, 2016 and Quotes NO LATER THAN  
May 4, 2016 at 5 P.M.

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications Performance Bond and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

Davis-Bacon Act applies  
An Equal Opportunity Employer  
CA Lic. 433176  
DIR # 1000001147

## Chumo Construction, Inc.

14425 Joanbridge Street, Baldwin Park, CA 91706  
Phone: (626) 960-9502 Fax: (626) 960-3887  
Contact: George Chumo

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**For Construction on State Highway In  
Los Angeles County In And Near City of Commerce And Los Angeles From  
Route 5/710 Separation To Main Street Undercrossing  
District 07**

Location: 07-LA-5-13.8/19.2

Contract No. 07-300704

Bid Date: 04-26-16 @ 2:00 PM

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo 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 AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo 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. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at (626) 960-9502.

An Equal Opportunity Employer

## Tax Obligations

Continued from page 2

your business accidentally or deliberately misclassifies that individual as an employee. Read more about why it's important to know the difference and how it can impact your tax situation.

**Bookmark Tax Reporting Season in Your Calendar**

The new year brings with it several tax obligations for employers. While you're busy thinking about getting your income tax return filed, don't forget your wage reporting obligations (W2s must be filed) and 1099 forms must be filed and issued to independent contractors you've worked with during the tax year.

**Property Tax**

Your local government (town, city, or county) collects property tax for business assets such as ve-

hicles, computer equipment, software, and more. Likewise, if you do business in a commercial real estate location, the state will collect property tax on it. Check with your local tax authority to find out what you need to do to register your property and the process for assessing and making payments.

**Additional Resources**

For more small business tax help visit SBA's Filing and Paying Taxes guide. The IRS Guide to Business Taxes is worth a bookmark too.

Source: ADOT

# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

DOCUMENT 00 11 16

### CUPCCAA INVITATION TO BID

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District will receive sealed bids for the following: **Project No., 15121**

**Re-Bid - Prop 39 Oakland International High School - HV Replacement  
4521 Webster Street, Oakland, CA 94609**

2. Sealed Bids will be received until **2:00 p.m., on Monday, May 9, 2016**, at the District Office, located at **900 High Street, Front Desk, Oakland, California**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

3. The Project consists of:

**Remove existing hot water boilers supplying existing heating system as well as domestic hot water, replace existing six (6) multi-zone HVAC units with new CME multi-zone units, replace two(2) existing unit ventilators at gym, replace four (4) single zone roof units, furnish new high efficiency water heater, provide new gas line to mechanical units, provide new energy management system communication and controls, modify fire alarm for mechanical units only, and modify existing roof support structure.**

4. **Engineer's Estimate: \$900,000.00.**

5. Project Manager for this project is **Kenya Chatman**, she can be reached at **(510) 535-7050**.

6. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

7. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

**Class A – General Engineering and/or  
Class B – General Building Contractor**

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

8. As security for its Bid, each bidder shall provide with its Bid form:

- bid bond issued by an admitted surety insurer on the form provided by the District,
- cash, or

- cashier's check or a certified check, drawn to the order of the Oakland Unified School District, in the amount of ten percent (10%) of the total bid price. This bid security shall be a guarantee that the Bidder shall, within seven (7) calendar days after the date of the Notice of Award, enter into a contract with the District for the performance of the services as stipulated in the bid.

9. The successful Bidder shall be required to furnish a 100 % Performance Bond and a 100% Payment Bond if it is awarded the contract for the Project.

10. The successful Bidder and its subcontractors shall pay all workers on the Project not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the Department of Industrial Relations, State of California, for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Prevailing wage rates are available from the District or on the Internet at: <<http://www.dir.ca.gov>>. Bidders and Bidders' subcontractors shall comply with the registration and qualification requirements pursu-

ant to sections 1725.5 and 1771.1 of the California Labor Code.

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

12. Effective January 1, 2015: The Oakland Unified School District has the duty to notify Department of Industrial Relations (DIR) when awarding a contract for a public works project **over one thousand dollars (\$1,000)**, using the online **Contractor's Affidavit** form. This requirement, found in Labor Code Section 1773.3, now applies to ALL public works projects.

Effective March 1, 2015: NO contractor or subcontractor may be listed on a bid proposal for a public works project unless registered with DIR.

Effective April 1, 2015: NO contractor or subcontractor may work on a public works project unless registered with DIR.

13. A **MANDATORY** pre-bid conference and site visit will be held on **Thursday, April 28, 2016, at 11:30 a.m. at Front Entrance, Oakland International School Site**. All participants are required to sign in at the Site Visit. The Site Visit is expected to take approximately [1] hour. Failure to attend or tardiness will render bid ineligible.

14. Contract Documents are available on **Wednesday, April 27, 2016**, for review at **East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed Attention: Sandy. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077 Email: [ebbp@eastbayblueprint.com](mailto:ebbp@eastbayblueprint.com), Attn: Sandy

Online using the Plan Command system at [www.eastbayblueprint.com](http://www.eastbayblueprint.com) or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are NON-REFUNDABLE.

