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SMALL BUSINESS

EXCHANGE

Vol 32, Edition 10 • May 26, 2016

Voice of Small, Emerging Diversity Owned Businesses Since 1984

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Memorial Day Thoughts

By Roy Cook

On Memorial Day Native American Indians memorials to Indian resistance are next to non-existent. Monuments to other military dead can be found in practically every town of the defeated Confederacy. Twenty-two years ago, after viciously racist verbal attacks from foes of the move, the Custer Battlefield National Monument was renamed Little Bighorn Battlefield National Monument. Now, intermixed with the 249 white marble 7th Cavalry gravestones are a double handful of red granite gravestones placed at the site since 1999 for fallen Indian warriors. "Peace through Unity" designed the innovative Indian memorial at the site. These are steps in the right direction for the victors of that defensive battle that fell.

One of about a dozen red granite headstones of Lakota and Cheyenne who died at Little Big Horn in 1876. These have been added since 1999.

Today, when the nation's war dead are remembered, when we are supposed to put aside political and ethnic divisions for a few moments of introspection, many of our politicians still won't take a break from the lies, past and current lies, for which too many men and women went prematurely into the ground. Today, we will hear plenty from many politicians about liberty, freedom and sacrifice associated with American wars, but nothing about the plunder, raping and imperial machinations associated with some of those wars, the Mexican War, the Philippines War, the Vietnam War, the Iraq War, and, of course, the Indian Wars.

What Is a Military Veteran? A 'Veteran' is anyone, whether active duty, discharged, retired, or reserve military who at one point in his life, wrote a blank check made payable to 'The United States of America, for an amount of up to and including his life to defend the Constitution and follow the orders of the mission.

That commitment is honor and duty in action. As veterans, we painfully realize that there are still too many people that enjoy freedom in this country today yet no longer understand that, freedom is not free.

Fortunately, our military is made up of ordinary people accomplishing extraordinary things. Fewer

than 10 percent of Americans can claim the title "military veteran."

1787: U.S. Constitution Adopted.

In the debates over adopting the U.S. Constitution there are bitter arguments over who should be allowed to vote. In particular, the slave-states insist that only white males be allowed to vote, yet they simultaneously demand that their Black slaves be counted when figuring up how many members of Congress each state is entitled to.

The Constitutional Convention cannot agree on any national voting-rights standard so they leave it up to each individual state. This results in an absurd system whereby the Federal government determines who can be a citizen for the nation as a whole, but each individual state determines which of their citizens have the right to vote. Most of the states decree that only white males are eligible to vote, and most limit the vote to those white males who own a certain amount of property. (In other words, if you're an apprentice, or a renter, or homeless, you can't vote.) By some estimates, less than 5% of the total populations are eligible to vote in the election of 1800.

(Note that under the original Constitution the only Federal office anyone could directly vote for was Congressman because the President was elected by the Electoral College, and Senators were appointed by the state governments. We still cannot directly vote for the President, which is why Bush occupied the White House in 2000 even though Gore received at least 500,000 more votes.)

1850: Indian genocide and Asian immigration

In the early lawless years of California statehood, the Southern CA tribes went largely unnoticed by federal officials. Five years after the Senate illegal rejection of the 1850-1851-2 California Indian 18 treaties, tribes in San Diego County were still uncertain of their status and bewildered by the various government leaders who claimed dominion over them. What was clear to the Indians was that the tribes to north received federal attention. Establishment of the Tejon Reservation in 1851 and others in the Central Valley over the next two years must have left the San Diego Indians wondering when land would be aside for them.

Speaking to California Indian Superintendent Thomas J. Henley, Luiseno tribal leader Manuel



Wikipedia Photos: American Indians - Chief Crazy Horse, Tashunca-uitco (1849 - 1877) Geronimo Apache Chief (1829 - 1909) Indian Chief 'Two Eagles'; Crow Indian Chief Snake Chief Band of Chiricahua Apache Indians, followers of legendary renegade Geronimo, attending a peace negotiation after a long struggle against U.S. government attempts to force them onto reservations - Tombstone, Arizona (1886), Life Magazine American Horse - Oglala Native American Arapaho Indian Washakie, Shoshone leader Arapaho American Indian Chief.

Cota spoke for many San Diego County Indians when he inquired as to why Henley seemed predisposed to deal only with the tribes of the north. Cota asked: "Why does he not come to see us as well as the Indians of the Tulare and the Indians of the north ...we claim as much attention as they do."

