

SMALL BUSINESS EXCHANGE

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Weekly Publication 

May 2, 2019

Mayor Garcetti launches L.A.'s Green New Deal

Our ambitious update to the Sustainable City pLAN creates a global model for local action to confront the climate crisis — a comprehensive roadmap to protect our environment, strengthen our economy, and build a more equitable future



Mayor Eric Garcetti released Los Angeles' Green New Deal, which sets aggressive goals for the city's sustainable future, tackles the climate emergency with accelerated targets, strengthens our economy and our middle class, and sets L.A. on course to be carbon neutral by 2050.

"Politicians in Washington don't have to look across the aisle in Congress to know what a Green New Deal is — they can look across the country, to Los Angeles," said Mayor Eric Garcetti. "With flames on our hillsides and floods in our streets, cities cannot wait another moment to confront the climate crisis with everything we've got. L.A. is leading the charge, with a clear vision for protecting the environment and making our economy work for everyone."

L.A.'s Green New Deal is guided by four key principles: a commitment to uphold the Paris Climate Agreement; a promise to deliver environmental justice and equity through an inclusive green economy; a plan to ensure every Angeleno has the ability to join the green economy by creating pipelines to good paying, green jobs; and a determination to lead by example within City government, showing the world what an urban Green New Deal looks like in practice.

The Green New Deal leads with bold action to zero out Los Angeles' main sources of harmful emissions: buildings, transportation, electricity, and trash. Our accelerated goals and new targets include:

- Building a zero carbon electricity grid — reaching an accelerated goal of 80% renewable energy supply by 2036 as we lead California toward 100% renewables by 2045.
- Creating a Jobs Cabinet to bring city, labor, educational, and business leaders together to support our effort to create 300,000 green jobs by 2035 and 400,000 by 2050.
- Mandating that all new municipally owned buildings and major renovations be all-electric, effective immediately, and that every building in Los Angeles — from skyscrapers to single family homes — become emissions free by 2050.
- Achieving a zero waste future by phasing out styrofoam by 2021, ending the use of plastic straws and single-use take-out containers by 2028, and no longer sending any trash to landfills by 2050.

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Oakland Can Step Up Support for Diverse Small Businesses, New Report Says

As Oakland undergoes rapid development and increased gentrification, small businesses — especially those owned by people of color — find themselves in an increasingly challenging environment. In a new white paper, Advancing Racial Equity in the City of Oakland's Small Business Ecosystem, the Small Business Advisory Group convened by The Greenlining Institute lays out a series of recommendations for how

Oakland can help preserve and grow its diverse small business community.

"We commend the city of Oakland for placing racial equity front and center in its 2018-2020 Economic Development Strategy, and for seeking to build wealth in communities of color through entrepreneurship," said white paper author Sharon Velasquez, Greenlining's senior economic equity program man-

ager. "The racial wealth gap, built through decades of redlining, will take concerted effort to close. The Small Business Advisory Group hopes its recommendations will jump-start a decisive policy agenda aimed at creating a small business ecosystem where Oakland's entrepreneurs of color can thrive. We offer the city our partnership for implementation and look forward to convening with the Economic and Workforce Development Department regarding next steps."

Key recommendations of the report include:

- Prioritize the creation of a thriving economy by investing in the Economic and Workforce Development Department and Business Assistance Center. By ensuring adequate staffing and robust small business supports, the city will advance economic equity by providing entrepreneurs with critical resources for success. The Business

Assistance Center urgently needs expanded hours, a revamped website and satellite locations around Oakland.

- Collect data on the rate of commercial displacement across Oakland. Presently, no comprehensive data set on commercial displacement exists for Oakland that identifies the number of small businesses at risk of being displaced, the number of small businesses of color that have closed, nor the reasons why. In addition, the city should use data collection platforms to better understand the state of local small businesses.
- Explore the implementation of commercial tenant protections. Though state law limits what can be done in this area, all possibilities should be explored.
- Align all city plans so they all contain a racial equity lens, in line with the vision

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Business Toolkit

8 Tips To Help Your Company Stand Out

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

By Michael S.

If you follow manufacturing, even from a distance, you have likely heard about the skills gap. Unfortunately, the skills gap has now turned into a body gap. There are simply not enough qualified people to fill all the open positions that are available.

Let's face it, most people don't think of manufacturing as glamorous. The stigma of manufacturing being dark, dull, and dangerous is still hanging around, though I believe that has not been true for decades. What can you as a manufacturer do to change that negative perception and attract the right skills and talent?

- Establish yourself as a leader within your industry:
 - o Make your company look shiny on the outside and inside
 - o Use the latest technologies
 - o Continue to implement new technologies
- Use your website to stand out:
 - o Make your website reflect your company



culture and people

- o Display your career opportunities on the landing page
- o Make sure your website is mobile friendly
- o Update carriers regularly
- o Make your website more than a tool to sell your product

- Feature your employees on your website and have them provide testimonials regarding:
 - o The job they are doing
 - o Your company's culture
 - o What they like about your company
- Instead of job descriptions:
 - o Have employee talk about their jobs

- o Show videos of the jobs
- o Show videos of your company
- Have a presence and be involved in your community:
 - o Support schools
 - o Support not-for-profit events and organizations
 - o Sponsor sporting events or other activities
 - o Offer regular open houses
 - o Have a bring-your-child-to-work day
 - o Join industry associations
- Work with local schools:
 - o Attend career fairs
 - o Invite school groups to visit
 - o Support shop classes:
 - Donate machinery and equipment
 - Have your employees teach classes
 - Participate in career days
- Participate in youth apprenticeship or school-to-work programs

■ Continued on page 6



Smart Ways TO WORK

by Odette Pollar

Delegation, the Key to Growth

"If you want something done right--do it yourself." "It will take me more time to explain it to someone else, than if I do it myself." "It's faster and easier for me to do it so I'll take care of it."

Sound familiar? Perfectionism is a common trap: feeling as though you are the only person who can work with a special client, handle a ticklish situation or do the marketing reports. On a surface level, these are all true statements. In any

single instance, it is faster to handle it yourself. To assign it requires that you clearly define the task, train the person and commit to being available to answer questions. However, the more you delegate the more time you gain in the future. Lack of delegation will trap you in the role of 'doing' versus 'managing.' Allowing others to participate in completing the work is an excellent way to provide a growth and learning opportunity. It makes their job more interesting, challenging and fun.

Defining Delegation

Delegation is not:

- passing the buck
- giving up control
- refusing to make a decision by assigning it to another
- shirking personal responsibility
- dumping unpleasant tasks onto someone else.

Delegating a job is not the same as assigning a task. When you assign a task you are focusing on the process and on the details of how it is done. You are not giving the person any authority to make decisions. When delegating you are concerned with the final outcome and allowing the employee to make the decisions associated with solving the problem.

By giving employees control over the process (undoubtedly they will proceed differently than the way you might have approached it) as long as the final product fits the guidelines, the project will be acceptable.

How can you tell whether you delegate often enough? Here are five questions you can ask yourself:

1. When you come back from a trip or a vacation, is the "In" basket too full?
2. When you are away from the office is your trip shadowed by worry? Do you wonder what is going wrong in your absence?

3. Are you still handling the same activities and problems that you did before your last promotion?
4. Are you constantly interrupted with questions and requests for guidance from your staff?
5. Are you continually finding it harder to stay on top of your work because you are involved in too much routine detail?

How To Delegate

Effective delegation requires:

- (a) That you state a clear objective.
- (b) Determine guidelines for the project.
- (c) Set any limitations or constraints.
- (d) Grant the person the authority to carry out the assignment.
- (e) Set the deadline for its completion.

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ISSN 0892-5992



Access to Capital

Ready to Grow Your Business?

What Kind of Collateral Do I Need for a Business Loan?

[Article was originally posted on www.nav.com]
by Michelle Black,

You have a vision and you want to apply for a small business loan to bring it to pass. Congratulations! This is an exciting moment for any entrepreneur.