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

Builder's Exchange of Alameda County  
McGraw Hill Construction Data

San Francisco Builder's Exchange  
Reed Construction Market Data  
Contra Costa Builder's Exchange  
Marin Builder's Exchange

15. The District's Board has found and determined, pursuant to Resolution 1415-0161, approved and adopted on February 11, 2015 and incorporated herein by this reference, that specific materials, products, things, or services ("Designated Products") shall be used on District projects based on the purpose(s) indicated in Resolution 1415-0161, as applicable. (Public Contract Code section 3400(c).) The Designated Products are designated by specific brand or trade name, as more fully set forth in Resolution 1415-0161, for the following purpose(s):

A. In order to match other products in use on a particular public improvement either completed or in the course of completion; and/or

B. In order to obtain a necessary item that is only available from one source.

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

17. **Project Labor Agreement:** The District has entered into a Project Labor Agreement with Building and Construction Trade Council of Alameda County, AFL-CIO.

18. The District shall award the Contract, if it awards it at all, to the lowest responsive responsible bidder based on: The base bid and Allowance amount only



## CITY OF SAN MARCOS

PUBLIC NOTICE IS HEREBY GIVEN that the City of San Marcos, hereinafter referred to as Agency, invites sealed bids for the above stated Project and will receive such bids in the offices of Agency (Front Counter of Public Works), at San Marcos Public Works, 201 Mata Way, San Marcos, California 92069-2918, up to the hour of 10:00 a.m., on 5/13/16 at which time they will be publicly opened. Bids received after the hour and date for the bid opening will not be accepted and shall be returned unopened.

### DESCRIPTION OF WORK

The work generally consists of parking lot modifications, building pad preparation, restroom building construction, pedestrian lighting system, mounded turf area, promenade area, irrigation system, landscaping, pedestrian pathways, drainage system, bio-retention area and other associated improvements as shown on the plans and included in the contract documents.

Play equipment, restroom structure materials and trees will be owner supplied.

This project is funded by a Community Development Block Grant (CDBG) and is a prevailing wage project. Please see attachments for further details and requirements. For questions regarding these requirements please contact Julie Magee at (760) 744-1050 ext. 3137.

This project is funded by grant funding that requires the expenditure of \$1,160,000 of the project by June 30, 2016. Contractors bidding the project must be able to provide means and methods to accomplish this.

### LOCATION OF WORK

The work to be constructed is located at the Northeast corner of the intersection of Richmar Avenue and Firebird Lane in the City of San Marcos.

### GENERAL

Copies of the Bid and Contract Documents are available for inspection at no cost to the bidder at the front counter of the Development Services Department on the first floor of City Hall, 1 Civic Center Drive, San Marcos, California 92069-2918. **NO BID SETS WILL BE AVAILABLE FOR PURCHASE.**

In conformance with State of California Assembly Bill 2036 complete bid sets will be available electronically, at no cost, at <http://www.san-marcos.net> and <http://www.ciplist.com>. It shall be the responsibility of the prospective bidders to download and print the bid documents for review and bid. Bidders shall also check the website for addendums which will be posted no later than 48 hours prior to the bid opening. Each addendum will include a conformation sheet indicating receipt of the addendum. This sheet must be signed and included with the bid for each addendum issued. Bids which do not include the conformation sheet(s) for each addendum, if any, may be rejected.

The City of San Marcos does not warrant, represent, or guarantee the accuracy, completeness, or adequacy of information provided from any third party source. The City shall not be responsible or liable in any way whatsoever for any loss or damages of whatever kind, nature, or scope, including, but not limited to, time, money or goodwill arising from errors, inaccuracies, or omissions in any documents and/or information retrieved from any third party source.

Prospective bidders are encouraged to review the official version of all documents upon which they plan

to rely. For a complete set of bid documents or the applicable RFP, all interested parties are directed to the City's website at <http://www.san-marcos.net> or [www.ciplist.com](http://www.ciplist.com).

### PRE-BID CONFERENCE

A mandatory Pre-Bid Conference will be held for this project 5/5/16. Contractors wishing to be considered for the project must attend the Pre-Bid Conference.

Bids shall be written clearly and legibly in ink in conformance with the Instruction to Bidders. All bids shall be submitted to the Engineering Division in a sealed envelope plainly marked on the outside with "SEALED BID FOR CIP NO. 83001, RICHMAR PARK – DO NOT OPEN WITH REGULAR MAIL."

If using Federal Express or other such service for bid submittal, the contents of the submittal must be noted on the outside of that envelope as stated above.

Each bid must be accompanied by cash, a certified or cashier's check payable to the City of San Marcos, or a satisfactory bid bond executed by the bidder and an acceptable surety, in an amount equal to ten percent (10%) of the total aggregate bid amount. The successful bidder will be required to furnish and pay for performance and payment bonds acceptable to the Agency.

NOTICE IS HEREBY GIVEN that, pursuant to the San Marcos City Charter and the San Marcos Municipal Code, payment of prevailing wages and compliance with the California Labor Code Sections 1770 et seq IS required for this project.

The Contractor to whom the Contract is awarded, and any subcontractor under such Contractor, shall hereby ensure that minority and women business enterprises will be afforded full opportunity to submit bids for subcontracts. Further, there shall be no discrimination in employment practices on the basis of race, religious creed, color, national origin, ancestry, physical handicap, medical condition, marital status, age, or sex.

Attention is directed to the provisions of the Bid and Contract Documents which require retention from payments to the Contractor to secure performance under the Contract. Pursuant to California Public Contract Code Section 22300, and at the request and expense of the Contractor to whom the contract is awarded, acceptable securities (securities listed in Government Code Section 16430, bank or savings and loan, certificates of deposit, interest bearing demand deposit accounts or standby letters of credit) equivalent to the retention amount shall be permitted in substitution of money withheld by the Agency to ensure performance under the Contract. Such securities shall be deposited with the Agency or with a California or Federally chartered bank or savings and loan as escrow agent who shall return such securities, along with any interest thereon, to the Contractor upon satisfactory completion and acceptance of the Work by the Agency.

