

SMALL BUSINESS EXCHANGE

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Vol 34, Edition 7

Weekly Publication 

May 10, 2018

Are Female Entrepreneurs More Successful Than Males? Data Says "Yes!"



By Henry Kanapi,

Entrepreneurship is an area that is dominated by men. According to the U.S. Census Bureau, more than 75 percent of businesses are male-owned. With such high numbers, it is sometimes easy to assume that men are more successful in owning and running businesses than women. But is it true?

Our analysis reveals no. Though men might be starting and running more businesses, their revenues and job creation rates lag behind their women peers. In addition, women are more effective leaders, and they have a larger appetite for growth.

We compiled data from the U.S. Census Bureau, Dow Jones, the Harvard Business Review and others to compare the success of female entrepreneurs to their male counterparts. Our analysis combined 10 private and public studies and determined that when you look at the statistics, the women outperformed the men.

There are of course many ways to evaluate the success of entrepreneurs individually and in groups, but here are five data-based areas in which women can be considered better entrepreneurs than men.

1. Female-Owned Firms Generate Higher Revenues, While Male-Owned Businesses Have Higher Survival Rates

It is well-documented that male-owned businesses out-survive female-owned firms. In fact, businesses owned by men have a 75.1 percent three-year survival rate, compared to 69.5 percent for women-owned companies. But survival rate is not necessarily the true measure of success in entrepreneurship, as owners close their businesses for a variety of reasons that don't necessarily mean failure. Some might voluntarily exit because they've sold the business, or some have managed to achieve their business goal and decided to close up shop. Others might have closed their doors because they wish to pursue a new lifestyle, and then there are some who just retired.

In terms of generating profits and growing a company, at least one measure finds that women actually do that better than men.

Womenable, a social enterprise firm focused on women's entrepreneurship, analyzed the growth

Continued on page 11

Los Angeles named #1 Energy Star City in the U.S

The Environmental Protection Agency (EPA) has announced that Los Angeles has the largest number of commercial buildings with an ENERGY STAR certification in the United States — a total of 716 across the City. This is the seventh time Los Angeles has topped the list since the rankings were first released in 2009.

"Reducing the environmental impact of buildings is both an environmental imperative and an economic opportunity," said Mayor Eric Garcetti. "The City of Los Angeles is helping property owners cut consumption and reduce costs at the same time — and showing the world that going green doesn't have to take away from your bottom line."

To receive the EPA ENERGY STAR certification, a commercial building — which includes office buildings, schools, hospitals, and retail stores — must use 35 percent less energy and produce 35 percent fewer greenhouse gas emissions than a typical building of the same classification.

Buildings are Los Angeles' largest consumer of electricity and a major source of greenhouse gas emissions. To help save money and energy, Mayor Garcetti made building-efficiency a focal point of his Sustainable City pLAN — calling for a 30 percent reduction of building energy use by 2035. The progress demonstrated in the

ENERGY STAR report shows that Los Angeles is aggressively working to meet its long term goals.

To help building owners make the transition to more energy-efficient practices, Mayor Garcetti championed a program to boost energy and water efficiency in the city's existing building stock. The Existing Building Energy and Water Efficiency Ordinance — which took effect in 2017 — requires owners of buildings larger than 20,000 square feet to track annual energy and water consumption data, making tenants more cognizant of energy use and allowing the City and LADWP to tailor incentive programs for maximum effectiveness and economic feasibility.

"Utilities are the largest controllable expense in a building, and data shows that ENERGY STAR certified buildings continue to outperform non-certified buildings in terms of rent and occupancy," says David Hodgins, Executive Director of the LA Better Buildings Challenge. "I'm proud of our partners' contributions to helping LA take back the #1 spot."

Tenants who have sought out the ENERGY STAR certification have also seen significant cost savings associated with the reduction in energy usage. By 2025, it's estimated that this ordinance alone will save Angelenos \$368 million on their annual utility bills.

"Brookfield Properties utilizes benchmarking as the foundation of effective energy management," said Brian Pagac, Vice President of Brookfield Properties. "The ENERGY STAR program for commercial buildings provides the tools and resources for us to accomplish and sustain our energy efficiency goals."

SOURCE: www.lamayor.org



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PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
795 Folsom Street, 1st Floor, San Francisco, CA 94107

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San Fran CA 941
Permit No. 820

Community Outreach

U.S. EPA to Award \$400,000 in Environmental Job Training Grants in the Bay Area

Approximately \$3.3 million will be awarded to 17 organizations nationwide

The U.S. Environmental Protection Agency announced that Hunters Point Family in San Francisco and the City of Pittsburg, Calif., will receive grants to operate environmental job training programs.

Funded through the agency's Environmental Workforce Development and Job Training (EWDJT) Program, the organizations will each receive \$200,000 to support programs to help local residents learn the skills needed to secure employment in the environmental field. These grants help prepare people for green jobs that reduce environmental contamination and provide more sustainable futures for the communities most affected by solid and hazardous waste contamination.

"Through these Brownfields job training programs, we're investing in getting Americans back to work and improving local economies and the environment," said EPA Administrator Scott Pruitt. "Graduates will acquire the skill set necessary to gain full-time employment in the environmental field and help revitalize their communities."

With EPA's assistance, Hunters Point Family will enhance its Green Careers program to offer environmental training, certifications and job placement services to 60 low-income, unemployed and under-employed residents of three communities in San Francisco's southeast sector: Bayview Hunters Point, Potrero Hill, and Visitacion

Valley. Hunters Point Family partners with other nonprofits, the City of San Francisco and employers to ensure graduates of their program are positioned to move into careers in environmental management throughout the Bay Area.

"EPA's Brownfields job training program is vital in training and placing young adults from Bayview Hunters Point in careers that protect our environment and sustain their families," said Hunters Point Family Co-Executive Director Lena Miller. "EPA's assistance has played a catalytic role in building Hunters Point Family's capacity to provide pathways to viable employment to over 250 individuals annually, and we are honored to be included in EPA's important work."

Under this funding, Future Build, a program of the City of Pittsburg, Calif., will train 80 low-income, underemployed adults in environmental management skills. This environmental training will complement Future Build's 16-week pre-apprenticeship construction training. Pittsburg is a partner in the Northern Waterfront Economic Development Initiative, whose primary purpose is to revitalize the industrial waterfront along Contra Costa County's northern shoreline and create high-wage jobs for a wide variety of skills. The City of Pittsburg will build on its existing EPA Brownfields grant to provide a reliable labor pool of residents skilled in industrial cleanup who can contribute to the revitalization of their industrial neighbors and to a healthier community.

"Combining the concepts and curriculum of construction, community benefit projects, and the additional union level certifications in alternative energy, environmental mitigation and manufacturing funded by the EPA has resulted in a remarkable workforce of ambitious, highly trained graduates who will be entering the workforce or seeking additional training at the higher level," said Future Build Program Manager Merl Craft.