Yet you may soon find out, if you haven't already, that finding and qualifying for the right small business loan isn't always easy. Between gathering the small mountain of documents you'll need to supply and deciphering each lender's qualification (and collateral) requirements, applying for a business loan can be quite confusing.

One fact is certain – the more prepared you are when you apply for a small business loan, the better your chances of being approved.

Here are four simple steps to get ready for your business loan application.

- Look at your situation honestly.
- Create a solid business plan.

- Find the right financing option and lender.
- Gather your documents.

1) Look at your situation honestly.

Before you can qualify for a commercial loan, you'll need to prove that doing business with your company is a good risk. This means you'll need to pass successfully through a lender's qualification process.

Factors you should consider (because they will matter to lenders) include:

- **Is your business and personal credit in good shape?** You can be sure that the condition of your credit is going to matter whenever you apply for a new small business loan. If you haven't checked your business and personal credit lately, you can access this information by setting up a free account with Nav. Bad credit isn't necessarily a deal killer, but credit score problems could mean fewer financing options available.

- **How long have you been in business?** If your business is young, qualifying for certain types of loans can be challenging. A startup loan may be the best place for you to search for initial funding.

- **Do your business financials look good?** A thriving company with solid financials is more likely to qualify for attractive terms from lenders. A struggling company, on the other hand, may need to look at alternative funding options and might have difficulty qualifying for financing at all.

- **Are you willing to put up collateral to secure financing?** Depending upon the type of financing you need, a lender might ask you to put up assets (aka collateral) to secure a loan. Collateral requirements may be satisfied with equipment, real estate, accounts receivable, and even personal property. (See below for answers to frequently asked questions about collateral.)

- **Is a personal guarantee something you're comfortable providing?** Another way that lenders can reduce risk is by making sure that you, the business owner, have some skin in the game. If you're willing to put your personal name on the line to secure financing, it can make lenders feel better about your likelihood to repay the loan (especially if you have good personal credit).

- **Why do you want to borrow money?** When you apply for a loan you need to know specifically what you plan to use the money to accomplish. You can bet lenders will want to know your plans with the money you're applying to borrow as well. Having a good answer to this question could be the difference between an approval and a denial.

2) Create a solid business plan.

Part of convincing a lender that loaning your business money is a good risk involves demon-

■ Continued on page 7



California Sub-Bid Request Ads



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

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

CITY OF SAN MARCOS

CREEK DISTRICT INFRASTRUCTURE PROJECT

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

BID DATE June 6, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due by 12:00 Noon on June 5, 2019

Sukut Construction, LLC

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

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

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

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

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

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

Sukut Construction, LLC
An Equal Opportunity Employer



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

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

SANTA CLARA VALLEY WATER DISTRICT

UVAS CREEK LEVEE REHABILITATION PROJECT PHASE 2

Gilroy, Santa Clara Co., California

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

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

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Jerry Pabbruwee

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

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

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

Sukut Construction, LLC
An Equal Opportunity Employer



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

Requests

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

Caltrans Contract 07-301104
Construction on State Hwy 60 in Los Angeles and at Avocado Heights
from 0.5 mile west of Rte 60/710 Separation to Rte 60/605 Separation and on Rte 710 from 0.5 mile south of Rte 710/60 Separation to 0.5 mile north of Rte 710/60 Separation

Bids Thursday, May 16, 2019

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

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

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

13% DBE Project Goal

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

Guy F. Atkinson
License # 1004388

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

socal.esteeming@atkn.com |

Phone: 949-382-7145 | Fax: 949-553-0252

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

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

Please go to the Caltrans Contracts web site - <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-301104>

Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS through our online service, BuildingConnected.

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

ATKINSON CONSTRUCTION

Requests

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

The City of San Marcos
Invitation No. CIP CONBID 19-01
****Note Addenda 1-3****

Creek District Infrastructure Project
Bids Thursday, June 6, 2019

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

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

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

DBE PROJECT GOALS -
Bent Ave Bridge & Improvements 13% /
Via Vera Cruz Bridge & Improvements 15%
*******Lower Tier DBE participation is greatly encouraged*******

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License # 1004388

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

Please go to the City of San Marcos PlanetBids site -

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

Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS through our online service, BuildingConnected.

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

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

Bay Point Sewer Repairs,
Phase IV PN 18119

Bids: May 21, 2019 at 2:00 pm

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

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

Fire Sprinkler

MIDTOWN PARK APARTMENTS -
SELECT DESIGN BUILD TRADE

1415 Scott Street, San Francisco, CA 94115

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

BID DATE: 5/13/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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



5225 Hellyer Avenue, Suite #220
San Jose, CA 95138
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: Patrick McDonald
Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED SBE, MBE, WBE, Labor Surplus Area Firms SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

Sibley McCosker Parcel Creek
Restoration Project

Contract 07-19-134 / Project No. 150800
Owner: East Bay Regional Park District
Engineers' Estimate: \$6,500,000.
BID DATE: May 14, 2019 @ 2:00 PM

Items of work include but are not limited to:
Fence, Erosion Control, Electrical, Water Line, Restroom w/ Vault, Construction Survey, Clearing & Grubbing, Demolition, Tree Removal, SWPPP, Landscaping, Channel Reconstruction, Irrigation, Site Furnishings, Utilities and Trucking.

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

We are an Equal Opportunity Employer

O.C. Jones & Sons, Inc. and
MCM Construction, Inc.,
A Joint Venture

1520 Fourth St., Berkeley, CA 94710
(510) 526-3424 • Fax (510) 526-0990

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
HMA, CIP Bridges, Retaining & Sound Walls,
& Modify Electrical

Hwy 101/116 Separation, Petaluma -
Caltrans #04-2640F4

BID DATE: May 29, 2019 @ 2:00 PM

O. C. Jones & Sons, Inc. is soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temp. Hydraulic Mulch, Temp. Check Dam, Temp. Drainage Inlet Protection, Temp. Silt Fence, Sweeping, Water Quality Sampling, Analysis & Monitoring Report, ADL Burial Location Report, Treated Wood Waste, Temp. High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Pervious Backfill Material, Imported Borrow, Subgrade Enhancement Geotextile, Plant Establishment Work, Irrigation, Imported Biofiltration Soil, Hydroseed, Lime Stabilized Soil, Asphaltic Emulsion, Lean Concrete Base, Crack Treatment, Preparing Interstitial Profiler, Preparing Grinding, Data Core, AC Dike, Tack Coat, Cold Plane AC, Mechanically Stabilized Embankment, Temp. Reinforced Earthwalls, CIDH Concrete Pile (Sign Foundation), Structural Concrete, Temp. G2 Inlet, Minor Concrete, Sign Structure, Rapid Setting Concrete, Underground, Abandon Culvert, Sand Backfill, Small-Rock Slope Protection, Concrete, Turf Reinforcement Mat, Rock Slope Protection, Misc. Iron & Steel, Rigid Fall Protection System, Sanitary Sewer Main, Water Main, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Monitoring Station System, and Construction Materials.

Contact: **Jean Sicard @ O.C. Jones**
(510) 809-3411 • sicard@ocjones.com

MCM Construction is soliciting quotes (including but not limited to):

Trucking, Health & Safety Plan, Structure Excavation and Backfill, CIDH, Prestress, Ready Mix, Drill & Bond Dowel, Temp. Active Treatment System, Aggregate Base, Joint Seals, Rebar, Masonry, Polyester Concrete Overlay, Misc. Metal, Sound Wall (Masonry Block), Access Gate (Sound Wall), Public Safety Plan, Shotcrete, Ground Anchor (Subhorizontal), Bridge Deck Drainage and Construction Materials.

Contact: **Ron Burch @ MCM Construction**
(916) 334-1221 ext. 211

rburch@mcmconstruction.com

Equal Opportunity Employers

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/MCM for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/MCM 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.