U. S. Congress, House, H.S. Burton to Major E.D. Townsend, Mission San Diego, January 27, 1856, "Report on the Mission Indians", House Executive Document. 76, 34th Congress, 3rd Session, 1856, p. 115. "God Gave It to Us First. The Soboba (Saboba) people are a member of the Serrano tribe. They speak the Shoshonean language and are closely related to the Luiseno and the Juaneno. These people have traditionally lived in the San Jacinto Valley in what is now Riverside County."

Later in the mid1880s Soboba land was sold to white settlers as part of the breakup of the Jose Es-

tudillo land grant. Helen H. Jackson visited Soboba village and provided a letter, from a young Soboba student, Ramon Caval, on the dishonorable Tribal conditions.

Also, with the California gold rush, Asian immigration becomes significant for the first time, mostly in the West. Under the "whites-only" clause of the 1790 Naturalization Law, Asian immigrants cannot be citizens. but what about their children born in America? Government officials try to avoid this "problem" by preventing Asian women from coming ashore. These anti-Asian oppressive laws would remain in force until 1965 and 1977.

15th Amendment - 1870 Right to Vote

You may be surprised that the 15th Amendment does not apply to Native-Americans or Asians because

■ Continued on page 16

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

PRSR STD
U.S. Postage
PAID
San Fran CA 941
Permit No. 820

Community Outreach

W. Kamau Bell tells a different story at San Quentin Prison

By Lance Knobel



Rahsaan Thomas, editor of the San Quentin News, with comedian W. Kamau Bell. Photo: Lance Knobel



Comedian W. Kamau Bell speaks to prisoners after a screening of his CNN show. Photo: Lance Knobel

When Berkeley-based comedian W. Kamau Bell went to San Quentin State Prison last fall he expected a tough dystopia, thanks to the images accumulated through what he calls “prison porn.” Bell found something very different.

He went to prison to make an episode of his new CNN series, “United Shades of America” (broadcast on Sundays at 7 p.m.). In “United Shades,” Bell “explores the far corners of our country and its various groups and subcultures.” In the first episode, he seeks out and speaks to Ku Klux Klan members, encounters that veer from frightening to hilarious to disquieting. The San Quentin episode first aired on May 1.

But before the Sunday broadcast, Bell and a small CNN crew went back to San Quentin for a special preview screening for prisoners, many of whom appear in the show. Berkeleyside was the only media invited to the preview.

“I walked in here afraid, and you all made fun of me,” Bell, who lives in Berkeley, told about 200 prisoners who came to the screening.

Most of the prisoners in the episode are serving life terms and have little prospect of parole. However, what Bell discovers at San Quentin, through talking with prisoners, is that many of the men have found ways to build meaning and purpose in their confinement.

“My voice is the only thing still free,” said Rahsaan Thomas, who was previously sports editor and is now the editor of the San Quentin News.

Thomas is serving a 15-to-life sentence for second-degree murder, with a 35-year enhancement for using a firearm. He shot and killed two men who he says were stealing property from him.

Before the screening, Thomas told Berkeley-side about the many helpful programs inside San Quentin that help with both rehabilitation and education. These include literacy classes, high-school diploma classes, technical education and producing the award-winning newspaper which has a circulation of 17,000 and is distributed within San Quentin as well as several other California prisons.

In the episode of “United Shades,” Thomas tells Bell, “Once you’re rehabilitated you should get a chance to make a contribution to society.”

On Sunday evening prisoners gathered in the chapel and watched the screening intently, bursting into laughter at Bell’s occasional discomfort (particularly at eating the prison’s unappealing chow), and his occasional humorous jibes.

The powerful film — which Bell says is his favorite episode from the “United Shades” series — provides some insight into the personalities and dispositions of the imprisoned men, and avoids the usual sensational sketches. But it also raises

crucial questions about racism in the criminal justice system and the impact of what some call the prison industrial complex.

“As long as I sit here, it’s a paycheck for a whole lot of people,” one prisoner tells Bell in the episode.

Bell wrote a piece for CNN with the title “I had a great time in prison.” He concluded about the men he met: “They were all funny, smart, remorseful, resourceful, skilled and self-reflective in ways that most people that I meet on the outside are not.”

Following the screening, Bell did a lengthy question-and-answer session with the prisoners, before chatting individually with the many men who wanted to speak to him.