The Agency reserves the right to reject any or all bids, to waive any irregularity, and to take all bids under advisement for a period of sixty (60) calendar days after the date the bids are publicly opened. All costs incurred by bidders as a result of preparing bids under this Notice Inviting Bids shall be the sole responsibility of each bidder. This Notice Inviting Bids neither creates nor imposes any obligation upon the Agency to enter into a contract.

Liquidated damages for this Project will be per the Special Provisions

Estimated construction cost: \$(1,460,928.78)  
s/s Michael Edwards, Public Works Director  
Phil Scollick, City Clerk, City of San Marcos  
Dp April 21, 2016 and April 28, 2016

# Public Legal Notices



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

Contract No. 9203A-2  
(ID No. FCA16091)

### E.S.E.R. BOND 2014 POLICE FACILITIES ACCESSIBLE BARRIER REMOVAL - PACKAGE 2

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on May 11, 2016**, 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.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs). Please visit the Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work consists of the following voluntary accessibility upgrades at publicly accessible spaces including public lobby, public restrooms, public corridors, and community rooms. Scope includes but is not limited to building improvements, such as installation of new signage, door closers, power door operators, wall-mounted accessible telephones, and new service counters per accessibility requirements. Site improvements to include but not limited to paving, signage and related work. The time allowed for completion is 229 consecutive calendar days. The Engineer's estimate is approximately \$610,000. For more information, contact the Project Manager, **Kathleen ODay** at 415-558-4534.

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

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

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

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

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

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



## SAN FRANCISCO HOUSING AUTHORITY

### REQUEST FOR PROPOSAL VACANT UNIT SECURE ENTRY SYSTEM SAN FRANCISCO HOUSING DEVELOPMENTS Solicitation #16-050-RFP-0009

The San Francisco Housing Authority will receive proposals for Vacant Unit Secure Entry System at San Francisco Housing Developments. Scope of work includes manufacturing, installation, maintenance and relocation of installed units.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 20%. Call Kelly Dwyer at 415-558-4080 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 25, 2016 at 10:30AM at 30 Van Ness Ave, 3rd Floor in University Conference Room.

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

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

**Class "B"** license required to bid.

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

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

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

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

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

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

4/21/16  
CNS-2871348#  
SMALL BUSINESS EXCHANGE

A non-mandatory site walk is scheduled for April 25, 2016 at 12pm and will commence at 1654 Sunnysdale Ave, San Francisco, CA (Property Manager's office) and continue to Potrero Terrace/Annex, Westbrook, Westside Courts and Alemany.

All general questions can be directed to Solomon Gebala (415) 715-3123. Questions related to the RFP are due by 12:00 PM on Thursday, April 28, 2016. Please submit questions in writing to the procurement department at [procurement@sfa.org](mailto:procurement@sfa.org).

Responses are due by 2:00 PM on Friday, May 6, 2016 at 1815 Egbert Avenue, San Francisco, CA 94124. Download solicitation at: <http://www.sfa.org/procurement-bids.html>

# 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: BOB CICCARELLI • Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**SUMMER 2016 PLACER COUNTY FEDERAL  
HOT MIX ASPHALT OVERLAY  
Contract No. 0914,  
Federal Aid Project No. STPL-5919(125)  
Disadvantaged Business Enterprise Goal  
Assigned is 11%**

**OWNER:  
COUNTY OF PLACER  
2964 Richardson Drive, Dewitt Center,  
Auburn, CA 95603**

**BID DATE: MAY 3, 2016 @ 11:00 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:

**ADJUST IRON, COLD PLANE, 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.

Fax your bid to (925) 803-4263 to the attention of Estimator Bob Ciccarelli. 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](http://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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

## ADVERTISEMENT FOR SUBCONTRACTOR PRE-QUALIFICATION

### Hunt Construction Group, Inc.

**CSU Student Recreation and Aquatic Center – BP #4 – All Scopes per Divisions 4 through 14  
Hunt Construction Project # 0340260  
Documents Due 12:00 PM, Thursday, May 5, 2016**

**DOCUMENT DUE:** Sealed document will be received by Hunt Construction Group for the CSU Student Recreation and Aquatic Center – BP #4 at Hunt Construction San Francisco Office – 100 Pine Street, Suite 725, San Francisco, CA 94111, until 12:00 p.m. local time, on the due day indicated above.

Subject to conditions prescribed by California State University – San Jose, Project Specific Prequalification documents are sought from Subcontractors for the following work:

**Bid Package #4 – Remaining Scopes:** Excavation, Masonry, Elevators, Misc. Metals, Drywall, Roofing, Waterproofing, SM Flashing, Metal Wall Panels, Curtain Wall, Doors/Frames/Hardware, Casework, Tiling, Flooring, Paint, Toilet Rooms & Accessories, Specialties, Athletic Equipment, Pedestrian Control & Commercial Equipment, Landscape

**PROJECT DESCRIPTION:** Hunt Construction Group, Inc. is the Design Build Contractor for the new building of approximately 123,500 sf within San Jose State University. The project will provide instructional space, training facilities, basketball courts, pools, locker room and coach's offices. There will also be a pool mechanical equipment building. The project will strive to comply with LEED Gold equivalent. This project will achieve an undisclosed percentage of DVBE participation. Design will begin March of 2016 with construction beginning in November 2016 and completing July 2018. This project is a public works project and is subject to Prevailing Wage Rate laws.