Today's additional grantees include:

- Los Angeles Conservation Corps, Los Angeles, CA
- Alaska Forum, Inc., Anchorage, AK
- City of Springfield, Springfield, MO
- City of Tacoma, Tacoma, WA
- Civic Works, Inc., Baltimore, MD
- Essex County Division of Training and Employment, East Orange, NJ
- Full Employment Council, Inc., Kansas City, MO
- Groundwork Rhode Island, Pawtucket, RI
- King County, Seattle, WA
- Limitless Vistas, Inc., New Orleans, LA
- St. Nicks Alliance, Brooklyn, NY
- Sustainable South Bronx, Bronx, NY
- Training to Work an Industry Niche, Charlotte, NC

- West End Neighborhood House, Inc., Wilmington, DE
- RecycleForce, Indianapolis, IN

Since the EWDJT program began in 1998, more than 288 grants have been awarded. Over 17,100 individuals have completed training, and of those, more than 12,500 individuals have been placed in full-time employment earning an average starting wage of over \$14 an hour. This equates to a cumulative job placement rate of 73 percent of graduates.

Background

The EWDJT program helps to build a skilled workforce across the country. The program awards competitive grants to nonprofit organizations and other eligible entities to recruit, train and place unemployed and underemployed individuals. Individuals completing these training programs have often overcome a variety of barriers to employment. Many are from low-income neighborhoods. The training programs also serve dislocated workers who have lost their jobs as a result of manufacturing plant closures, minorities, tribal members, transitioning veterans, and other individuals who may have faced barriers to employment.

For more information on EWDJT grantees, including past EWDJT grantees, please visit: https://cfpub.epa.gov/bf_factsheets/

SOURCE: Environmental Protection Agency

Why Small Businesses Need Diversity in Their Workforce



By Pete Jansons,

Small businesses do not always have to abide by the same "rules" as larger businesses when it comes to implementing diversity initiatives. Required or not, though, smart companies of any size should view a staff composed of employees from a variety of backgrounds as an asset. Consider the possible benefits diversity could add to your small business:

Improved innovation

Creativity and problem-solving abilities soar when people bring different perspectives to the table. The life experiences of a recent college graduate, for example, likely will be quite different than those of a seasoned professional. Each can offer a fresh way of looking at things, and this divergent thinking can be just what your small business needs to push itself to exciting heights.

Increased candidate pool

People want to work where they feel comfortable and appreciated. When your small business's social media pages feature diversity in your workforce, it sends the message that your workplace is a welcoming environment. Even better if you display diversity among your management, which shows diverse candidates that they too could obtain leadership positions in the future.

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CALIFORNIA CERTIFICATIONS
CDOT UCP DBE #5988 • CA DGS SBE #1789941

EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

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The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988.

Organized 1984.

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ISSN 0892-5992



Access to Capital

How To Increase Angel Funding For Women Entrepreneurs

By Geri Stengel,

Funding is a challenge for early stage companies. It is especially difficult for female founders seeking equity financing. Men receive 9 times more equity financing for their companies than women, according to High Growth Women-Owned Businesses' Access to Capital commissioned by the National Women's Business Council. Increasing the pool of angels willing to invest in women-led companies will improve the odds of success for female founders.

One form of equity financing is angel investment. Angels invested \$21.3 billion in 2016, according to the Center for Venture Research at the University of New Hampshire. An angel investor must be accredited, meaning she or he must generate an annual income of \$200,000 (\$300,000 as a couple) and/or have a minimum net worth of \$1 million, in addition to their home. From 2006 to 2016, as the number of women angels has doubled, there has been a corresponding in-

crease in the number of female founders getting funded — nearly doubling from 7,037 to 13,962.

Alicia Robb is a researcher and Ph.D. economist specializing in entrepreneurship and entrepreneurial finance. She also was a Senior Fellow at the Kauffman Foundation, writing two books on women entrepreneurs. Her research revealed several barriers to women and minorities who want to become angel investors:

- not being asked
- not knowing what angel investing is
- not knowing other angel investors to work with
- not seeing deal flow

not wanting to make a large investment. The median investment size is \$25,000, according to Angel Capital Association. Because no single investment is a guaranteed winner, to be successful, angels invest in 10 to 20 companies over the course of 5 to 7 years

For the past couple of years, Robb has been testing a new model to remove those barriers and bring on more angel investors. The model — learn by doing — is a well-known technique in which you learn through practice and iteration but it had not been applied to training up angel investors.

She formed a micro-investment firm, Next Wave Ventures, in which 90 new or relatively new women angel investors who are mentored by nine experienced women angel investors. Together they invest in a fund. The experienced investors lead deal flow, due diligence and making the investment decision. In the first fund, Rising Tide, 99 women invested \$10,000 in the 10 U.S. companies over the course of a year. The Kauffman Foundation, which researches and advocates on behalf of entrepreneurs, underwrote the creation of the educational and training component, which is available to anyone.

“We’re rethinking the [angel] financing model,” said Robb. “Instead of seeking unicorns, we’re looking for zebras.” Unicorns are tech startups that scale relatively quickly into billion dollar plus companies. Along the way, “eight of 10 fail, one returns the investment and one is a home run,” said Robb. Zebras, on the other hand, are less likely to go bust, make both a financial and social return, and band together to support each other, according to the women — Jennifer Brandel, Astrid Scholz, Aniyia Williams and Mara Zepeda — who coined the term. Their goal is sustainable prosperity.

Zebras — which also tend to be started by women and under-represented groups — mean less volatility in the overall portfolio. The idea is if more companies survive, even without a Facebook, Google or Uber, the overall portfolio will do better.

■ Continued on page 5

California Sub-Bid Request Ads

Request For Qualified **SBE**
Subcontractors and Suppliers For:
**Metropolitan Transportation Commission
Contract 001
West Grand Avenue On-Ramp Improvement
Bus Lane Project
Bid Date: May 24, 2018 @ 2:00 PM**

Requesting quotes for but not limited to:

Lead Compliance Plan, Construction Area Signs, Traffic Control, PCMS, Barricade, Channelizer, Temporary K Rail, Temporary Crash Cushion, Temporary Concrete Washout, Striping & Marking, Bar Reinforcing Steel, Miscellaneous Metal, Sewer Video Survey, Fencing, Signage, Remove & Relocate Overhead Sign Panel, Electrical, Trucking, Materials & Supplies.

CEC is willing to breakout any portion of work to encourage SBE Participation

Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from MTC Procurement

Portal: You are required to be registered to access the documents

<https://mtc.bonfirehub.com/opportunities/6235>

Please include your CSLB, DIR and SBE Certification Numbers On All Quotes Submitted

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications.

Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

California Engineering Contractors, Inc.
20 Happy Valley Road, Pleasanton, CA 94566
Phone (925) 461-1500 Fax (925) 461-0510
Email: estimator@cecmain.com
Estimator-Jeff Hollfelder

AN EQUAL OPPORTUNITY EMPLOYER

REQUEST FOR CERTIFIED **SMBE/WBE**
SUBCONTRACTORS, SUPPLIERS
& TRUCKERS FOR:
**Cunningham Flood Detention Facility
Certification Project
Santa Clara Valley Water District
Contract No. C0641
San Jose, Santa Clara County
Bid Date: May 23, 2018 @ 2:00 PM**

Work types requested, but are not limited to, the following: **AC Supply, Chain Link Fence, CIDH Concrete Piles, Clearing and Grubbing, Construction Materials, Demolition, Landscaping, Tree Removal, and Trucking.**

Plans and Specifications are available for review at our office, or can be purchased from www.valleywater.org/construction

Call Serina Sirna for assistance in obtaining bonds, line of credit, insurance and scheduling accommodations.