SMALL
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California Sub-Bid Request Ads



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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project in El Sobrante, CA.

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

http://www.dot.ca.gov/hq/bep/find_certified.htm

<http://www.acgov.org/auditor/sleb>

<http://sf-hrc.org>

<http://www.portfoakland.com/srd>

Subcontractors and Suppliers for the following project:

Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project
Specification No. 2135

Owner: East Bay Municipal Utility District
Bid Date: May 29, 2019 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Aggregates, AC Paving, Asbestos and Lead Abatement, Alarm Intrusion Systems, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Concrete Forms, Precast Concrete, Clear & Grub, Demo, Dewatering, Electrical, Fence & Gates, Finishes, Grouting, Handling Equipment, HVAC, Instrumentation & Control Systems, Joint Sealants, Masonry, Metals, Openings, Painting & Coatings, Piping, Pipe & Valve Supply, Pumps, Pre-engineered Restroom, Shoring, Waterstops, Survey, Above-ground Tanks, Thermal & Moisture Protection, Trucking & Hauling, Sheet Metal, Structural Steel, Street Sweeping, Utility Poles, Welding and Water Truck.

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

Subcontractor and Supplier Scopes are due

May 24, 2019 and Quotes

NO LATER THAN May 28, 2019 at 5 PM.

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

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

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Contract Equity Program applies.

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

An Equal Opportunity Employer

CA Lic. 433176

DIR #: 100001147



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

Requests sub-bids from qualified 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, Uvas Creek Levee Rehabilitation Phase 2 Project in Gilroy, CA.

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

Subcontractors and Suppliers for the following project:

Watershed Asset Rehabilitation Program (WARP) Uvas Creek Levee Rehabilitation Phase 2 Project

Project No. 62084001

Task No. 5175

Contract No. C0648

Owner: Santa Clara Valley Water District

Bid Date: May 15, 2019 @ 2:00 P.M.

Small Business Enterprises and Micro (SBEs) wanted for the following scopes, including, but not limited to: **AC Paving, AC Milling, Aggregates, Clear & Grub, Fencing, Hydro-seeding, Landscaping, Pavement Markings, Potholing, Slurry Seal, Sweeper Truck, Traffic Control, Tree Removal, 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 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 10, 2019 and Quotes

NO LATER THAN May 14, 2019 at 5 PM.

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

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

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

Performance Bond and Payment Bonds may be required for Subcontractors and a supply bond for Suppliers on this project.

An Equal Opportunity Employer

CA Lic. 433176

DIR #: 100001147

REQUESTING DVBE COMPANIES

FOR THE FOLLOWING PROJECT:

PROJECT: CCC AUBURN CAMPUS - KITCHEN & MULTI-PURPOSE ROOM & DORM REPLACEMENT

OWNER: STATE OF CALIFORNIA -

DGS REAL ESTATE DIVISION

LOCATION: AUBURN, CA

BID DATE: MAY 7, 2019 @ 2:00 p.m.

Bids should be sent to:

estimating@carterkelly.com

and faxed to 530-621-2344

CARTER-KELLY, INC.

P.O. BOX 1477 • PLACERVILLE, CA 95667

PHONE: 530-621-0950 • FAX: 530-621-2344

CONTACT: JIM CARTER

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

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

Sub-Bids Requested From Qualified **CMD LBE, Micro-LBE or SBA LBE, MBE, WBE** Subcontractors & Suppliers

Owner: **San Francisco Public Utilities Commission**

Water Resources Professional Services

Contact No.: **PUC.PRO.0118**

Location: **San Francisco, CA**

Bid Date: May 24, 2019

Seeking the following services:

Civil Engr - AE003; Water Resources Engr - AE020; Geotech - AE005;
Surveying - AE015; Value/Quality Engr - AE014; Comm Relations/Public Affairs - PS002;
Regulatory Compliance - PS018; Public Relations - PS033

Woodard & Curran, Inc.

101 Montgomery Street, Suite 1850 • San Francisco, CA 94104

Phone: 415-321-3400 • Fax: 415-321-3401

Contact: **Chris Hewes • cjhewes@woodardcurran.com**

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

Delegation, the Key to Growth

Continued from page 2

(f) Decide the best means for the person to provide you with regular progress reports.

When assigning the project be sure that the person fully understands your requirements. Encourage questions and be prepared to make yourself available to answer any questions as they arise.

The employee must have the responsibility and accountability for completing the assignment. (The ultimate responsibility remains with you, of course.) Grant, in very clear terms, the authority to make necessary decisions and to take action to complete the assignment. This is particularly important if your employee is working with others and will need to gather information, resources or materials.

The regular progress reports will allow you to monitor the situation and to make corrections if necessary.

The final component and for many the most difficult aspect of delegation is personal self-restraint. Step back, and do not hover. Allow the employee freedom.

Delegation is a powerful management tool. Every task or project successfully completed builds a greater level of confidence and allows your staff to handle more and more responsibility. Ultimately, effective delegation frees managers and owners to focus on building volume, keeping customers satisfied and doing the creative tasks that move an organization forward.

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

Visit us at:

www.smartwaystowork.com

call: 1-800-599-8463.

General contractors want their subcontractors to bid online – here's why

[Article was originally posted on blog.buildingconnected.com]

By **Tony Faccenda,**

You hear it time and again: construction is a relationship-based industry. Because of this, many subcontractors think general contractors prefer a personal touch and forgo bidding on projects online for the more traditional route of phone calls and face-to-face meetings. While those things still hold weight, those methods alone aren't sustainable with the direction the new preconstruction process is headed, and it's changing the qualities general contractors look for in their subcontractors.

With a high project volume and tight headlines, it's more important than ever for general contractors to have their data centralized. Here's why general contractors prefer subcontractors to submit their bids online.

The old way of doing things isn't sustainable anymore

"We used to have to create an FTP site through Dropbox or our shared file system and email that to subcontractors. We didn't know whether the subcontractor had read the documents or whether or not they intended to bid. We were left in the dark, and that resulted in a lot of cold-calling subcontractors — which could take hours. If we're reaching out to 10 subcontractors a trade, then that meant we were calling hundreds of subcontractors. That system just wasn't sustainable for us anymore. Bidding online cuts the process in half."

— Stanley Abbot,
Lead Estimator at Plaza Construction

Continued on page 9



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: **JACK SHEWMAKER**
Website: www.desilvagates.com
An Equal Opportunity/Affirmative Action Employer

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

**CALTRANS ROUTE 20 –
CONSTRUCTION ON STATE HIGHWAY
IN SUTTER COUNTY
NEAR YUBA CITY FROM SUTTER BYPASS
BRIDGE TO LYTLE ROAD**
Contract No. 03-1A9204,
Federal Aid Project No. ACSB1NH-P020(184)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

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

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

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

AC DIKE, ASBESTOS COMPLIANCE PLAN, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, RUMBLE STRIP, STAMPED/TEXTURED PAVING, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 130 – CONSTRUCTION ON
STATE HIGHWAY IN SANTA CLARA COUNTY
IN AND NEAR SAN JOSE FROM WHITE ROAD
TO 1.0 MILE EAST OF THREE SPRINGS ROAD**
Contract No. 04-3J5004,
Federal Aid Project No. ACST-P130(005)E
Disadvantaged Business Enterprise Goal
Assigned is 12%

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

BID DATE: MAY 9, 2019 @ 2:00 P.M.