**DELIVERY OF PRE-QUALIFICATION DOCUMENTS:** Prequalification Process must be completed on or before May 5, 2016 by 12:00 pm. All pre-qualification documents are to be **hand delivered to the address above** or via Fed-Ex/UPS to: **Hunt Construction Group Inc., at 100 Pine Street, Suite 725, San Francisco, CA 94111**. Emailed Prequalification Forms are accepted with the understanding that hard copies are to follow within 24 hours. Subcontractors are responsible for delivery of pre-qualification documents prior to the time of closing. Contractors shall use the pre-qualification form included in the pre-qualification documents. Pre-qualifications which do not respond fully to the requirements may be rejected as non-qualified. Specialty subcontractors and suppliers should not submit pre-qualification documents to Hunt Construction Group, Inc. for individual components of above listed Bid Packages.

**PROCUREMENT OF PRE-QUALIFICATION DOCUMENTS:** Each prospective subcontractor will be provided, one (1) Hunt Construction Group Pre-Qualification Document. Pre-qualification Documents will be available April 21, 2016. Subcontractor should request Pre-Qualification Documents for Bid Package #4 Remaining Scopes. Subcontractors may obtain documents by contacting Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)).

Please direct questions to Hunt Construction Group, Inc.,  
Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)).

# Governments Struggle to Root Out Fake Minority Contractors

Continued from page 3

Minority, Women and Emerging Small Businesses initially shrugged her off. So she referred the case to the Oregon Department of Justice, where the investigation continued for nearly two years. Ultimately, the contracting firm was forced to relinquish its minority certification and pay \$15,000 to the state. State legislators took an interest in the issue, and last year passed legislation allowing all public agencies in the state to conduct their own investigations into future allegations of minority contract fraud.

The fact is, says Sollinger, it's not hard to figure out who's actually doing the work on contracts like these. Simple city inspections to make sure the awarded company is showing up to perform the job would have caught past violators. But cities and states across the country are struggling to provide sufficient oversight when it comes to minority- and women-owned firms, also known as disadvantaged business enterprises, or DBEs. As a result, much of the money that's targeted to help these businesses doesn't really go where governments want it to.

It's a problem that's shown up all over the place. In Louisville, Ky., the metro sewer district banned two minority businesses from receiving future contracts after it was discovered that they were subcontracting with nonminority-owned businesses. An audit in Pittsburgh found the city didn't even have a way to track how much work was going to DBEs. The city of Denver has also been dealt a blow by contracting scandals in recent years. In 2014, the city proudly touted a new contract for mechanical work at Denver International Airport that had been awarded to a company owned by an African-American woman; at \$39.6 million, it was the city's largest-ever minority contract. But it later became clear that the company was subcontracting more than \$23 million of the work to a different firm, one that didn't qualify as a minority contractor. That December, a city audit declared that Denver's minority contracting program was failing. "This program is broken, and the city is breaking its word to those it has promised to help," City Auditor Dennis Gallagher said at the time. "It troubles me that stakeholders, including the public and firms in the construction and professional services industries, do not know whether this program is working."

Nationwide data on DBE contracting programs is spotty. The National Association of State Procurement Officials doesn't monitor them, and relies on state offices to track fraud and abuse. But states' efforts vary widely. A report from the U.S. Government Accountability Office (GAO) in 2011 found that the Federal Highway Administration did not have the right tools to properly monitor states' DBE programs for transportation construction. The GAO has published a smattering of reports over the past 25 years on women- and minority-owned contracting programs with two main conclusions: More information was needed, and the contracting world in general lacks women and minorities.

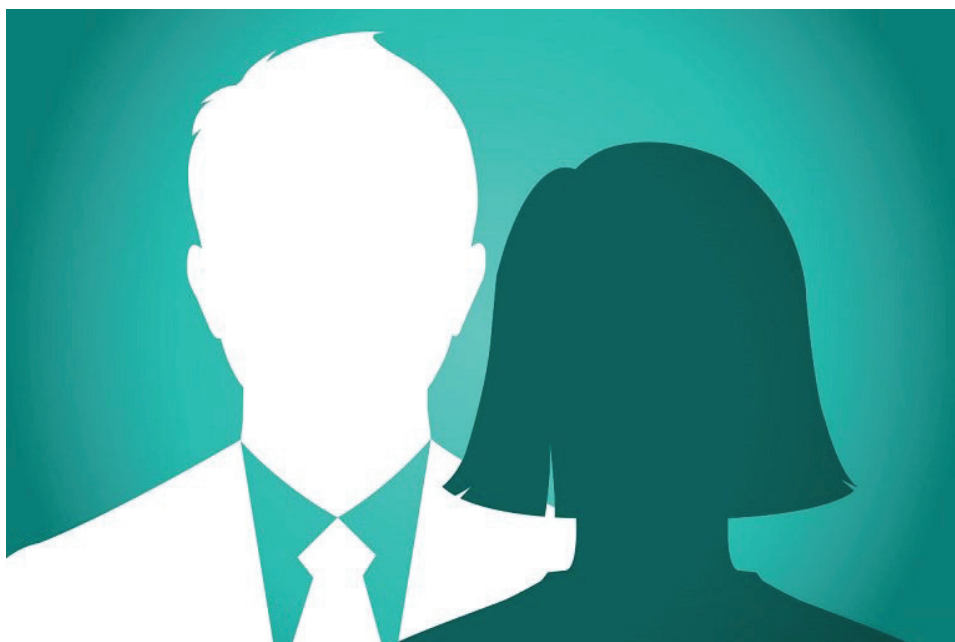
Boosting their ranks is an important goal for government, says Wendell Stemley, president of the board of the National Association of Minority Contractors. Cities and states owe it to their residents to help minority firms, he says, and that begins with tighter oversight. "The faces of these businesses should reflect how diverse the locality actually is," Stemley says. "And if a state has lax compliance standards, then of course there are going to be firms willing and able to game the system."