Gordon N. Ball, Inc.
333 Camille Ave., Alamo, CA 94507
www.ballconco.com
Contact: Serina Sirna
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com

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General Engineering Consultant Information Forum

TUESDAY
MAY 15

9:00 am Doors Open
10:00 Presentation
11:00 Q and A
11:30 Networking

San Jose Convention Center
408 Almaden Blvd. San Jose, California

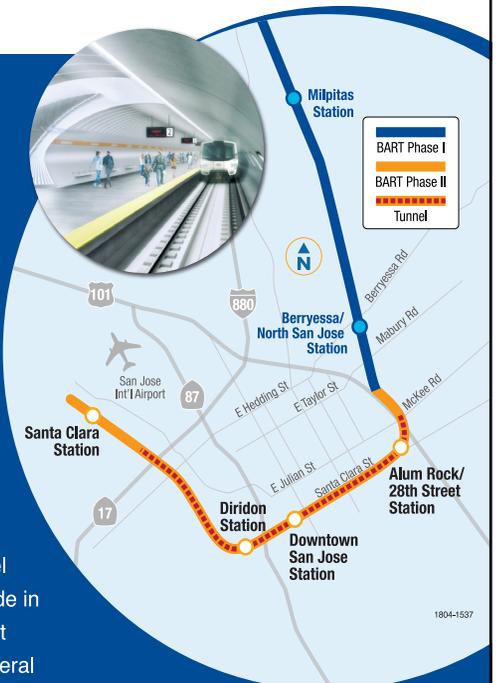
The Santa Clara Valley Transportation Authority (VTA) is constructing its second extension of the Bay Area Rapid Transit (BART) regional commuter rail system. The \$4.7 billion, 6-mile, 4-station project begins at grade in San Jose, includes a 5-mile tunnel through the downtown area, and ends at grade in Santa Clara. This forum will provide important information about the upcoming RFP for General Engineering Consultants. VTA encourages DBE and SBE firms to participate. To attend the forum, register at vtabartsvforum.eventbrite.com

Vendors are encouraged to register with VTA to receive the RFP solicitation information.

www.vta.org/about-us/procurement/become-a-vendor

ADA and Language Accommodation

If you require an interpreter, including sign language services, or other accommodations for this meeting, please email vtabart@vta.org





California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:

Owner Agency: Contra Costa Transit Authority (CCTA)

Contract No. 04-4H6104

680 HOV LANE COMPLETION AND EXPRESS LANE CONVERSION

CONSTRUCTION ON STATE HIGHWAY ON CONTRA COSTA COUNTY FROM 3.6 MILE SOUTH OF EL CERRO BOULEVARD TO 3.2 MILE

SOUTH OF BENICIA-MARTINEZ BRIDGE

Bid Closing Date: JUNE 6, 2018

DBE GOAL: 16%

CONTACT:

Robert Rosas

Brosamer & Wall Inc.

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

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- | | | |
|--|------------------------------|-----------------------------|
| • AC DIKE | • FENCE | • REMOVE/ADJUST INLETS |
| • AGGREGATE SUPPLY | • FORMLINER (MAT) | • ROADSIDE SIGNS |
| • ASPHALT COLD MILL | • GENERAL TRUCKING | • ROCK SLOPE PROTECTION |
| • ASPHALT OIL SUPPLY | • JOB SITE MANAGEMENET | • SCHEDULING |
| • ASPHALT PAVING | • JOINT SEAL | • SHOTCRETE |
| • CELLULAR CONCRETE | • LANDSCAPE/IRRIGATION | • SLOPE PAVING |
| • CIDH (CAST-IN-DRILLED-HOLES) | • LEAD COMPLIANCE PLAN | • SOIL NAILS |
| • CLEAR & GRUB | • MASONRY SOUNDWALLS | • STREET SWEEPING |
| • COCRETE BARRIER TYPE 700 | • METAL BEAM GUARD RAIL | • STRUCTURE CONCRETE |
| • CONCRETE BARRIER TYPE 60 | • MINOR CONCRETE | • SURVEYING |
| • AREA SIGNS | • MSE WALLS | • SWPPP |
| • CONTINUOUSLY REINFORCED CONCRETE PAVEMENT (CRCP) | • NOISE MONITORING | • TEMPORARY SHORING |
| • DEMOLITION | • OVERHEAD STRUCTURE SIGNS | • TEMPORARY STRIPING |
| • DRILL AND BOND DOWELS | • PAINT | • TIMBER LAGGING |
| • EARTHWORK/GRADING/RDWAY | • PERMANENT STRIPING/MARKING | • TRAFFIC CONTROL |
| • EXCAVATION | • PRESTRESSING CONCRETE | • UNDERGROUND (STORM DRAIN) |
| • ELECTRICAL & COMMUNICATION | • REBAR | • WELDED STEEL PIPE |
| • EROSION CONTROL | • REMOVE CULVERT | |

For the complete list of the Actual Project Bid Items go to:
<https://www.bidexpress.com/businesses/14014/home>

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Bid Express (<https://www.bidexpress.com/>). B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified SBE (including minority, women and labor surplus area) Professional Services, Sub-contractors, Material Suppliers and Trucking for the following project:

Owner Agency: Santa Clara Valley Water District (SCVWD)

Contract No. C0641

CUNNINGHAM FLOOD DETENTION FACILITY CERTIFICATION PROJECT

Bid Closing Date: May 23, 2018 @ 2:00 PM

SBE GOAL: 30%

CONTACT:

Robert Rosas

Brosamer & Wall Inc.

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

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified SBE firms for all items of work type, including but not limited to:

- | | |
|--------------------------------|----------------------------------|
| • AGGREGATE BASE | • JOINT SEAL |
| • ASPHALT PAVING | • LANDSCAPE |
| • BIOLOGIST | • MINOR CONCRETE |
| • BIRD NETTING | • MOBILIZATION |
| • CIDH (CAST-IN-DILLED-HOLE) | • NOISE AND VIBRATION MONITORING |
| • CLEAR AND GRUB | • QUALITY CONTROL |
| • DEMOLITION | • REBAR |
| • EARTHWORK/GRADING/EXCAVATION | • SITE MONITORING |
| • ELECTRICAL | • STORM DRAIN OUTFALL |
| • EROSION CONTROL | • STRUCTURE CONCRETE |
| • FENCE | • SWPPP |
| • FORMLINER | • TRAFFIC CONTROL |
| • GENERAL TRUCKING | • WATER CONTROL |

For the complete list of the Actual Project Bid Items go to:
<http://www.valleywater.org/construction>

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from SCVWD website. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT SBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

Shimmick / CEC Joint Venture
1 Harbor Center, STE 200 • Suisun City, CA 94585
Phone (707) 759-6858 • Fax (510) 777-5099

DBE Subcontractor/Supplier Bids Requested For:
City and County of San Francisco • San Francisco Public Works
Third Street Bridge Rehabilitation
Contract No. 1000007012
Bid Date: May 30, 2018 at 2:30PM
Fax all quotes to 510-777-5099

Requesting certified DBE Subcontractor and Supplier Quotes on:

SUBCONTRACTORS: Traffic Control System, Traffic Count, Remove Bridge Item, Modify Bridge Item, Erosion Control, Clean & Seal Pavement Joints, Joint Seal, Reinforcing Steel, Waterproofing, Steel Structures, Roadside Sign, Lumber & Timber, Clean & Paint Steel, Concrete Curb & Sidewalk, Miscellaneous Metal, Fencing, Object Markers, Railing & Barriers, Traffic Stripes & Pavement Markers, Signal & Lighting, Detectors, Biological Studies, Flat Bed Trucking, Hazardous Waste Trucking, Painting Structures, Cutting, Sandblasting, Construction Equipment Rental, Demolition

SUPPLIERS: Safety, Landscaping, Petroleum, Oil & Lubricants, Concrete & Cement, Reinforcing Bar Section, Steel, Lumber, Paint, Pavement Markers, Electrical & Signals, Building Material, Tools, Construction Area Signs

Contract Documents may be obtained from the owner's website at www.sfpublicworks.org/biddocs at no cost. You may also contact Jamie Helmick at jhelmick@shimmick.com.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com.