“I hope [the show] opens the dialogue and changes the conversation,” Bell said. “I don’t really care what the ratings are, as long as you think I do you right.”

One of the funnier moments in the episode comes when Bell sits down to play pinochle with some of the men.

“How you going to grow up black in America and not know how to play pinochle?” one asks Bell incredulously. “Go home and Google pinochle.”



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In the post-screening question session, one man raised his hand.

“Did you ever Google pinochle?”

About W. Kamau Bell

W. Kamau Bell is a sociopolitical comedian who is the host of the CNN docu-series, United Shades of America, which premieres on April 24th. Currently Kamau may be best known for his critically acclaimed, but criminally short-lived FX comedy series, Totally Biased with W. Kamau Bell. The New York Times called Kamau “the most promising new talent in political comedy in many years.” Kamau is also proud to be the ACLU’s Ambassador of Racial Justice. Although he’s also pretty upset that they didn’t give him a badge. Kamau is also the host of Kamau Right Now!, a public radio talk show that airs on KALW in San Francisco. But Kamau may be most excited about his podcast Denzel Washington is The Greatest Actor of All Time Period. The SF Weekly called Kamau “smart, stylish, and very much in the mold of politically outspoken comedians like Dave Chapelle,” though he was more excited that they called him “handsome.”

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

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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

Diversity on the Move

Green Meadows Janitorial

Green Meadows Janitorial is determined to ensure their clients enjoy a clean office environment. Not only does a fresh and spotless work environment increase productivity, but it also provides peace of mind for management. Green Meadows Janitorial values its employees and mentors and motivates them to clean well and smart and to listen to the needs of their clients.

The Company

Established in 1995, Green Meadows Janitorial offers comprehensive office cleaning, floor treatment, carpet cleaning, and window cleaning for businesses with office space in the greater San Francisco area. The company was founded by Chester Meadow, a cleaning industry professional with decades of relevant experience. He has effectively pooled his resources to develop a new strategy for reaching and serving business clients.

The company believes they are only as good as the employees they hire and train. To that end, they have invested heavily in a custom training initiative, and early results are promising.

To continue to provide stellar cleaning services and expand their business, Green Meadows Janitorial believes their path forward includes:

- Fostering a work environment of employee training and development to make sure cleaning crews clean well (thoroughly and with great care) while cleaning smart (efficiently)
- Conduct continuous research on the greenest and most efficient cleaning products
- Listen attentively to client needs communicate this information effectively to employees

Services

Green Meadows Janitorial offers its services around a scheduled weekly or monthly cleaning basis. Utmost care and security are provided to ensure the protection of clients' assets and privacy. All cleaning services are environmentally friendly; both in the way products are used and their methods of disposal.

The Market

While Green Meadows Janitorial works primarily with private businesses, they also were recently awarded a large cleaning contract for the city of San Francisco in their public works department.

The company relies mainly on referral leads for new business and is planning on investing in strategic marketing, advertising, and social media initiatives going forward. They are tightly focused on maintaining the reputation of their business while streamlining operations.



Chester Meadow, Founder of Green Meadows Janitorial

California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: GARRY DAY • Website: www.desilvagates.com
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DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:
**CANDLESTICK POINT / HUNTERS POINT SHIPYARD PHASE II REDEVELOPMENT PROJECT
SUB-PHASES CP-02,03,04**

Small Business Enterprise goal assigned is 50%

OWNER: LENNAR / CP DEVELOPMENT CO LP; HPS DEVELOPMENT CO LP
1 Sansome Street, Suite 3200, San Francisco, CA 94104

BID DATE: JUNE 1, 2016 @ 5:00 P.M.

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

WET UTILITIES (STORM DRAIN, SANITARY SEWER, LOW PRESSURE WATER LINE, HIGH PRESSURE WATER LINE)

Plans and specifications may be reviewed at the following locations:

- At the Construction Assistance Program (CAP) located at 690 Hudson Avenue, Trailer B, San Francisco, CA 94124 phone number (415) 549-7393.

- At our office located at 11555 Dublin Boulevard, Dublin, CA 94568 or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)).

Information is also available on the City and County of San Francisco's website at <http://mission.sfgov.org/ocabidpublication/#close> and on the OCII website at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10834>

The deadline for questions is May 17, 2016 at 5:00 PM. A pre-bid meeting will be held on May 12, 2016 at 10:00 AM located at Building 101, 101 Horne Avenue, San Francisco, CA 94127.