Ensuring that a minority contracting program is functioning properly takes a lot of work. Just ask Minnesota state Sen. Scott Dibble. As the chairman of the Transportation and Public Safety Committee, Dibble has been leading the charge to overhaul minority contracting ever since a 2013 internal audit by the Minnesota Department of Transportation found extensive problems with



its DBE program, ranging from mismanagement and weak oversight to outright fraud. The audit had come at a time when the state was aggressively ramping up construction projects, thanks to rebounding post-recession revenues. Officials were trying to include more women- and minority-owned companies, but it wasn't working. "We just weren't seeing a lot of success, and we were even having protests outside the state Department of Transportation office," says Dibble. The scathing audit highlighted millions of dollars that had been passed through to non-DBEs and a consistent failure to meet the state's own DBE goals. But the key finding, says Dibble, was from the state Office of Civil Rights. "There were some serious concerns within that office that numbers were fudged," he says. "Basically, our program was a mess."

Since then, the state has made several reforms to its contracting program. Leadership within the office has been cleared out. DBE mentoring programs -- in which a certified disadvantaged business enters a three-year partnership with an established company to help hone business practices to better compete in the marketplace -- have been put in place. This year a consortium of state agencies will be working together to develop more objective criteria for what really qualifies as a disadvantaged business. Perhaps most important, Dibble says, the effort has raised awareness among lawmakers of the need for intense oversight. "In order to remedy age-old injustices" against disadvantaged firms, he says, "it requires proactive action, not passive acceptance."



The state has seen some successes. For 2015, the transportation department announced that 7.3 percent of its contracts were awarded to DBEs, a significant step toward its goal of 10.3 percent. "While we made some progress over the last half of the fiscal year, we are not pleased with this number," Transportation Commissioner Charlie Zelle said when he announced the new figures. The state DOT has laid out specific goals that Zelle hopes will help it hit its goal for this year. Those benchmarks include finding businesses that qualify as DBEs and getting them certified, providing them with tools to help with bids, and ensuring consistent contracting practices. Statewide, the Minnesota purchasing office has begun more intensive outreach to identify and certify DBEs, which has resulted in a 13 percent increase in minority-owned businesses registered with the state.

Still, there's an inherent challenge when a state endeavors to mix bureaucracy with "complicated social problems," says Dibble. "It's a problem, and I don't really know how to solve it."

Another place that's taking on contract reform is New Orleans. The city has long had a minority contracting program in place, but when construction projects ramped up as the city rebuilt after Hurricane Katrina, it became clear the program had extensive problems. There was a two-year backlog of companies waiting to be certified as minority- or women-owned businesses, and the city had virtually no record-keeping or monitoring processes in place. The hurdles for

disadvantaged businesses reflected larger socioeconomic realities, says Ashleigh Gardere, director of the Network for Economic Opportunity in the mayor's office. "New Orleans is a city all about relationships, and it's also a segregated one. Women and minorities who owned businesses just didn't know the right people, so the opportunities weren't there." In 2010, there were 200 certified DBEs in New Orleans, but that's an "insufficient number" considering the scope of the rebuilding work being done, Gardere says.

"New Orleans is a city all about relationships," says Ashleigh Gardere. "Women and minorities who owned businesses just didn't know the right people."

In 2013, Mayor Mitch Landrieu introduced a set of proposals to raise the profile of the program. These reforms focused mostly on outreach and oversight of public contracts -- regulations that would hold the city accountable for making sure DBEs were earning city contracts. The certification process now takes 45 days, and the city wants to ultimately reduce that to 15 business days. Cutting down that wait time is crucial, says Gardere, because previously "people didn't even want to become DBE-certified because it was just such a cumbersome effort." The efforts have helped lead to a dramatic improvement in DBE participation. Minority- and women-owned firms made up 16 percent of city contracts in 2011. By 2014, that number jumped to 37 percent -- exceeding the city's goal of 35 percent.

Last fall the city implemented a second wave of regulations, focused more on enforcement and compliance. Now, when fraudulent activity is discovered, the city can withhold payments and exclude that particular firm from future contracts. The city has also introduced new technology tools to monitor existing contracts and payments. (As a side benefit, the technology will allow subcontractors to see when a primary contractor gets paid, adding another level of transparency to the entire contracting process.)

In order to fully enforce these new changes, the city needed to invest in more people. When Landrieu took office in 2010, the Office of Supplier Diversity was made up of one person. But thanks to a local millage, the city was able to budget \$700,000 to beef up staffing. Now there's a staff of seven people, many of whom have a background in construction. There is also a dedicated staff focused on compliance, making sure companies that are awarded contracts are the ones showing up to do the job.

It's too soon to know how effective the new technology and compliance measures will be; the city only began training employees on them in February. But it's a testament to the importance of political leadership in prioritizing minority contract programs, says Gardere. "Get local government officials talking to your local NAACP, Urban League, your local inspector general. But as those conversations are happening," she says, "start testing out solutions."