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

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

FRONT-OF-PLANT PROJECT
PILE & SHAFT WALL CONSTRUCTION
Owner: Silicon Valley Clean Water

Location: Redwood City, CA

Bid Date: May 21, 2018 @ 2:00 P.M.

J.F. Shea / Parsons, a Joint Venture

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

JF Shea/Parsons JV is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Slurry Wall; Survey; Excavation; Precast Piles; Pre-Stressed Concrete Pile Supply & Installation; Concrete Foundations; Concrete Demo; Site Clearing & Grading; Site Fencing; Trucking; Quality Control Testing & Other Lab Services; Equipment Rental; Raw Material Supplies; Fabrication; Jobsite Supplies; Printing Services; Traffic Control; Utility Relocation; Trench Excavation & Shoring; Sheet Pile Installation; Potholing; Rebar; Ready-Mix Concrete; Concrete Pumping; Street Sweeping; Utility Inspections; Water Treatment Systems; Dewatering; Lumber Supply; Trash Removal; AC Paving

Plans and Specifications: Email your request to lori.olivas@jfshea.com. Plans may also be viewed at our Walnut Office.

JF Shea/Parsons JV is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. JF Shea/Parsons JV expects potential subcontractors to be bondable. JF Shea/Parsons JV will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

You can view more ads at
http://www.sbeinc.com/advertising/sub_bid_requests.cfm

California Sub-Bid Request Ads



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SBE Delivers competent, competitive, and certified subcontractors,
vendors, and suppliers
Contact us at 800-800-8534 or sbe@sbeinc.com

How To Increase Angel Funding For Women Entrepreneurs

Continued from page 3

Some lessons from the pilot fund:

- The pilots, Rising Tide U.S. Fund raised \$1 million in the U.S. and Rising Tide Europe Fund raised €1 million in Europe, were not economically sustainable. The economics don't work out for managing a fund of only a million dollars or euros. This was by design. The Next Wave Impact Fund I, which closed in February 2018, raised money from 99 women angels, including 25 women of color. It closed in February and has made one investment so far. The next fund, to be raised in 2019, will be seeking investments ranging from \$30,000 to \$300,000 from each women angel investors.
- Having 99 investors is a bit like herding cats. The new fund is more structured, with activities, such as:
 - two to three company presentations each month
 - active participation by the 90 on due diligence teams
 - engaging investors in monthly ask-me-anything sessions
 - having a monthly virtual book club that discusses entrepreneurial finance books and angel investing books
 - having in-person regional and national meetings. One such national meeting is happening this week before the Angel Capital Association annual meeting in Boston.

- Some investors want to be actively involved and others prefer being passive. To grow this asset class, both are needed.
- Investors benefited from increased deal flow and the ability to diversify their investments in private companies quickly and easily.
- Entrepreneurs benefited not only from the capital provided but also from the expertise of the limited partners (the angel investors) in the fund. These LPs provide insight on strategic partnering, supply chain, HR, legal issues, marketing and finance.

It is too soon to say if the learn-by-doing model will engage more women as long-term angel investors. Robb will be tracking this.

About the Author

I am president of Ventureer, a digital media and market research company that helps corporations reach small businesses through thought leadership. My book, *Forget the Glass Ceiling: Build Your Business Without One*, provides women entrepreneurs practical advice for overcoming the barriers they face. In 2017, she was recognized as one of 17 Inspiring Women to Watch in 2017 in Inc. In 2016, I became a mentor for WE NYC and in 2015, I won the Madam C.J. Walker Business Leadership Award from the National Minority Business Council. I was named a 2013 and 2012 Small Business Influencer.

SOURCE: www.forbes.com

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 Employer

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

CALTRANS ROUTE 16 – CONSTRUCTION ON STATE HIGHWAY IN YOLO COUNTY NEAR ESPARTO FROM 0.3 MILE WEST TO 0.4 MILE EAST OF COUNTY ROAD 79 AND FROM 0.1 MILE EAST OF PLAINFIELD STREET TO 0.1 MILE EAST OF COUNTY ROAD 90, Contract No. 03-0C4724, Federal Aid Project No. ACHSST-P016(041)E, Disadvantaged Business Enterprise Goal Assigned is 13%

OWNER:
**STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: MAY 16, 2018 @ 2:00 P.M.**

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

ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, GABION BASKET SUPPLIER, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, OBJECT MARKERS, PAVEMENT MILLING, ROADWAY EXCAVATION, ROCK SLOPE PROTECTION SUPPLIER, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

Fax your bid to (925) 803-4263 to the attention of Estimator 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 employer.

DESILVA GATES CONSTRUCTION

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

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

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

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

BID DATE: May 11, 2018 @ 12:00 P.M.

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

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

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

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

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

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



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3 for 1

Email ad copy to **Nabil Vo** at nvo@sbeinc.com

SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17)

SMALL BUSINESS EXCHANGE

795 Folsom Street, 1st Floor
San Francisco, CA 94107
Phone: 800-800-8534 • Fax: 415-778-6255
www.sbeinc.com

ABLE: Asian Black Latino Enterprises



6 Great Resources for Asian-American-Owned Small Business Enterprises

By John Suarez,

Asian-American business owners can take advantage of a number of resources to help propel their small business enterprises, including in both the public and private sectors.

An obvious starting point is to consider the resources available through the U.S. government, notably the U.S. Small Business Administration and the U.S. Minority Business Development Agency. These two agencies were created to serve small and minority-owned firms, and Asian-American businesses fall within these categories. The help that is available from these agencies runs the gamut from financing and access to capital, business planning, networking, and mentoring.

Searching “Asian” in the search engines of these websites will relay a plethora of specific information and resources targeted to the Asian-American business demographic, including services, data, business summits, and opportunities.

Outside of government, the United States Pan Asian American Chamber of Commerce (USPAACC) is the preeminent organization serving Asian-American businesses. The USPAACC’s mission is to serve as a gateway organization, connecting Asian-American firms and related groups to corporate and government contracts, minority business suppliers, and information about Asian-Americans and the Asia market.

The USPAACC, which is based in Washington, D.C., represents a diverse group of Asian-Americans, including those who trace their heritage to China, Hong Kong, Taiwan, Japan, the Philippines, South Korea, India, Indonesia, Vietnam, Cambodia, Thailand, Singapore, Malaysia, Bangladesh, Pakistan, and Mongolia.

One of the USPAACC’s major annual events is CelebrAsian, the nation’s largest procurement conference for Asian-American businesses to connect Fortune-level corporations and governments with Asian-American and minority businesses to pursue contracting relationships. The 2017 CelebrAsian event will be held May 31 through June 2 in San Diego, California.