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

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, LEAD COMPLIANCE PLAN, STRIPING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, TREE REMOVAL/TRIMMING, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

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

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

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

Visit www.sbeinc.com
to download the latest SBE
Newspaper and Newsletter



Graniterock

5225 Hellyer Avenue, Suite #220
San Jose, CA 95138
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: **Randy Bonino**
Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM
QUALIFIED SBE, SUBCONTRACTORS/
SUPPLIERS/TRUCKERS FOR:
**Watershed Asset Rehabilitation
Program (WARP)**
Uvas Creek Levee Rehabilitation Project,
Phase 2
Contract C0648 / Project No. 62084001
Task No. 5175

Owner: **Santa Clara Valley Water District**
Engineers' Estimate: **\$4,500,000.**

BID DATE: May 15, 2019 @ 2:00 PM

Items of work include but are not limited to:
**Survey Verification, Chain Link Fabric
Mesh, Hydroseeding, Levee Excavation
& Reconstruction, Potholing, Independent
Quality Control Manager, Crack
Treatment, Slurry Seal, Striping, Non-
Native Tree Removal, Shoulder Backing
and Trucking.**

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

We are an Equal Opportunity Employer

ADVERTISE YOUR AD HERE

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.



8 Tips To Help Your Company Stand Out

Continued from page 2

- Establish a recruiting program for:
 - o Veterans
 - o People with disabilities
 - o People with a criminal record
 - o Retired people

These changes won't happen overnight. It takes commitment and creativity to become a business that stands out to potential employees.

When looking at your company's culture, don't just pick two or three of your managers or key employees to work with. Instead, make sure you have representation from all areas. Start by identifying what is good and what needs work. Ask your employees what they enjoy about their jobs and why they think your company is great. Continuously strengthen the positive areas and work to change the areas of your culture that need improvement.

Commit to establishing an environment that promotes employee involvement, employee empowerment, a drive to continuous improvement, and a willingness to try new things. It's important to realize that not everything you try will be successful. Have an open mind and, if something doesn't work, try something else and move on.

SOURCE: <https://www.acuity.com/acuity-focus/2019/manufacturer-focus/8-tips-to-help-your-company-stand-out>

Oakland Can Step Up Support

Continued from page 1

- of the 2018-2020 Economic Development Strategy and the Race & Equity Ordinance.
- Expand transparency and community engagement opportunities as the Economic Development Strategy and other strategic plans are implemented. This should include increased outreach to and communication with both individual business owners and Oakland's ethnic chambers of commerce.

SOURCE: <http://greenlining.org/press/2019/oakland-support-diverse-small-businesses-new-report-says/>

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Community Outreach

EPA announces availability of \$87 Million in funding to improve Drinking Water for schools and small and disadvantaged communities

The U.S. Environmental Protection Agency (EPA) announced the availability of nearly \$87 million in grant funding to assist states, tribes, and territories with improving drinking water.

“EPA is committed to ensuring all Americans, regardless of their zip code, have access to safe and clean drinking water,” said EPA Administrator Andrew Wheeler. “With these grants, EPA is fulfilling its core mission of providing states, tribes, and territories with the resources needed to protect children from lead exposure and other contaminants and ensure all American families have safe drinking water.”

States, tribes, and territories are eligible to receive funding from two new EPA drinking water grant programs established by the Water Infrastructure Improvements for the Nation Act (WIIN):

- Under EPA’s new Voluntary Lead Testing in Schools and Child Care grant program, EPA will award \$43.7 million in grants to fund testing for lead in drinking water at schools and child care programs. Testing results carried out using grant funds must be made publicly available.
- Under EPA’s new Assistance for Small and Disadvantaged Communities grant program, EPA will award \$42.8 million in grants to support underserved communities with bringing public drinking water systems into compliance with the Safe Drinking Water Act. Funding can also be used for conducting household water quality testing,

including testing for unregulated contaminants.

Under the Trump Administration, EPA has taken significant actions to modernize aging water infrastructure and reduce exposure to contaminants in drinking water:

- In 2018 the Clean Water and Drinking Water State Revolving Funds committed \$9.6 billion in drinking water and clean water infrastructure loans and refinancing and disbursed \$8.8 billion for drinking water and clean water infrastructure.
- Over the past year, EPA’s Water Infrastructure Finance and Innovation Act (WIFIA) program has issued eight loans totaling over \$2 billion in WIFIA credit assistance to help finance over \$4 billion for water infrastructure projects.
- EPA is undertaking the first major overhaul of the Lead and Copper Rule since 1991. EPA anticipates releasing the proposed rule in summer 2019.

Background:

State, tribal, and territorial grant allotments for the two grant programs are available on EPA’s website. As a next step, program participants will be asked to submit workplans to EPA outlining their proposed project(s) for approval and funding. EPA will announce funding details for WIIN’s third newly-created grant program dedicated to reducing lead in drinking water systems in summer 2019.

For more information, visit:

<https://www.epa.gov/safewater/grants>



What Kind of Collateral Do I Need for a Business Loan?

Continued from page 3

strating that you have a solid plan for the future of your company. A good business plan should contain:

- A sound description of what your business does, who it serves, and how you stand out among the competition in your industry. The Small Business Administration (SBA), for example, requires your business to have a “sound business purpose” to be eligible for financing.
- Short and long-term goals you’ve set for your company in terms of annual revenue and profit.
- How much financing you need to reach your goals and the specific ways you plan to invest the money you borrow to help your company succeed.

Ready to create a business plan of your own? Here’s a step-by-step guide.

3) Find the right financing option and lender.

Determining which financing option and lender is the best fit for your company is more complicated than it seems on the surface. There are over 44 different types of business financing including:

- Business Credit Cards
- Business Lines of Credit
- SBA Loans
- Startup Business Loans
- Microloans
- Business Loans Without Collateral
- Peer-to-Peer Lending
- Asset-Based Financing
- Short-Term Loans
- Long-Term Loans
- Accounts Receivable Financing
- Bad Credit Business Loans
- Invoice Factoring
- Seller Financing

In addition to 44+ types of financing, there are hundreds of lenders (including banks, online lenders, and more) who offer various financing options to businesses. It can be overwhelming to simply identify the right loan program. Finding the best deal among hundreds of small business lenders can feel downright impossible.

Nav’s online marketplace can help you to filter through the noise and find the best financing options available, based on your credit and other factors.

4) Gather your documents.

Once you’ve chosen your preferred lender and loan product, it’s time to gather up the information you’ll need to complete a loan application. Every lender is different, but most have common documentation requirements such as:

- Tax returns (business and personal, generally for the past 1-2 years)
- Bank statements (business and personal, generally for the past 6-12 months)
- Profit and loss statements
- Existing business debts
- Incorporation paperwork
- Employer Identification Number (EIN)
- DBA registration, if applicable
- Business licenses and permits
- Proof of collateral

Frequently Asked Questions About Collateral for Business Loans

Keep reading to learn about how collateral can help you secure a loan, what types of collateral lenders may accept, and how to possibly avoid the requirement altogether.

Do I need collateral for a business loan?

A simple definition of collateral is an asset you promise a lender if your business can’t pay back the money it borrows. In the event of a loan default, the bank can take ownership of the asset and sell it to recuperate some of its lost funds. These types of loans are sometimes called “secured” or “collateral loans on property.”

Many banks require business loans to be completely collateralized. So, if you want to borrow \$50,000 for your business, you’ll need to put up \$50,000 worth of assets to back the loan.

Before any lender agrees to let your business borrow money, it needs to be sure that the loan represents an acceptable level of risk. Collateral matters to lenders because it reduces risk – perhaps significantly.

Visit link below for the full article: <https://www.nav.com/blog/what-kind-of-collateral-do-i-need-for-a-business-loan-39838/>

Veterans Corner

Government Contracting for Your Veteran-owned Business

By Larry Stubblefield,

GWACs, IDIQs, T&M – oh my! To a new business owner, these acronyms look like alphabet soup. To government entities, they look like work. But to a veteran business owner competing for a government contract, “GWAC, IDIQ, and T&M” look like opportunity.

To start off, the terms, “GWAC, IDIQs, and T&M” are different types of government contracts – federal, state, and/or local. Known as government contracting to some, and procurement to others, selling to the government may provide you with a channel of revenue you may not have previously considered. And, with federally mandated service-disabled veteran-owned small business (SDVOSB) contract spends and the increased desire for supply chain diversity, you’re well positioned to take your business’ products and services to the government marketplace.