Fax your bid to (925) 803-4263 or email it to gday@desilvagates.com to the attention of Estimator Garry Day. If you have questions for the Estimator, call at (925) 361-1587.

If you need support services and assistance in obtaining bonding, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 361-1587. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB and subject to the Project Labor Agreement (PLA). DGC is an equal opportunity employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: Zack Harwell • Website: www.desilvagates.com
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DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:
**CITY OF HAYWARD –
FY 2016 PAVEMENT REHABILITATION PROJECT, PROJECT NO. 05204, DISADVANTAGED BUSINESS ENTERPRISE
AND WOMEN BUSINESS ENTERPRISE**

OWNER: City of Hayward Department of Public Works
777 "B" Street, Hayward, CA 94514-5007

BID DATE: May 31st, 2016 @ 2:00 P.M.

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

Adjust Iron, Cold Plane, Construction Area Sign, Crack Sealing, Emulsion Supplier, Minor Concrete, Paving Fabric, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner: City of Hayward Department of Public Works, 777 "B" Street, 2nd Fl., Hayward, Ca 94541, Ph. 510-583-4730.

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

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.

**This Memorial Day we salute the men and women
who served to protect our Country**

California Sub-Bid Request Ads

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

**CALTRANS ROUTE 132
CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY NEAR VERNALIS FROM
0.4 MILE EAST OF ROUTE 580 TO STANISLAUS COUNTY LINE Contract No. 10-0G8204,
Federal Aid Project ACNHP-P132(050)E**

Disadvantaged Business Enterprise Goal Assigned is 10%

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

BID DATE: JUNE 9TH, 2016 @ 2:00 P.M.

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

AC Dike, Biologist Consultant, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Sign, Crack & Seal, Electrical, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Inertial Profiler, Metal Beam Guardrail, Minor Concrete, PCC Paving, Roadside Signs, Remove Guardrail, Rumble Strip, Sign Structure, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](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 Steve Lippis. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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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**YERBA BUENA ISLAND INTERIM GRADING FOR WATER TANK AREA
Sub-Phase 1YA and 1YB, San Francisco, CA
Small Business Enterprise Goal Assigned is 41%**

**OWNER: TREASURE ISLAND COMMUNITY DEVELOPMENT, LLC c/o LENNAR URBAN
1 Sansome Street, Suite 3200, San Francisco, CA 94104**

BID DATE: JUNE 9TH, 2016 @ 2:00 P.M.

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

CLEARING AND GRUBBING/DEMOLITION, EROSION CONTROL, STRIPING, UNDERGROUND UTILITIES, TRUCKING, WATER TRUCKS, STREET SWEEPING, GEOGRID MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, 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.

Information is also available on the City and County of San Francisco's website at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10892>

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

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

**Rodeo Sanitary District
Sewer Year 2B Improvements
Rodeo, CA**

**Bids: 6/27/2016 at 2:00 PM
UDBE sub-bids requested for:
Traffic Control, Saw-cutting, Trucking
Paving and Concrete sidewalk**



SMALL BUSINESS EXCHANGE

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Graniterock

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

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

Regnart Creek Erosion Repair Project • Contract No.: C0615

Owner: Santa Clara Valley Water District

Engineers' Estimate: \$700,000.

BID DATE: June 1, 2016 @ 2:00 PM

Items of work include but are not limited to: Crushed & Broken Stone, Landscaping, Concrete & Cement, Reinforcing Bar Section, Fencing, Construction Staking, Clear & Grubbing, Shaped Bedding, Highway Planting, Soil Amendments, Hydroseeding, Erosion Control, Reinforcing Steel, Drainage Pumping Equipment, Land Surveying, Demolition,

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

We are an Equal Opportunity Employer

Graniterock

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

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

Lower Silver Creek Flood Protection and Creek Restoration Project at the Dobern Bridge Crossing

Contract No.: C0618

Owner: Santa Clara Valley Water District

Engineers' Estimate: \$2,500,000.

BID DATE: June 8, 2016 @ 2:00 PM

Items of work include but are not limited to: Crushed & Broken Stone, Sand & Gravel, Landscape, Granite & Marble, Asphalt, Pilings, Reinforcing Bar Section, Steel, Lumber, Fencing, Guard Railings & Barriers, Pavement Markers, Electrical, Construction Area Signs, Traffic Control, Highway Planting, Hydroseeding, Erosion Control, Finishing Roadway, Aggregate Base, Asphalt Concrete Dike & Misc, Clean & Seal Pavement Joints, Furnish & Drive Piling, Cast-in-Drilled-Hole Concrete Piling, Joint Seal - Water Stop, Reinforcing Steel, Roadside Signs, Drainage Pumping Equipment, Metal Railing, Concrete Barrier, Metal Beam Barrier, Message Signs and Surveyor.