A number of other organizations offer resources targeted directly to Asian-American firms. These include:

- **Asian American Business Development Center (AABDC).** This organization was established in New York City in 1994 to promote greater recognition of Asian-American businesses’ contributions to the general economy. AABDC’s mission is to assist Asian-owned businesses to compete in the mainstream marketplace by offering technical assistance, support, and programs to improve the management skills of Asian-American business owners. It also encourages Asian-American businesses to be more actively involved in issues and policies that directly affect them at the federal, state, and city levels.
- **Asia America MultiTechnology Association (formerly the Asian American Manufacturers Association) (AAMA).** This nonprofit organization was founded in 1979 to promote manufacturing and related business enterprise throughout the Pacific Rim. The AAMA, located in Palo Alto, California, has more than 10,000 members from some 2,000 companies, particularly in industries such as wireless, telecommunications, semiconductor, software, hardware, electronics, and biotech.
- **Asian Professional Exchange (APEX).** This Los Angeles-based organization presents a grassroots opportunity for Asian-American business owners and professionals. The group regularly hosts events and seminars to assist Asian-American professionals through a network of resources and mentors.
- **Asian Women in Business (AWIB).** This New York City membership-based organization was founded in 1995 to assist Asian-American women entrepreneurs. Through targeted programs and events, the AWIB seeks to identify and address the needs and issues affecting the business and professional development of Asian-American women. The organization also serves as an advocate for Asian-American women business owners.
- The New York-based **National Minority Supplier Development Council**

(NMSDC), while not an Asian-based organization like others included on this list, serves Asian-owned businesses along with other diverse firms as a leading certification body. In addition, the more than 12,000 certified businesses NMSDC works with has access to its network of affiliate chapters around the country as well as its corporate partners seeking purchase products and services from diverse businesses, including Asian-owned firms.

Does your organization help Asian-American business owners? If so, please contact marketing@cvmsolutions.com; we’d be happy to include you on our list!

About CVM

Our Mission and Vision

Working as a trusted advisor to the Supplier Diversity community, CVM’s mission is to support every program by providing innovative and superior end-to-end Supplier Diversity solutions. Equipped with unparalleled data intelligence, superior technology and expert guidance, businesses can effectively establish and advance their supplier diversity initiatives. CVM partners with corporate supplier diversity programs in every stage of their evolution; from those that are just getting started, to the most advanced, world-class programs.

CVM’s History in Diversity

CVM Solutions was originally founded in 2002 after two minority entrepreneurs, one with a supplier data company and the other with technology solutions, realized that both data and technology were needed to build a successful Supplier Diversity program. As a result, the two companies merged, and this began the vision for CVM to provide end-to-end solutions to the Supplier Diversity market. Experiencing explosive growth in the following decade, CVM quickly became the industry leader for supplier data and information management solutions.

SOURCE: blog.cvmsolutions.com

California Sub-Bid Request Ads



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

Requests bids from certified SF Contract Monitoring Division (CMD) Small and Micro-LBEs, CUCP and SBA certified Disadvantaged Business Enterprises (DBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the SFPUC, SEWPCP New Headworks Facility Scope 1 Site Preparation Project in San Francisco, CA.

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

Subcontractors and Suppliers for the following project:

SEWPCP New Headworks Facility Scope 1 Site Preparation Project
Contract No. WW-628-01
Owner: San Francisco Public Utilities Commission
Bid Date: May 14, 2018 @ 2:00 P.M.

Small/Micro Local Business Enterprises (LBEs) Disadvantaged Business Enterprises (DBEs)

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

Aggregates, Cellular Concrete, Concrete Supply, Concrete Pumping, Concrete Reinforcement Supply & Install, Precast Concrete, CIDH, CLSM, Crew Transportation, Dewatering, Fencing, Groundwater Monitoring, Piping, Shoring, Street Sweeping, SWPPP, Trucking & Hauling 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 SF CMD certified, Small/Micro SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB certified DBE suppliers and subcontractors. Please visit SFPUC website: <http://sfgov.org/cmd/surety-bond-assistance-program-1> for their Bond Assistance Program. 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 7, 2018 and

Quotes NO LATER THAN May 11, 2018 at 5 P.M.

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

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

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

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

Clean Water State Revolving Fund (CWSRF) Provisions apply
Project Labor Agreement applies
Prevailing Wage apply
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CA Lic. 433176
DIR # 1000001147

NORCAL CONTRACTOR

We are requesting bid quotations from all Subcontractors and suppliers and DVBE Subcontractor/supplier for the following

NORTH MONTEREY COUNTY HIGH SCHOOL ACCESS CONTROLS
PROJECT NO. 16-10169
LOCATION: Castroville, CA
BID DATE: MAY 17, 2018 @ 11:00 A.M.

PLEASE EMAIL SEND US YOUR BID PROPOSAL AT LEAST 2 HOURS PRIOR THE BID OPENING. THANK YOU.

NORCAL CONTRACTOR

260 Espinosa Rd. Salinas, CA 93907
Estimador: Arnoldo González
Office: (831)632-0116 cell: (831)238-1513
We Are An Equal Opportunity Employer



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

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the San Francisco Public Works, Third Street Bridge Rehabilitation Project in San Francisco, CA.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

Third Street Bridge Rehabilitation
Contract No. 1000007012
Federal Project No. BRLS-5934 (177)
Owner: San Francisco Public Works
Bid Date: May 30, 2018 at 2:30 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Biologist, Bridge Bearings, Bridge Balancing, Minor Concrete, Concrete Supply, Concrete Reinforcement, Prestressing Concrete, Post Tensioning, Structural Concrete, Precast Concrete, Concrete Forming & Accessories, Concrete Pumping, Concrete Washouts, Electrical, Erosion Control, Hazardous Material Abatement, Marine Work, Polyester Pier Sleeve, Metals, Painting & Coatings, Pavement Markings, Piling, Pipe Supply, Quality Control, Structural Steel, Street Sweeping, SWPPP, Signage, Survey, Temp Facilities/Offices, Traffic Control, 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 certified, DBE 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 25, 2018 and Quotes NO LATER THAN
May 29, 2018 at 5 P.M.

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

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

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

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

Davis-Bacon Act Applies
Buy America Requirements Apply
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Kiewit
Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina · norcal.bids@kiewit.com
Fax: 707-439-7301

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE), Micro Small Businesses (SB), and Federal Small Minority Business Enterprise (SMBE), Women Business Enterprise (WBE), Labor Area Surplus Firms (LASF) Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Cunningham Flood Detention Facility Certification Project in San Jose, CA.

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

Subcontractors and Suppliers for the following project:

Cunningham Flood Detention Facility Certification Project
Project No. 40264011
Contract No. C0641

Owner: Santa Clara Valley Water District
Bid Date: May 23, 2018 @ 2:00 P.M.

Small Business Enterprises, Micro (SBs), Federal SMBEs, WBEs and LSAF

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

AC Paving, Aggregates, Baker Tanks, Biologist, Minor Concrete, Clear & Grub, Structural Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Concrete Forms & Accessories, Concrete Washouts, CIDH, Demolition, Dewatering, Earthwork, Electrical, Erosion Control, Fencing & Gates, Flood Walls, Geotechnical Monitoring, Grouting, Hydroseeding, Joint Sealant, Landscaping & Maintenance, RCP Pipe Supply, Piling, Quality Control, Shoring, Slope Protection, Street Sweeping, SWPPP, Traffic Control, Trucking & Hauling, Water Truck and Water Stops.