Full of jargon and complex processes, learning how to navigate the complex landscape of government contracting can be a difficult process if you try to tackle it alone. This doesn’t mean it can’t be done, but why re-invent the wheel when you don’t have to? Here are a few ways to start and grow your business in the federal marketplace.

1. Sign up for a training course. The Veteran Federal Procurement Entrepreneurship Training Program (VFPEP) prepares

veteran business owners with the knowledge and skills they need to tackle government contracting. The program is delivered by the National Center for Veteran Institute

ability to win government contracts by establishing best business practices

2. Explore SBA’s free online tools. The federal contracting section of the SBA website contains easy-to-digest information on contracting assistance and specialized areas of government contracting (women-owned businesses, service-disabled veteran-owned, minority-owned, etc.). There’s also a Government Contracting 101 learning course available through the SBA Learning Center.

3. Connect with a trusted adviser. Local SBA resources such as the Veterans Business Outreach Centers (VBOCs), District Offices, and Procurement Technical Assistance Centers (PTACs) can either provide you with the procurement expertise you may need – or direct you to a professional who can.

4. Network with other veteran-owned businesses who are already involved in government contracting. Many organizations will host events focused on government contracting, and just government in general. Attend and meet

other veteran business owners who have contracting experience – the best advice comes from those who have lived it!

To learn more about the tools available for veteran, service member, National Guard or Reserve, and military spouse entrepreneurs, visit sba.gov/veterans.

SOURCE: www.sba.gov



for Procurement (VIP) and provides three different courses depending on where you are in your contracting journey:

- **VIP START:** designed for veteran-owned businesses that want to enter or expand their business growth into the federal marketplace
- **VIP GROW:** designed for veteran-owned businesses to increase their

- **VIP INTERNATIONAL:** designed for veteran-owned small businesses that want to enter and/or expand their federal and commercial contracting opportunities overseas

FUN FACT: VIP GROW graduates report an increase in their revenue by an average of 54% within their first year of completing the program.

The Cost of Unproductive Time on the Job Site



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

By John Lack,

The cost of unproductive time on a job site can be enormous to a contractor who does not take notice. Contractors tend to focus on the end results of their projects or their year-end numbers and use them as metrics on how the company is doing. Although those numbers tell you how the company did overall, I believe your results can greatly improve if you focus more on the process.

Keeping track of unproductive time can help you discover problems earlier, allowing you to resolve them sooner. It can also improve job-site

labor hours and the overall financials of the company. Nonproductive time can affect your employee morale as well. There is often a feeling of satisfaction at the end of a productive day. In my experience, when employees understand the full cost of an hour’s work (including payroll, taxes, workers’ compensation, health insurance, etc.), they realize how much 10 minutes of unproductive time here and there can add up and why the company has expectations of them.

When looking at productivity, keep in mind the scope of work and the time it takes to perform the task. Assessing productivity in three categories—normal, perfect, and attainable—can help discern if a plan of action needs to be taken. I define the categories as follows:

- **Normal.** What is the average and what is currently being achieved?
- **Perfect.** What would be ideal but is unrealistic to obtain?
- **Attainable.** What is achievable and has already been performed by the company?

Below are some areas where unproductive time can be found:

- **Start of the day.** Time can be lost by employees coming into work late or not properly setting up for the day’s work.
- **End of the day.** The idea of not starting something new at the end of the day can sometimes make the last hour unproductive.
- **Waiting on instructions.** Employees can waste a lot of time at a job site in this scenario.
- **Breaks and lunches.** When conversations get going or employees run out for lunch, breaks can get drawn out.
- **Handling materials.** Time can be lost when materials are handled more than once. Ideally, materials should be delivered to the point of use so employees can grab and install.
- **Cell phones.** Talking or texting can be a distraction during work hours if limits are not set.

- **Equipment and tools.** Employees can work more efficiently when using the correct tools that are in good working order.

- **Out house.** The location can make a difference. Having a portable toilet down the road or at the end of the driveway can double the time it takes employees to use it.

- **Between projects.** Poor scheduling can cause unproductive time as employees travel from one job to another.

- **Poor management.** A project foreman makes many decisions a day that impact productivity, safety, and quality. A dependable foreman is critical.

Training employees on productivity and investing in their education can benefit your company and lead to higher quality work, fewer accidents, and less rework.

This article was written by Acuity Insurance’s Construction Specialist, John Lack. For more construction business tips visit: acuity.com/contractor-focus.

Public Legal Notices



COMMENCEMENT OF THE REQUEST FOR PROPOSALS PROCESS FOR THE TERMINAL 3 BOARDING AREA F NEWS AND MULTI CONCEPT RETAIL STORE LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 3 Boarding Area F News and Multi Concept Retail Store Lease (Lease).

The Lease comprises a single retail location approximately 2,646 square feet that will incorporate a newsstand and no less than two separate retail branded concepts. The Lease term is 7 years with two 1-year options and the Annual Rent shall be the higher of the Minimum Annual Guarantee, which will be proposed by the proposer and not less than \$650,000.00, or the following percentage rent: 12% of Gross Revenues achieved up to \$1,000,000.00; plus 14% of Gross Revenues achieved from \$1,000,000.01 up to \$2,000,000.00; plus 16% of Gross Revenues achieved over \$2,000,000.00.

An Informational Conference will be held on Wednesday, May 8, 2019 at 10:00 a.m. at the Aviation Museum at San Francisco International Airport. This is a time when staff will discuss desired concepts, minimum qualification requirements, address any questions relating to the Lease and RFP and receive comments from participants. Small, local and disadvantaged businesses are encouraged to participate.

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

CNS-3248052#



COMMENCEMENT OF THE REQUEST FOR PROPOSALS PROCESS FOR THE TERMINAL 1 BOARDING AREA C FOOD AND BEVERAGE KIOSK LEASE, A SMALL BUSINESS ENTERPRISE SET-ASIDE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 1 Boarding Area C Food and Beverage Kiosk Lease, a Small Business Enterprise Set-Aside. This Lease is for the operation of a quick serve food and beverage kiosk at the San Francisco International Airport. The Proposal Bond Amount for this lease is \$35,000.00.

The term is seven years commencing on the Rent Commencement Date. The Annual Rent shall be the higher of the Minimum Annual Guarantee \$240,000.00 or the sum of the percentage rent as follows: 6% of gross revenues up to \$1,000,000.00; plus 8% of gross revenues achieved between \$1,000,000.01 up to and including \$1,500,000.00; plus 10% of gross revenues achieved over \$1,500,000.00.

An Informational Conference will be held on Wednesday, May 8, 2019 at 1:30 pm in the Aviation Museum at San Francisco International Airport. This is a time when Staff will discuss desired concept, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants. Small, local and disadvantaged businesses are encouraged to participate.

Please see <https://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Mr. Matthew McCormick, Senior Principal Property Manager, Revenue Development and Management Department at (650) 821-4500 or via email at matthew.mccormick@flysfo.com.

CNS-3248231#



COMMENCEMENT OF THE REQUEST FOR PROPOSALS PROCESS FOR THE TERMINAL 3 BOARDING AREA F FOOD AND BEVERAGE KIOSK LEASE, A SMALL BUSINESS ENTERPRISE SET-ASIDE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 3 Boarding Area F Food and Beverage Kiosk Lease, a Small Business Enterprise Set-Aside. This Lease is for the operation of a quick serve food and beverage kiosk at the San Francisco International Airport. The Proposal Bond Amount for this lease is \$35,000.00.

The term is seven years commencing on the Rent Commencement Date. The Annual Rent shall be the higher of the Minimum Annual Guarantee \$136,000.00 or the sum of the percentage rent as follows: 6% of gross revenues up to \$1,000,000.00; plus 8% of gross revenues achieved between \$1,000,000.01 up to and including \$1,500,000.00; plus 10% of gross revenues achieved over \$1,500,000.00.