Overhauls like the ones in New Orleans and Minnesota are cause for optimism, says the National Association of Minority Contractors' Stemley. And while he says there's plenty of room for improvement in DBE programs across the country, he believes the high-profile cases of fraud and noncompliance are the exception to the rule. Still, he says, the onus is on states and cities to step up their efforts to attract more minority- and women-owned businesses. "We need to be trying harder to make sure we have workforce diversity in the contracting community," he says. "We can't ignore these underserved communities that need jobs."

Source: <http://www.governing.com>

# Fictitious Business Name

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370444-00

Fictitious Business Name(s):  
**1.) Marianne Beck Consultants**  
**2.) Marianne Beck Consulting**  
 Address  
**91 Bridgeview Drive,**  
**San Francisco, CA 94124**  
 Full Name of Registrant #1  
**Marianne Beck**  
 Address of Registrant #1  
**91 Bridgeview Drive,**  
**San Francisco, CA 94124**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/28/2016**

Signed: **Marianne Beck**

This statement was filed with the County Clerk of San Francisco County on **4/12/2016**.

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**4/12/2016**

**4/14/16 + 4/21/16 + 4/28/16 + 5/5/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370192-00

Fictitious Business Name(s):  
**Ocean Breeze Dentistry**  
 Address  
**2411 Ocean Avenue #201,**  
**San Francisco, CA 94132**  
 Full Name of Registrant #1  
**Michelle Pilonis**  
 Address of Registrant #1  
**52 Baypark Circle**  
**South San Francisco, CA 94080**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/28/2016**

Signed: **Michelle Pilonis**

This statement was filed with the County Clerk of San Francisco County on **3/28/2016**.

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

Filed: **Alex Liang**  
**Deputy County Clerk**  
**3/28/2016**

**4/7/16 + 4/14/16 + 4/21/16 + 4/28/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370401-00

Fictitious Business Name(s):  
**Roots and Stems San Francisco**  
 Address  
**313 Noriega Street, San Francisco, CA 94122**  
 Full Name of Registrant #1  
**Anastasia Sonkin**  
 Address of Registrant #1  
**313 Noriega Street, San Francisco, CA 94122**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/18/2016**

Signed: **Anastasia Sonkin**

This statement was filed with the County Clerk of San Francisco County on **4/7/2016**.

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**4/7/2016**

**4/14/16 + 4/21/16 + 4/28/16 + 5/5/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370470-00

Fictitious Business Name(s):  
**Venus In Leo**  
 Address  
**4064 25th Street, San Francisco, CA 94114**  
 Full Name of Registrant #1  
**Soizig Le Boulch**  
 Address of Registrant #1  
**4064 25th Street, San Francisco, CA 94114**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/13/2016**

Signed: **Soizig Le Boulch**

This statement was filed with the County Clerk of San Francisco County on **4/13/2016**.

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**4/13/2016**

**4/14/16 + 4/21/16 + 4/28/16 + 5/5/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370323-00

Fictitious Business Name(s):  
**1.) Whole Wines**  
**2.) Whole Wine**  
**3.) Raw Wines**  
 Address  
**138 Sanchez Street, San Francisco, CA 94114**  
 Full Name of Registrant #1  
**Canela Gourmet Inc. (CA)**  
 Address of Registrant #1  
**138 Sanchez Street, San Francisco, CA 94114**

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

Signed: **Francisco J. Cifuentes**

This statement was filed with the County Clerk of San Francisco County on **4/4/2016**.

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

Filed: **Alex Liang**  
**Deputy County Clerk**  
**4/4/2016**

**4/14/16 + 4/21/16 + 4/28/16 + 5/5/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370546-00

Fictitious Business Name(s):  
**Sweet Candles and Gifts**  
 Address  
**835 Junipero Serra Blvd.,**  
**San Francisco, CA 94127**  
 Full Name of Registrant #1  
**Catherine Cheng**  
 Address of Registrant #1  
**835 Junipero Serra Blvd.,**  
**San Francisco, CA 94127**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/18/2016**

Signed: **Catherine Cheng**

This statement was filed with the County Clerk of San Francisco County on **4/18/2016**.

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

Filed: **Jennifer Wong**  
**Deputy County Clerk**  
**4/18/2016**

**4/21/16 + 4/28/16 + 5/5/16 + 5/12/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0369938-00

Fictitious Business Name(s):  
**Go Tatsumaki, Tatsumaki**  
 Address  
**1375 Egbert Avenue,**  
**San Francisco, CA 94124**  
 Full Name of Registrant #1  
**Holloway Trading Company Inc. (CA)**Address of Registrant #1  
**138 Holloway Avenue,**  
**San Francisco, CA 94112**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/1/2016**

Signed: **Calvin Ruan**

This statement was filed with the County Clerk of San Francisco County on **3/16/2016**.

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

Filed: **Susanna Chin**  
**Deputy County Clerk**  
**3/16/2016**

**3/17/16 + 3/24/16 + 3/31/16 + 4/7/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0369790-00

Fictitious Business Name(s):  
**Health Link Hospice**  
 Address  
**1000 Brannan Street, Suite 206,**  
**San Francisco, CA 94103**  
 Full Name of Registrant #1  
**Health Link Hospice Services (Corp, CA)**  
 Address of Registrant #1  
**1000 Brannan Street, Suite 206,**  
**San Francisco, CA 94103**

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

Signed: **Boris Reykhel**

This statement was filed with the County Clerk of San Francisco County on **3/8/2016**.