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 18, 2018 and Quotes
NO LATER THAN May 22, 2018 at 5 P.M.

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

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

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

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

An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147



Barnard Bessac Joint Venture
DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

PROJECT: Gravity Pipeline Progressive Design Build Project
OWNER: Silicon Valley Clean Water
Initial Publish Date: February 22, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

OPPORTUNITIES INCLUDE
(Feb. 2018 through June 2022):

Shaft - Slurry wall; Shaft - Secant pile; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Temporary modular office trailer supply & installation; Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc...); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Sheet pile installation; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Tunnel precast segmental lining manufacturing; Supply of moulds for precast segmental lining; Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; Dimensional lumber supply; and Paving subcontractors.

Please contact either of the following names to get you name on the bidders list:

Shannon Cozino:
shannon.cozino@barnard-inc.com (site office)
Brittany McNamee:
brittany.mcnamee@barnard-inc.com (HQ office)

Why Small Businesses Need Diversity in Their Workforce

Continued from page 2

Greater reach

Employees add more to your small business than just job-related skills. They bring in connections from their personal and professional circles, which can expand your small business's customer base and exposure. Likewise, satisfied workers can be great employment brand ambassadors. As they tout your company on their own social media accounts, or speak highly of your workplace when dining with acquaintances, your small business lands on the radar of prospective talent. And if you go the extra mile by setting up an employee referral program, you stand to gain an assortment of interesting recommendations.

Boosted morale

When a veteran feels valued in a civilian workplace or an intellectually-challenged individual gets the chance to become self-sufficient through employment, they aren't the only ones reaping the reward. Their positive attitude and ability to overcome obstacles oftentimes inspires fellow employees to work harder and complain less. Both in the office and out, people come to equate your small business with inclusion and caring.

A better bottom line

All these potential plusses of a diverse staff translate into something any small business owner can appreciate – monetary gain. In its annual Diversity Matters report, McKinsey &

Company reported that “companies in the top quartile for racial and ethnic diversity are 35 percent more likely to have financial returns above their respective national industry medians.” It also showed that “companies in the top quartile for gender diversity are 15 percent more likely to have financial returns above their respective national industry medians.”

When a small business views diversity as an opportunity for a range of talented individuals to work toward the same goals, great things are bound to happen!

SOURCE: resources.careerbuilder.com

California Sub-Bid Request Ads



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Add turn lanes & roundabout, align curve,
widen shoulder, culvert work
Hwy 16 Yolo County near Esparto
Caltrans #03-0C4724**

BID DATE: May 9, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Traffic Plastic Drum, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Erosion Control, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation, Planting & Irrigation, Erosion Control, Data Core, Tack Coat, Cold Plane AC, Continuously Reinforced Concrete Pavement, Creek Diversion, Precast Box Culverts, Precast Inlets, Mailboxes, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Bridge Removal, Pipe Culvert, Adjust Utilities, Rock Slope Protection, Gabion, Pre/Post Construction Surveys, Misc. Iron & Steel, Fencing, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Striping & Marking, Rumble Strip, Signal & Lighting, Electrical, and Construction Materials

An Equal Opportunity Employer

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



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Cold Plane AC Pavement and
Place RHMA-O (Friction Course)
Hwy 80 Vallejo
Caltrans #04-0P6804**

BID DATE: May 17, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Noise Monitoring, Clearing & Grubbing, Prepaving Inertial Profiler, QC/QA for HMA, Prepaving Grinding Pavement, Intelligent Compaction, AC Dike, Tack Coat, Cold Plane AC, Guard Railing Delineator, Pavement Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Striping & Marking, Electrical and Construction Materials

An Equal Opportunity Employer

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



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 680 HOV Lanes
Walnut Creek-Martinez
Contra Costa Transportation Authority
Federal-Aid Project: 04-4H610/04-3A580
CCTA Contract No. 491**

BID DATE: June 6, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to):

Trucking, Construction Surveys, Lead Compliance Plan, Existing Utility Verification, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Lightweight Embankment Material (Cellular Concrete), Irrigation, Erosion Control, Hydromulch, Hydroseed, Imported Biofiltration Soil, Compost, Lean Concrete Base, Lean Concrete Base Rapid Setting, Asphalt Treated Permeable Base, Rubberized Hot Mix Asphalt – Open Graded (Open Graded Friction Course), AC Dike, Cold Plane AC, Jointed Plain Concrete Pavement, Soil Nail, Mechanically Stabilized Embankment, Steel Soldier Pile, CIDH Concrete Pile, Prestressing Cast-In-Place Concrete, Concrete Pad and Backwall, Structural Concrete, Minor Concrete (Minor Structure), Paving Notch Extension, Architectural Treatment, Drill & Bond Dowel, Joint Seal, Bar Reinforcing Steel, Structural Shotcrete, Sign Structure, Pedestrian Barricade, Timber Lagging, Sound Wall (Masonry Block), Clean and Paint Steel Soldier Piling, Bridge Removal, Underground, Inlet Depression, Adjust Utilities, Rock Slope Protection, Minor Concrete (Curb & Gutter), Detectable Warning Surface, Misc. Iron & Steel, Misc. Metal, Signal & Lighting, Electronic Tolling System, Electrical, Fencing, Delineator, Pavement Marker, Concrete Barrier Marker, Object Marker, Special Marker, Roadside Signs, Vegetation Control, Cable Railing, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Communications System, and Construction Materials

An Equal Opportunity Employer

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

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



HDR specializes in engineering, architecture, environmental and construction services with nearly 10,000 professionals working in over 200 locations around the world. We focus on providing our clients innovative solutions that bring a high return on their investment and that withstand the test of time. We recognize that small and socioeconomic business partners are integral to our own success as a thriving business. Our approach to teaming with small businesses goes beyond just meeting minimum requirements. With a corporate policy of affording every practicable opportunity for the small business community to participate in our contracts, we seek out firms that bring honed specialty services and firms that add bench strength to our local delivery philosophy. As we embark on new partnerships, we are invested in building trusted relationships that result in project success.

HDR is pursuing a **wastewater design-build project in Southern California**. We are seeking SBE/MBE/MWBE/WBE firms interested in subcontracting opportunities that provide one or more of the following services:

- Geotechnical subsurface investigations
- Surveying services required for design
- Hazardous materials investigation study
- Subsurface utilities and buried structure investigations
- Materials Testing
- Surveying
- Excavation
- Shoring and sheeting
- Dewatering
- Bypass pumping
- Pile construction
- Reinforcing steel supply and placement
- Trucking
- Electrical and instrumentation and control construction
- Building construction
- Miscellaneous metals (not embedded)
- Odor control
- HVAC
- Coatings
- Paving and site improvements

Respond by June 13, 2018

If interested, please send an email, stating your firm's interest, to Brent Buchanan, brent.buchanan@hdrinc.com. Please only include the following information:

- Firm name
- Contact information
- Services your firm offers
- DBE certification ID number

www.hdrinc.com



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

**REQUESTING SUB-QUOTES FROM QUALIFIED SMBE / WBE / Labor Area
Surplus Firms SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:**

Cunningham Flood Detention Facility Certification Project

Contract No. C0641

Owner: Santa Clara Valley Water District

Engineers' Estimate: \$6,000,000.