An Informational Conference will be held on Wednesday May 8, 2019 at 1:30 pm in the Aviation Museum at San Francisco International Airport. This is a time when Staff will discuss desired concept, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants. Small, local and disadvantaged businesses are encouraged to participate.

Please see <https://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Ms. Frishtah Afifi, Principal Property Manager, Revenue Development and Management Department at (650) 821-4500 or via email at frishtah.afifi@flysfo.com.

CNS-3248255#



COMMENCEMENT OF THE REQUEST FOR PROPOSALS PROCESS FOR THE TERMINAL 3 BOARDING AREA F GOURMET GRAB AND GO MARKET LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 3 Boarding Area F Gourmet Grab and Go Market Lease. This Lease is for the operation of a food and beverage gourmet grab and go market at the San Francisco International Airport. The Proposal Bond Amount for this lease is \$35,000.00.

The term is ten years commencing on the Rent Commencement Date. The Annual Rent shall be the higher of the Minimum Annual Guarantee \$330,000.00 or the sum of the percentage rent as follows: 6% of gross revenues up to \$1,000,000.00; plus 8% of gross revenues achieved between \$1,000,000.01 up to and including \$1,500,000.00; plus 10% of gross revenues achieved over \$1,500,000.00.

An Informational Conference will be held on Wednesday, May 8, 2019 at 1:30 pm in the Aviation Museum at San Francisco International Airport. This is a time when Staff will discuss desired concept, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants. Small, local and disadvantaged businesses are encouraged to participate.

Please see <https://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Ms. Evelyn Reyes-Dizadji, Principal Property Manager, Revenue Development and Management Department at (650) 821-4500 or via email at evelyn.reyes-dizadji@flysfo.com.

CNS-3248273 #

DEPARTMENT OF MOTOR VEHICLES (DMV)

Replacement of four (4) chilled water pumps, pipes and various valves for DMV Headquarters Building West.

Project No. 18-548 REBID

Provide the Department of Motor Vehicles (DMV) all licenses, permits, and insurance certificates, supervision, labor, transportation, tools, materials, equipment, travel and any other items required to remove and replace four (4) chilled water pumps, pipes and various valves located in the mechanical room, and final written hydronic balance report at the DMV Headquarters Building West for the term of this Agreement.

A mandatory pre-bid conference is scheduled at 10:00 a.m. on 05/17/2019 at 2415 First Avenue, Sacramento, CA 95818. Meeting in the lobby.

The bidder shall possess a valid C20 contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract. All bidder and subcontractor contractor licenses shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. (Estimate: \$210,000.00)

Bid Opening: 5/30/19 at 3:00 p.m.

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.dgs.ca.gov>

5/2, 5/9/19

CNS-3249059#

SMALL BUSINESS EXCHANGE



Point Reyes Farmstead Cheese Company Named Small Business People of the Year for Northern California

The U.S. Small Business Administration's San Francisco District Office's 2019 Small Business People of the Year are the family owners Diana Hagan, Lynn Stray, and Jill Basch, of Point Reyes Cheese Farmstead in Point Reyes Station, CA.

Point Reyes Farmstead Cheese, a second-generation, family-owned business located in Point Reyes Station, CA, is known for its artisanal, all-natural approach to cheesemaking. Founded in 1959 by Bob and Dean Giacomini, the business started out as a 720-acre dairy farm, producing some of the highest quality milk in the North Bay. In 2000, three of Bob and Dean's daughters joined the business and transitioned it from milk production to environmentally sustainable, artisanal cheesemaking to reduce stress on the land they love and honor.

"We are fortunate to be able to produce our products in two locations in Marin and Sonoma, but we believe we have a greater responsibility to the larger community, to the economic environment, and to the agricultural landscape of the North Bay," said Jill Giacomini Basch, Chief Marketing Officer, Point Reyes Farmstead Cheese. "We're focused on being business-oriented conservationists, because we realize that the cheese starts not just with healthy animals but with how we take care of the pastures. Only through sustainable farming practices can the land itself pay the necessary dividends beneficial to the future of our business—allowing us to raise healthy animals that produce the highest quality milk."

"It is an honor to be recognized by the SBA's San Francisco District Office as their 2019 Small Business of the Year, and we are grateful to Capital Access Group and the SBA for supporting our vision, but the real credit belongs to our employees," said Diana Giacomini Hagan, Chief Financial Officer, Point Reyes Farmstead Cheese. "This has been a really exciting time for our company, and our employees are over the moon about our growth plan and excited for the opportunity to grow on the job and learn new skills. None of this would have been possible without their support."

"The SBA Small Business Person of the Year award recognizes businesses who achieve significant growth, have staying power and contribute to their community. Point Reyes Farmstead Cheese Company and owners Lynn, Diana and Jill, truly embody the spirit of this award," said Julie Clowes, SBA San Francisco District Office District Director. "They took the family business in a new direction and now employ 85 people with projections to double production within 5 years, all while supporting land preservation groups and efforts to permanently protect agricultural land in the North Bay."

Capital Access Group nominated Point Reyes Farmstead Cheese for the award, which will be

Continued on page 11

General contractors want their subcontractors to bid online – here's why



Don Tiefenbrunn, VP of Preconstruction at BCCI

Continued from page 5

More control over the bidding process

"We used to have a plan room where we invited subcontractors to come in and review the plans before confirming that they wanted the job. Those days are gone. It's so much easier now to go online and download the information. The process has accelerated tremendously because in the past there were so many more steps involved to initiate the bid process, but submitting bids online allows us greater control over the outcome of the bid."

– Don Tiefenbrunn,
VP of Preconstruction at BCCI

It improves relationships with general contractors

"When you spend all day on the phone with subcontractors, you build strong relationships. But everyone is busy nowadays. When bids are submitted online, you don't have to bother them by calling the wrong person or asking if they've gotten the bid invite. It's more direct — and I think people appreciate that. We're able to communicate all the necessary information they need in a much more succinct way, and it definitely improves our relationship with subcontractors."

– Colin Skaggs,
Cost Engineer at Truebeck Construction

A centralized process makes things easier on the subcontractors, too

"Having a centralized system easily saves us 20 hours a week. Being able to spend less time sorting through emails gives us more time to decide on which projects we want to bid on. I can see everything in one place on the bid board and know where we should be spending resources and where we shouldn't be wasting time. It's making us a lot more efficient and successful."

– Dax Larsen, Estimator at Chisholm Industries

SOURCE: <https://blog.buildingconnected.com/general-contractors-want-their-subcontractors-to-bid-online-heres-why/>

Continued on page 11

Fictitious Business Name Statements

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

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

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

Signed: **Mytrae Meliana**

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

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

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

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

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

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

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

Signed: **Peter Hsia**

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

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

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

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

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

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

This business is conducted by A Limited Liability Company
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/01/2019**

Signed: **Monica Guerra**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386040-00

Fictitious Business Name(s):
Pretty Rocks Jewelry
Address
311 Corbett Avenue, Apt #2, San Francisco, CA 94114
Full Name of Registrant #1
Trang Le Mendoza
Address of Registrant # 1
311 Corbett Avenue, Apt #2, 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 **4/10/2019**.