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

Filed: **Susanna Chin**  
**Deputy County Clerk**  
**3/8/2016**

**3/17/16 + 3/24/16 + 3/31/16 + 4/7/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370101-00

Fictitious Business Name(s):  
**Seismic BBQ**  
 Address  
**1566 Carroll Avenue,**  
**San Francisco, CA 94124**  
 Full Name of Registrant #1  
**Spotted Pig Productions, LLC (CA)**  
 Address of Registrant #1  
**559 Sapphire Street,**  
**Redwood City, CA 94062**

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 **3/21/2016**

Signed: **Steven Hollifield**

This statement was filed with the County Clerk of San Francisco County on **3/23/2016**.

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

Filed: **Jennifer Wong**  
**Deputy County Clerk**  
**3/23/2016**

**3/24/16 + 3/31/16 + 4/7/16 + 4/14/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0369788-00

Fictitious Business Name(s):  
**Targetmytravel**  
 Address  
**1188 Mission Street #1207,**  
**San Francisco, CA 94103**  
 Full Name of Registrant #1  
**Ivailo Anguelov**  
 Address of Registrant #1  
**1188 Mission Street #1207,**  
**San Francisco, CA 94103**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/8/2016**

Signed: **Ivailo Anguelov**

This statement was filed with the County Clerk of San Francisco County on **3/8/2016**.

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**3/8/2016**

**3/10/16 + 3/17/16 + 3/24/16 + 3/31/16**

## CHANGE OF NAME

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR  
 CHANGE OF NAME  
 CASE NO. CNC 16-551995

PETITIONER OR ATTORNEY

**Kenna Victoria Laslavic**  
**584 Castro St. #483**  
**San Francisco, CA 94114**

TO ALL INTERESTED PERSONS:

1. Petitioner **Kenna Victoria Laslavic** for a decree changing names as follows:

**Kenna Victoria Laslavic** changed to  
**Kenna Victoria Lee**

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

NOTICE OF HEARING

Date: **May 26, 2016** Time: **9:00 AM**  
 Dept: **514** Room: **514**

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

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

BOWMAN LIU, Clerk  
 DATED - April 1, 2016

**4/7/16 + 4/14/16 + 4/21/16 + 4/28/16**



# Access to Capital



## Optimizing Business Cash through B2B Barter

One of the oldest forms of exchange still works for businesses looking to optimize their cash flow while providing and receiving value for their products and services. Here's how bartering can legitimately help you grow your business:

For many small enterprises, cash is the lifeblood that keeps the heart of the business pumping. For business owners looking to optimize their use of cash, bartering with other businesses can be a winning solution. Barter creates win-win situations by allowing products or services to be exchanged for equivalent products or services from another business, all with minimal or no cash consequences.

There are a variety of credible ways to establish barter relationships with other businesses. Tapping into the local business community is a method that allows for a high degree of certainty, as the personal nature of doing business nearby facilitates trust and reputation-building. There are also online tools available to extend the reach of businesses looking to barter their services across geographic regions.

Whether you are considering bartering in your local or digital community keep in mind the following best practices:

1. Fairness is rule #1. It may be tempting to heavily "discount" barter or otherwise reduce the value in work done without cash payment, but the reality is cash is just one of many ways of paying for products and services. Don't allow
2. Keep it formal. Just because money isn't changing hands doesn't mean the expectations should be any different. Follow your normal practices around contracting and follow-up. If anything, apply extra diligence to the process of establishing a relationship to make sure of a good outcome, since cash payment isn't going to be available as a point of leverage.
3. Maintain your requirements. It isn't worth saving a little cash if it puts your business in a bad spot. Setting the bar lower for a business providing you with goods or services via barter isn't likely to end up with either party feeling good about doing business with the other. It's also important to reciprocate this level of expectation: protect your good name by making sure you deliver according to your usual standards so that there is no reason for complaint. It's tempting to allow unpaid work to slip to the bottom of the pile, but remember that timely barter can help you collect great references.
4. When things go wrong don't panic. If you followed the above steps and have a written agreement chances are you have a well-documented next step that determines how to handle failure

to deliver by a vendor. If you are considering barter and your standard documentation doesn't have such provisions consider adding a clause that allows for a clean end to the business arrangement.

### Look online for additional barter opportunities

Sometimes businesses need to cast a wide net to find the right opportunities for barter and trade. Today numerous websites exist that facilitate barter between businesses, and these sites tend to follow the same basic principles.

After registering on the barter site one simply needs to post the desired or offered barter services or goods. Other interested businesses can reply to these posts expressing their interest, and agreement is reached between the parties. The website acting as the middle-man usually charges a fee for this service or operates on a subscription model, and as always in business it's important to do your due diligence on both the potential barter partner and the website facilitating the transaction.

More information is available through the National Association of Trade Exchanges and the International Reciprocal Trade Association.

### Don't forget the tax man

Businesses engaging in barter may still have tax obligations arising from the trade of their products or services. Generally speaking, "income" can include the receipt of barter, and the provision of

business through barter to other businesses can count as an expense.

While this may result in a wash between the added income and expense it's still important to be mindful of the possible tax consequences of barter. Should "income" received be less than the services provided it's possible for actual income, relative to expenses, to be reduced along with any associated taxes due.

### There are many good reasons to barter

Businesses engaged in barter enjoy a variety of benefits that make barter worth considering. Some of these benefits are readily apparent; like a reduced strain on cash reserves, while other reasons are less obvious. The ability to manage seasonality by providing and receiving value for your work during otherwise slow times of the year is one such extra benefit to barter. Additionally, each instance of barter is another chance to build your business reputation and earn more paid business.