BID DATE: May 23, 2018 @ 2:00 PM

Items of work include but are not limited to: Noise Pollution & Vibration Monitoring, Clearing & Grubbing, Demolition, CIDH Concrete Piles, Fencing, Adjust Utilities, Storm Drain, Planting, Signs, Irrigation, Rebar, Hydroseeding, Relocate Trash Compactor, Dewatering/Control of Water, Biologist (Wildlife), Arborist 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

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381338-00

Fictitious Business Name(s):
Audio Art Care
Address
721 Bush Street Apt #103, San Francisco, CA 94108
Full Name of Registrant #1
Andrea Aguilar
Address of Registrant # 1
721 Bush Street Apt #103, 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 **5/1/2018**

Signed: **Andrea Aguilar**

This statement was filed with the County Clerk of San Francisco County on **5/8/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
5/8/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381323-00

Fictitious Business Name(s):
Authentic 415 #1
Address
518 Brannan Street, San Francisco, CA 94107
Full Name of Registrant #1
HGV Group, Inc., A California Corporation
Address of Registrant # 1
1617 Amaral Court, Fairfield, CA 94534

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

Signed: **Jose Pecho, Director**

This statement was filed with the County Clerk of San Francisco County on **5/7/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
5/7/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381324-00

Fictitious Business Name(s):
Authentic 415 #2
Address
165 Mississippi Street, San Francisco, CA 94107
Full Name of Registrant #1
KMBM, Inc. A California Corporation
Address of Registrant # 1
1617 Amaral Court, Fairfield, CA 94534

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

Signed: **Jose Pecho, Director**

This statement was filed with the County Clerk of San Francisco County on **5/7/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
5/7/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381322-00

Fictitious Business Name(s):
Authentic 415 #3
Address
1234-1268 Grant Avenue, San Francisco, CA 94133
Full Name of Registrant #1
United 415 Inc., A California Corporation
Address of Registrant # 1
1617 Amaral Court, Fairfield, CA 94534

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

Signed: **Jose Pecho, Director**

This statement was filed with the County Clerk of San Francisco County on **5/7/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
5/7/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381183-00

Fictitious Business Name(s):
City Club
Address
2919 16th Street, San Francisco, CA 94103
Full Name of Registrant #1
La Ciudad Clu (CA)
Address of Registrant # 1
926 Avalon Avenue, San Francisco, CA 94112

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/1/2018**

Signed: **Janice P. Belen**

This statement was filed with the County Clerk of San Francisco County on **5/1/2018**

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

Filed: **Susanna Chin**
Deputy County Clerk
5/1/2018

5/3/2018 + 5/10/2018 + 5/17/2018 + 5/24/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381033-00

Fictitious Business Name(s):
Cohab
Address
364 Page Street #9, San Francisco, CA 94102
Full Name of Registrant #1
Cohab LLC, (CA)
Address of Registrant # 1
364 Page Street #9, San Francisco, CA 94102

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/7/2018**

Signed: **Harrison Tucker**

This statement was filed with the County Clerk of San Francisco County on **4/19/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
4/19/2018

4/26/2018 + 5/3/2018 + 5/10/2018 + 5/17/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381016-00

Fictitious Business Name(s):
Karizma
Address
262 Church Street, San Francisco, CA 94114
Full Name of Registrant #1
Karizma (CA)
Address of Registrant # 1
262 Church Street, San Francisco, CA 94114

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/17/2018**

Signed: **Mao Pei Xu**

This statement was filed with the County Clerk of San Francisco County on **4/17/2018**

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

Filed: **Sonya Yi**
Deputy County Clerk
4/14/2018

4/19/2018 + 4/26/2018 + 5/3/2018 + 5/10/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380894-00

Fictitious Business Name(s):
Kenko Cater
Address
1740 Church Street, San Francisco, CA 94131
Full Name of Registrant #1
Tuan Chau
Address of Registrant # 1
43 Florentine Street, San Francisco, CA 94112
Full Name of Registrant #2
Wei Tao Zeng
Address of Registrant #2
142 Madrid Street, San Francisco, CA 94112

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/10/2018**

Signed: **Tuan Chau**

This statement was filed with the County Clerk of San Francisco County on **4/10/2018**

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

Filed: **Susanna Chin**
Deputy County Clerk
4/10/2018

5/3/2018 + 5/10/2018 + 5/17/2018 + 5/24/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381025-00

Fictitious Business Name(s):
New Horizon Realty dba JRT Associates
Address
71 San Felipe Avenue, San Francisco, CA 94127
Full Name of Registrant #1
Siu Sun Chu
Address of Registrant # 1
71 San Felipe Avenue, San Francisco, CA 94127
Full Name of Registrant #2
Ti De Chi
Address of Registrant #2
71 San Felipe Avenue, San Francisco, CA 94127

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/10/2018**

Signed: **Siu Sun Chu**

This statement was filed with the County Clerk of San Francisco County on **4/18/2018**

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

Filed: **Fallon Lim**
Deputy County Clerk
4/18/2018

4/19/2018 + 4/26/2018 + 5/3/2018 + 5/10/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380961-00

Fictitious Business Name(s):
Richard Ventura & Associates
Address
325 Sutter Street #425, San Francisco, CA 94108
Full Name of Registrant #1
Richard Ventura
Address of Registrant # 1
325 Sutter Street #425, 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 **4/13/2018**

Signed: **Richard Ventura**

This statement was filed with the County Clerk of San Francisco County on **4/13/2018**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
4/13/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381099-00

Fictitious Business Name(s):
Stone Korean Kitchen
Address
4 Embarcadero Center, Street Level, San Francisco, CA 94111
Full Name of Registrant #1
Haitai Tigers Inc. (CA)
Address of Registrant # 1
775 McAllister Street, Suite #E, San Francisco, CA 94102

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/24/2018**

Signed: **Jong Nam Kang, President**

This statement was filed with the County Clerk of San Francisco County on **4/24/2018**

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

Filed: **Sonya Yi**
Deputy County Clerk
4/24/2018

5/3/2018 + 5/10/2018 + 5/17/2018 + 5/24/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0381105-00

Fictitious Business Name(s):
Temple of Sound Healing
Address
2161 Union Street, Suite #4, San Francisco, CA 94123
Full Name of Registrant #1
Mytrae Meliana
Address of Registrant # 1
55 Millside Lane, Mill Valley, CA 94941

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/24/2018**

Signed: **Mytrae Meliana**

This statement was filed with the County Clerk of San Francisco County on **4/24/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
4/24/2018

4/26/2018 + 5/3/2018 + 5/10/2018 + 5/17/2018

FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380945-00

Fictitious Business Name(s):
Maison De La Francophonie
Address
1345 Bush Street, San Francisco, CA 94109
Full Name of Registrant #1
Alliance Francais (CA)
Address of Registrant # 1
1345 Bush Street, San Francisco, CA 94109

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/12/2018**

Signed: **Sina Tabesh**

This statement was filed with the County Clerk of San Francisco County on **4/12/2018**

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

Filed: **Fallon Lim**
Deputy County Clerk
4/12/2018

5/10/2018 + 5/17/2018 + 5/24/2018 + 5/31/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380854-00

Fictitious Business Name(s):
Write for Results
Address
770 Dolores Street, San Francisco, CA 94110
Full Name of Registrant #1
Nancy C. Hillan
Address of Registrant # 1
770 Dolores Street, San Francisco, CA 94110