Signed: **Trang Le Mendoza**

This statement was filed with the County Clerk of San Francisco County on **04/10/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
04/10/2019

4/25/2019 + 5/02/2019 + 5/09/2019 + 5/16/2019

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

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

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

Signed: **Saw K. Heir**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385858-00

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

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

Signed: **Josiane Mengue**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385946-00

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

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

Signed: **Brenda Lam**

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

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

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

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

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

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

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

Signed: **Kim-Cuc Tran**

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

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

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

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

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

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

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

Signed: **Oliver M. Thomas**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385560-00

Fictitious Business Name(s):
Firefly Analytics
Address
1460 B Noe Street, San Francisco, CA 94131
Full Name of Registrant #1
Guillaume Guy
Address of Registrant # 1
1460 B Noe Street, San Francisco, CA 94131

This business is conducted by An Individual.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/11/2019**

Signed: **Guillaume Guy**

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

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

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

3/14/2019 + 3/21/2019 + 3/28/2019 + 4/04/2019

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

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

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

Signed: **Tiffany Anne Subido**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385523-00

Fictitious Business Name(s):
Renodo
Address
667 O'Farrell St, #14 San Francisco, CA 94109
Full Name of Registrant #1
Brendon Coates
Address of Registrant # 1
667 O'Farrell St, #14 San Francisco, CA 94109

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

Signed: **Brendon Coates**

This statement was filed with the County Clerk of San Francisco County on **03/08/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
03/08/2019

3/14/2019 + 3/21/2019 + 3/28/2019 + 4/04/2019

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Blessed Cleaning**
Located at **98 Concord Street, San Francisco, CA 94112**

This fictitious business name was filed in the County of San Francisco on **10/11/2016** under file # **2016 0373017-00**

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

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

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

Signed: **Mariela Aldana**

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

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

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

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

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

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

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

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

Signed: **James Letchworth**

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

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

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

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

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

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

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

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

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

Signed: **Chao Qiang Lin**

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

Filed: **Sonya Yi**
Deputy County Clerk

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

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 19-554761

PETITIONER OR ATTORNEY

Xiang Shen
451 Kansas Street,
San Francisco, CA 94107

TO ALL INTERESTED PERSONS:

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

Xiang Shen changed to **Sharon Xiang Shen**

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

NOTICE OF HEARING

Date: **June 04, 2019** Time: **9:00 AM**
Dept: **514**

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

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

KALENE APOLONIO, Clerk
DATED -4/12/2019

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

Point Reyes Farmstead Cheese Company Named Small Business People of the Year for Northern California

Continued from page 9

presented at a reception and ceremony on May 8, 2019, during San Francisco's annual Small Business Week celebration.

Each year since 1963, the President has issued a proclamation calling for the celebration of National Small Business Week. SBA recognizes outstanding small business owners for their personal successes and contributions to our nation.

For more information about National Small Business Week, visit www.sba.gov/nsbw.

About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.

SOURCE: Small Business Administration (SBA)

Mayor Garcetti launches L.A.'s Green New Deal

Continued from page 1

- Recycling 100% of our wastewater by 2035; sourcing 70% of our water locally — a significant increase from our existing pathway; and nearly tripling the maximum amount of stormwater captured.
- Planting and maintaining at least 90,000 trees — which will provide 61 million square feet of shade — citywide by 2021 and increasing tree canopy in low-income, severely heat impacted areas by at least 50% by 2028.

The Green New Deal's targets solidify L.A.'s position as the national leader in solar energy, electric vehicle infrastructure, and green jobs. It incorporates initiatives from 44 partner organizations, employing a unique, collaborative, multi-sector approach to meeting our shared goals of a more sustainable, equitable city. Our plan also calls for a 50% reduction in greenhouse gas emissions by 2025 — outpacing the standards set by the United Nations IPCC report.

Taken together, by 2050, the work and milestones of our Green New Deal are expected to save more than 1,600 lives, 660 trips to the hospital, and \$16 billion in avoided healthcare expenses each year.

Four years ago, Mayor Garcetti released Los Angeles' Sustainable City pLAN — his vision for a more sustainable, prosperous, and just Los Angeles, built on three Es: the environment, the economy, and equity.

The City has already met or exceeded 90% of the pLAN's near-term goals on time or early, and Angelenos have seen the results: L.A. became the number-one solar city in America, pioneered new transportation technologies, reduced the city's greenhouse gas emissions by 11% in a single year, and created more than 35,000 green jobs.

Here's a glimpse at some of the other measures and accomplishments that have set Los Angeles on a path to carbon-neutrality by 2050:

- Developed comprehensive solar incentive programs for residents and businesses, which helped make Los Angeles the #1 Solar City in America.
- Named the #1 ENERGY STAR City by the Environmental Protection Agency (EPA) for having the most energy-efficient buildings in the U.S.
- Launched an unprecedented feasibility analysis with LADWP to study an equitable transition from fossil fuels to 100% renewable energy.
- Signed the Fossil Fuel Free Streets Declaration alongside 11 other C40 Mayors — which pledges to procure only zero-emission buses by 2025 and ensures that a major area of Los Angeles will be emissions-free by 2030.
- Installed 2,100 publicly available electric vehicle charging stations — the most of any U.S. city — with a plan for another 10,000 by 2022.

Created a national platform for municipal fleet procurement — the Climate Mayors EV Purchasing Collaborative — after 30 Climate Mayors cities demonstrated the potential demand for over 114,000 electric vehicles of all types, including trash trucks, street sweepers, semis, shuttles, and buses — representing \$10 billion in investment.

For more information, or to download a copy of L.A.'s Green New Deal, visit: plan.lamayor.org

Support for L.A.'s Green New Deal from Key Community Partners

Andres Ramirez, L.A. Clean Energy Coalition: "The Los Angeles Clean Energy Coalition applauds Mayor Garcetti for establishing the Green New Deal in our city. This is a great day for Los Angeles! LACEC commits to helping the city reach its goal of 100% renewable energy by 2045. We also applaud the plan's vision to champion equity and establish a goal to improve the Cal Enviro Screen scores of frontline communities in L.A."

Mike Brune, Executive Director, Sierra Club: "Mayor Garcetti's Green New Deal for Los Angeles is an example of the strong leadership and bold action we need in communities across the country to transition beyond dirty fuels and prevent the worst of the climate crisis. Los Angeles is stepping up to inspire the nation in how a city can transition to a clean energy economy that is rooted in equity to ensure everyone can access clean, affordable energy and new career opportunities."

Mark Watts, Executive Director, C40 Cities: "Los Angeles' pLAN sets a framework for what a green new deal means in action. The emissions reductions it targets are consistent with delivering on the ambition of the Paris Climate Agreement and keeping global temperature rise to within levels that scientists say are manageable. Thanks to Mayor Garcetti's vision, all Angelenos will enjoy a healthier, more prosperous and sustainable future. Cities around the world are watching closely and taking inspiration from Los Angeles, because this is the thriving, low-carbon future we need being created before our eyes."

Mary Leslie, President of the Los Angeles Business Council: "We applaud Mayor Garcetti for his leadership on sustainability and taking bold action to accelerate the city's goal, attracting new investment and doubling the clean energy jobs over the next 15 years. Now is the time to make strong investments in our clean energy future. We look forward to achieving these goals in partnerships with business and community leaders."

Veronica Padilla-Campos, Executive Director of Pacoima Beautiful: "We appreciate the leadership of Mayor Garcetti in establishing our city's plan in the fight against climate change. L.A.'s Green New Deal sets the important precedent of prioritizing environmental justice communities. We applaud the establishment of the Climate Emergency Commission to include communities such as Pacoima in the implementation of the plan. We look forward to working with the Mayor in making sure our city's Green New Deal is rooted in equity and benefits communities most in need."

Bahram Fazeli, Policy Director at Communities for a Better Environment: "We really appreciate that Mayor Garcetti has made it clear in L.A.'s Green New Deal that a just transition away from fossil fuels and towards creating a strong clean energy economy must start with protecting frontline communities."

Michael Kadish, Executive Director of GRID Alternatives Greater Los Angeles: "Mayor Garcetti understands that facing the challenge of climate change is not only a responsibility, but an opportunity. We will continue to work with him to make sure that the jobs and benefits created by the Green New Deal are available to everyone in Los Angeles."

SOURCE: www.lamayor.org



California Sub-Bid Request Ads



Owner: City of San Diego
Project Name: Morena Pump Station: Bid No. K-19-1801-DBB-3
Location: 887 Sherman Street, San Diego, CA 92110
Bid Date: June 6, 2019 at 2:00p.m.