Delivering outstanding work via barter and following some of these simple best practices is a great way for businesses to capitalize on the opportunity of business-for-trade without running into some of the pitfalls of cashless transactions.

Source: <http://unionbank.sbresources.com>

## SUB-BID REQUEST AD

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

DBE Subcontractor/Supplier Bids Requested For:

**Santa Clara Valley Transportation Authority**  
**Santa Clara Caltrain Pedestrian Undercrossing**  
**Contract No. C827 (C16063)**

**Bid Date: May 5, 2016 at 2:00PM**

**Fax all quotes to 510-777-5099**

Requesting certified DBE Subcontractor and Supplier Quotes on: **Landscaping, Sand & Gravel Supplier, Concrete & Cement Supplier, Reinforcing Bar Section, Lumber Supplier, Fencing Supplier & Contractor, Electrical & Signals Supplier, Building Material Supplier, Construction Staking Supplier, Construction Area Signs, Clear & Grub, Roadway Excavation, Grading, Structure Excavation, Structure Backfill, Erosion Control, Aggregate Base & Subbase, Concrete Structures, Waterproofing, Clean & Paint Steel, Railroad Work, Railroad Track Inspection, Subsurface Drain, Downdrain, Plastic Pipe, Sewer Manhole, Pumping Plant Electrical Equipment, Metal Railing, Lighting, Message Signs & Sign Illumination, Plumbing, Cutting, Sandblasting, Trucking**

Contract Documents may be obtained directly from the VTA website at [www.vta.org/procurement](http://www.vta.org/procurement).

Subcontractors and Suppliers interested in this project may contact John Haddad by phone at (510) 777-5074.

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.**

## African American-Owned Firms

### Continued from page 1

- Average employment per firm for African
- American-owned businesses with employees also increased from 8 employees in 2002 to 9 employees in 2007.
- African American-owned firms are, on average, much smaller than minority-owned firms, with \$179,000 in average receipts compared to \$490,000 for non-minority-owned firms.
- The African American population increased by 7 percent between 2002-2007, compared to 1 percent growth for non-minorities.

For more information about the minority business community, please contact MBDA Public Affairs at [public\\_affairs@mbda.gov](mailto:public_affairs@mbda.gov).

### About the Minority Business Development Agency (MBDA)

MBDA, [www.mbda.gov](http://www.mbda.gov), an agency within the U.S. Department of Commerce, promotes the growth and global competitiveness of the minority business community, making them better equipped to create jobs, impact local economies and compete successfully in domestic and global marketplaces. With a nationwide network of more than 45 business centers and strategic partners, MBDA assists minority entrepreneurs and business owners with consulting services, contract and financing opportunities, bonding and certification services, building business-to-business alliances and executive training.

Source: [www.mbda.gov](http://www.mbda.gov)

## Mercy Housing

### Continued from page 1

- It has pledged to reduce our energy and water consumption by 20 percent by 2020 as part of the Stewards of Affordable Housing for the Future's (SAHF's) "Big Reach" initiative.
- It has pledged the installation of at least 1MW of solar electric and 30,000 therms of solar thermal by 2020

### The program has already implemented many projects, including:

- Water conservation upgrades, including the installation of faucet aerators, low flow showerheads, toilet flappers and diverters, and low and ultralow flow toilets
- Energy efficiency upgrades such as lighting, insulation, air sealing, efficient space and hot water heating systems, and boiler controls
- Solar electric and solar hot water heating
- Measuring utility use at all properties
- Operation-wide purchasing standards (such as floor covering, water fixtures, lighting, and other items) that include minimum environmental threshold requirements
- Built and retrofitted existing buildings to external standards such as LEED, Evergreen Standards, Enterprise Green Communities Criteria, and other local environmental standards
- And more!

For questions, comments, or more information on Green Hope, email Mercy Housing at [greenhope@mercyhousing.org](mailto:greenhope@mercyhousing.org).

Source: [www.enr-corp.com](http://www.enr-corp.com); [mercyhousing.org](http://mercyhousing.org)



# 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**

**SMALL BUSINESS EXCHANGE**

**Contact us**  
 795 Folsom Street, 1st Floor • San Francisco, CA 94107-4226  
 Phone: (415) 778-6250 • Toll Free: (800) 800-8534  
 Fax: 415-778-6255  
 sbe@sbeinc.com • www.sbeinc.com

## Small Business Exchange, Inc. - RECOGNITION

- **2014: San Francisco African American Chamber of Commerce**  
Juneteenth 2014 Business Award
- **2014: San Francisco African American Historical & Cultural Society**  
2014 Award Recipient
- **2009: Bay Area Contract Compliance Officers Association**  
25 Years of Service to the Women and Minority Business Community
- **2007: National Assn. of Minority Contractors of Southern CA**  
Minority Business Advocate of the Year
- **2005: U.S. Dept. of Commerce Minority Business Development Agency**  
Minority Media Cornerstone Award
- **1995: Black Business Association of Los Angeles**  
Outstanding Entrepreneur Award
- **1995: Senator Dianne Feinstein**  
Commendation on BBA Award
- **1995: Yvonne Braithwaite Burke, Supervisor, 2nd District**  
Recognition of dedicated service to the citizens of Los Angeles County
- **1990: LA Mayor's Advisory Board, Office of Small Business Assistance**  
Mayor Tom Bradley
- **1990: Minority Business Enterprise of the Year Award**