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/9/2007**

Signed: **Nancy C. Hillan**

This statement was filed with the County Clerk of San Francisco County on **4/6/2018**

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

Filed: **Fallon Lim**
Deputy County Clerk
4/6/2018

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

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.) Sockshop Haight Street
Located at **1742 Haight Street, San Francisco, CA 94117**

This fictitious business name was filed in the County of San Francisco on **04-25-2014** under file **0358061**

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

Full Name of Registrant #1
Sockshop & Shoe Co, Inc.
1515 Pacific Avenue, Santa Cruz, CA 95060

This business was conducted by a **A CORPORATION**

Signed: **Ellen Gil**

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

Filed: **Susanna Chin**
Deputy County Clerk
4/10/2018

4/19/2018 + 4/26/2018 + 5/3/2018 + 5/10/2018

Public Legal Notices

Located at Piers 68/70 in San Francisco, this shipyard lease offering consists of approximately 13.7 acres of total land and piers, including 16 buildings. Significant Port-owned assets such as floating Dry Dock #2 that was upgraded in 2008 to post-Panamax lifting capability; floating Dock Eureka; and a \$5.8 million Sk-ampere shoreside power system are included. The RFP includes a smaller core footprint (10.1 acres with 10 buildings) than in the prior Shipyard RFP issued August 15, 2017. This change is to reduce a new operator's maintenance and repair costs of buildings not critical for the operation of a shipyard. There are an additional 6 buildings comprising 3.6 acres that are independent, optional offers depending on the proposer's business model.

The Port is improving the site for future operations including upgrading the electrical infrastructure; demolition of antiquated buildings to add laydown space; and \$3.5 Million in dredging under Dry Dock #2 and piers for exclusive access by the lessee. The Port may also conduct future maintenance dredging. To learn more about this offering, please visit us at:

www.sfport.com/shipyardRFP2

Proposal Packages Due
Friday, July 20, 2018



Hunters Point Shipyard – in San Francisco Opportunity to construct Phase 1 Pocket Parks 9-14

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to provide the following construction services for the Hunters Point Shipyard Phase 1 project:

Construction of various parks and open space including but not limited to, mobilization/demobilization, temporary site fencing, surveying, dust control, erosion control, earthwork, storm drainage, reclaimed water, park lighting/electrical, various hardscaping, irrigation, landscaping, various concrete structures, and site furnishings.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=13067>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting:
May 8, 2018 @ 10:00 AM
Building 101, 101 Horne Avenue
San Francisco, CA 94124

Proposals must be submitted by
May 29, 2018 @ 2:00 PM (PST).



DIVERSITY OUTREACH

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

Download **OUTREACH ORDER FORM:**
www.sbeinc.com/services/diversity_outreach.cfm

Are Female Entrepreneurs More Successful Than Males?

Continued from page 1

trends of male- and female-owned companies from 1997-2014, and found that businesses owned by women saw a 72.3 percent growth. Male-owned firms, on the other hand, grew by 45.1 percent over the same time period.

2. Female-Owned Firms Create More Jobs Than Their Male-Owned Peers

Another solid measure of a successful business is the number of jobs it creates as jobs stimulate the economy by encouraging consumption and creating more business. Female-owned firms are light-years ahead of male-owned firms in this regard.

According to the Census Bureau, the number of U.S. employees who work at businesses owned by men grew from 41.05 million to 41.20 million from 2007-2015, a meager 0.37 percent growth rate. Meanwhile, the number of employees at female-owned firms grew from 7.5 million in 2007 to 8.9 million in 2015 — a growth rate of 18.39 percent. Women-owned firms created 1.24 million more jobs during that eight-year span than their male-owned counterparts even though the latter run more businesses. This is because the number of firms owned by women grew by almost 20 percent as opposed to the growth rate of 4.86 percent of male-owned firms during the same time period.

That's not all, as annual payroll of female-owned firms outgrew male-owned companies. From 2007-2015, the annual payroll of businesses owned by women grew by 36.52 percent while male-owned companies grew by 16.54 percent.

3. Women Executives Significantly Improve Startup Company Performance

Not all businesses are solely owned by men or women. In businesses where men and women share ownership, one recent analysis suggests that one woman co-founder is enough to dramatically improve company performance.

Seed-stage venture firm First Round analyzed 10 years worth of its investing data, made up of 300 companies and close to 600 founders and cofounders, to evaluate the characteristics of successful owners. One of the surprising things the firm discovered was that investments in companies with at least one female founder outperformed their investments in companies with all-male founders. In fact, companies with a female founder performed 63 percent better than companies where founders are all males, in terms return on investment.

It's not just co-founders. Women executives also improve company performance. In fact, the more female executives, the higher the success rate.

A longitudinal study conducted by Dow Jones VentureSource tracked more than 20,000 VC-backed companies in the U.S. that received funding from 1997-2011 to analyze the impact of female executives, including founders, in startup success. In this report, a company was considered successful if it was currently profitable or was acquired at a higher valuation than its total venture investment. Companies that exited through an initial public offering (IPO) or were in IPO registration at the time the report was published were also considered successful.

The study found that firms with three to four female executives had higher success rates compared to companies with only one or two female executives. More importantly, startups with five or more female executives had the highest success rate at 61 percent.

4. Women Are More Effective in Senior Leadership Roles

Firms with the strongest leaders have almost double the revenue growth of businesses with weaker leaders, according to research company CEB. While men are often the top brass in many companies, it doesn't necessarily mean that they are stronger leaders than women. In fact, research by the Harvard Business Review shows that women are more effective leaders than men in all positions of authority in a corporate setting. Women outperform men the most in top management positions including executive roles. The gap narrows with every step down the corporate ladder.

The research provided hard data on the key competencies that top leaders should exemplify. Out of 16 leadership competencies, which included problem solving, driving for results, and collaborating with others, women scored higher than men in all but one.

Effective leadership has been known to improve the workforce productivity by driving for results and inspiring others. Strong leaders also help attract and retain top-caliber talent as they strive to build relationships while displaying high integrity and honesty. Ultimately, these leadership advantages all contribute to the company's profitability.

5. Women Have a Larger Appetite for Growth

One of the key components of being an entrepreneur is the ability to grow a company. Growth may be measured in the form of expansion, additional employees, or new ventures, but all of these contribute to the entrepreneur's net worth. A BizWomen survey of 1,366 business owners revealed that 32 percent of female-owned businesses are in active expansion mode compared to just 27 percent businesses owned by men.

Not only are women more interested in expansion, they are also more keen than men to start new ventures. A Centre for Entrepreneurs study of over 400 entrepreneurs and executives revealed that close to half of women polled plan to start another business within the next three years, compared to just 18 percent of men.

Bottom Line: Women Entrepreneurs are Better Than Men

While entrepreneurship is an area dominated by men, many studies suggest that women are often better in this discipline. The analyses we researched determined that female-owned firms generate higher revenues, create more jobs, and perform better in terms of providing investment returns. In addition, women are more effective leaders and have a larger appetite for growth.

About the Author

Henry Kanapi is a staff writer for Fit Small Business specializing in business and e-commerce. Henry ran small businesses while working as an editor for a small business/motivational website before joining the Fit Small Business team. When not writing, he's busy organizing poetry slam events or playing basketball.

SOURCE: fitsmallbusiness.com



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- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
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LINK TO OUTREACH ORDER FORM:

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