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

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

The **Morena Pump Station Project** consists of the demolition of existing facilities at the proposed Morena Pump Station site, the construction of a new 37.7 MGD Morena Wastewater Pump Station Facility, including Odor Control Systems, Electrical Building, Screening Facility, High Purity Oxygen System, Maintenance Building, associated civil site work including storm drainage, yard piping, perimeter walls, access gates, pavement, landscaping and other appurtenances. This project also includes the construction of 48-inch, 60-inch and 66-inch diversion and overflow sewers, three diversion structures with slide gates and one junction structure on Friars Rd.

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

Land surveying/site photography • quality control • site security • traffic control/MOT • aggregate • geosynthetic • utility material • site remediation • asbestos abatement • lead abatement • trucking & hauling • water trucks • demolition • site clearing • dewatering • shoring & underpinning • soil stabilization • soil treatment • bypass pumping services • street sweeping • tunneling, boring & jacking • micro tunneling • utilities cathodic protection • reinforced concrete pipe • HDPE • steel casing • asphalt paving • rigid placement • curbs & gutter • landscaping contractors • ready mix supply • concrete reinforcing installation • concrete pumping • masonry work • metals • stainless steel pipe • steel pipe • finish carpentry • damp proofing & waterproofing • membrane roofing • flashing & sheet metal • sheet metal roofing • joint sealer • metal doors & frames • overhead door • windows • painting & coating • louvers & vents • fire protection specialties • hydraulic gates & valves • sewage & sludge pump • screening & grinding equipment • cathodic protection • bridge crane • bolts & gaskets • hangers & support • valves • pipes & tubes • HVAC • fiberglass-reinforced plastic process pipe

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

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

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors may be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums.

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

Kiewit Infrastructure West Co.
10704 Shoemaker Ave., Santa Fe Springs, CA 90670
Tel: (562) 946-1816 • Fax: (562) 946-3823
Contact : Mike Rood
Email: mike.rood@kiewit.com

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

REQUEST FOR QUALIFIED/CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Highway 20 Sutter Bypass Caltrans • Project No. 03-1A9204 • Yuba City, CA
Bid Date: May 15, 2019 at 2:00 PM
DBE Goal 18%

Flatiron West Inc requests DBE subcontractor and supplier participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, AC Paving, Cold Plane AC, Rebar, AC Dike/Curb, Underground Utilities, Fencing, MBGR, Bridge Concrete Barrier, Striping, Electrical, Aggregates, Ready Mix, Concrete Pumping, Underground Pipe Products, Misc. Iron & Steel, Trucking, SWPPP Plan, SWPPP Materials, Lead Compliance Plan, Underground Precast, Street Sweeping, Traffic Control, and QC Testing.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website, please use the following link and then enter Contract number: 03-1A9204 in the "Jump to Project" field to locate the project: <http://www.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

Project documents may also be viewed in our office by appointment only, or downloaded for FREE from our Box ftp site. Please send an email request to NorCalBids@flatironcorp.com to view/access plans and specs for FREE on our BOX.com ftp site, or to set-up an appointment to view and meet with an estimator in our office.

Please send all quotes by email to NorCalBids@flatironcorp.com or to our BID FAX at 707-746-1603.

Flatiron West, Inc.
 2100 Goodyear Rd Benicia, CA 94510 • Phone 707-742-6000 Bid Fax 707-746-1603
 Quotes can be emailed to: NorCalBids@flatironcorp.com
 An Equal Opportunity Employer
 Contractor License 772589



Manson Construction Co.
 1401 Marina Way South Ste. 330
 Richmond, CA 94804
 TEL: 510-232-6319 • FAX: 510-232-4528

REQUEST FOR QUALIFIED AND CERTIFIED SBE SUBCONTRACTORS AND SUPPLIERS FOR: SAN FRANCISCO BAY AREA RAPID TRANSIT CONTRACT NO. 09DJ-160 TBT CP ANODE SLED AND CABLE REPLACEMENT PROJECT PROJECT BID DATE: JUNE 25, 2019 AT 2 P.M.

Quotes are requested for various items of work including but not limited to:
 Aggregate, Diving, Engineering (Naval Architect), Electrical, Fuel Systems – Diesel, Inspection, Landfill, Towing, Trucking, Underwater Surveyor.

Project Description: The Work, in general, consists of providing all labor, materials, hardware, tools, barges, Global Positioning System (GPS) navigation, diving and underwater safety systems and other equipment necessary to replace existing anode cable through the TransBay Tube (TBT) and anode sleds located underwater in the San Francisco Bay with District-Furnished Material (DFM) and Contractor-Furnished Materials (CFM). The Contractor shall replace existing equipment to provide functional Cathodic Protection (CP) system for BART's TBT in the San Francisco Bay, as indicated.

Manson construction is willing to break out items of work into economically feasible units to encourage SBE participation. 100 % payment and performance bonds are required but can be waived with prior approval for special cases. Manson will pay bond premium up to 1.5%.

This Contract has a labor agreement wherein Manson is signatory to Piledrivers and Operators, and is subject to the "Buy America" requirements of 49 USC 5323(j), and applicable regulations in 49 CFR Part 661. Current insurance and workers compensation coverage including USL&H and waiver of subrogation is required. All subcontractors, suppliers, consultants and other third parties interested in this high security project **MUST** submit a request for a **Third Party Non-Disclosure Agreement (Third Party NDA)** in order to be eligible to review the drawings and specifications. The Third Party NDA may be obtained by downloading from BART's website (link shown below- the NDA form is attached under Contract 09DJ-160 (<https://www.bart.gov/about/business/procurement/contractsout>)). Note, BART anticipates that within 14 Days after receipt of the NDA, 3rd parties will be notified about the results of their clearance. Companies need to follow the instructions on the Third Party NDA and submit to BART's District Secretary's Office (mailing address is shown on the NDA). **PLEASE DO NOT SEND THE FORM TO MANSON CONSTRUCTION CO.**

The following must be submitted with Quote by **COB 6/23/19:** Firms must possess & provide current contractor's license # & DIR registration # on the quote. SBE means a small business concern certified as an SBE by the District or DBE certified under the CUCP. Further, the firm shall meet the SBA size standard for the specific NAICS code they are certified for. Provide the SBE/DBE #. Quotes must be valid for 120 days.

For scope clarifications, to view plans and specifications, or to submit quotes contact **Chris Schaeffer** at cschaeffer@mansonconstruction.com or 510-232-6319 ext. 2380. YOU MUST BE SSI CLEARED BEFORE YOU CAN VIEW CONTRACT DOCUMENTS. For questions regarding the Third Party NDA, you can also contact Kelly Duncan, kduncan@mansonconstruction.com.

An Equal Opportunity Employer

REQUEST FOR PROPOSALS FROM CERTIFIED DBE/MBE/WBE/SBE/SBRA/LSAF/HUBzone SUBS AND SUPPLIERS FOR:

**Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,
 and Sobrante Water Treatment Plant Improvements**
Specification 2135
East Bay Municipal Utility District
Engineers Estimate: \$35,000,000
BID DATE: MAY 29, 2019 at 1:30 PM

We are soliciting proposals for the following Divisions and items of work: For Divisions 03, 05, 08, 10, 11 & 15, including, but not limited to: Clear & Grub, AC Paving, Painting, Underground Utilities, Fencing, Metal Railing, Electrical, Minor Concrete, Welding, Aggregates, Ready Mix, Welded Steel Pipe, Underground Pipe Products, Misc. Iron & Steel, Misc. Metals, Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Dewatering, Mechanical Equipment, and Asbestos Monitoring.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

Project documents may also be viewed in our office by appointment only, or downloaded for FREE from our Box ftp site. Please send an email request to NORCALBIDS@flatironcorp.com for appointment or to view/access plans and specs in our office or on our Box ftp site for FREE. Please fax scopes/quotes to our BID FAX at 707-746-1603 or email ALL Scopes/Quotes to NORCALBIDS@FlatironCorp.com.

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