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

We are an Equal Opportunity Employer

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SUB-BID REQUEST AD ORDER FORM

FAX completed form to (415) 778-6255 or
EMAIL your ad to **Nabil Vo** at nvo@sbeinc.com

SUB-BIDS REQUESTED FROM QUALIFIED:

- MBE WBE DBE DVBE OBE LBE UDBE SBE

PROJECT: _____

PROJECT LOCATION:(City, County, or District) _____

PROJECT NUMBER: _____

BID DATE: _____

BID TIME: _____

COMPANY NAME: _____

ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____

FAX: _____

CONTACT: _____

PUBLICATION DATES (please enter the days you want the ad to run):

SBE Weekly Newspaper (THURSDAY) / Print & Electronic Distribution:

SBE Today E-edition (Daily) / Electronic Distribution

MONDAY _____ TUESDAY _____ WEDNESDAY _____
THURSDAY _____ FRIDAY _____

www.sbeinc.com: Beginning _____

PUBLICATION INFO: Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.

STANDARD SIZE: AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.

SUB-BID REQUEST AD



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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Hwy 132 Repair Pavement and Install ITS Elements • San Joaquin County near Vernalis
Caltrans #10-0G8204 • BID DATE: June 9, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, Portable Radar Trailer, SWPPP, Storm Water Annual Report, Sweeping, Treated Wood Waste, Bird Exclusion Devices, Asbestos Surveying, Sample and Analysis, Adjust Utilities to Grade, Cold Plane AC, Clearing & Grubbing, Shoulder Backing, Subgrade Enhancement Geotextile Class A1, Rubber Mat, Erosion Control, Hydro-mulch, Straw, Compost, Sand Cover (Seal), Asphaltic Emulsion (Flush Coat), Precoated Screenings, Pre-paving Inertial Profiler, Prepaving Grinding, AC Dike, Rumble Strip-Ground-in, Asphalt Rubber Binder, Concrete Pavement, JPCP, Data Core, Tack Coat, Individual Slab Replacement, Crack and Seat, Isolation Joint Seal (Silicone), CIDH Concrete Pile, Structural Concrete, Paving Notch Extension, Joint Seal, Sign Structure, Roadside Signs, Concrete Backfill, Crash Cushions, Channelizers, Reinforced Concrete Pipe, Minor Concrete, Delineator, Object Marker, Midwest Guardrail System, Concrete Barrier, Transition Railing, End Anchor Assembly, Striping & Marking, Communication Conduit, Microwave Vehicle Detection System, Electrical and Construction Materials

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

- Your advertisement in the SBE is sent to the contractors, professional and business service businesses you want to reach.
- SBE daily and weekly circulation reaches over **70,000** construction, commodity, professional and business service businesses.
- SBE's B2B database has the largest central circulation database of certified **DBE/SBE/WBE/DVBES**

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- Subscriptions are non-refundable.
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**795 Folsom Street, 1st Floor, Room 1124
San Francisco, CA 94107**

Fax your subscription form to (415) 778-6255
or email it to sbe@sbeinc.com

- Check Enclosed Charge (circle one) VISA/MC/AMEX

Account # _____ Expiration Date: _____

California Sub-Bid Request Ads



Image credit: memorialdayfoundation.org



McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: John Gasiorowski

Sub Bids Requested From Qualified SBE Subcontractors & Suppliers for
Santa Clara Valley Water District - Lower Silver Creek Flood Protection & Creek Restoration
Location: San Jose, Santa Clara County • Project No. 40264008
Bid Date: June 8th, 2016 @ 2:00PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP, biologist, noise/vibration monitoring, survey, quality control, welding, signs, striping, street sweeping, fence, shotcrete, traffic control, construction area signs, dewatering, trucking, vacuum potholing, clear & grub, arborist, prefabricated steel bridge, furnish steel piles, CIDH piling, reinforcing steel, electrical/utility relocations, anti-graffiti coating, hoisting/crane, service, concrete pumping, CCTV inspection services, railing, precast, pipe & grates, misc. metals, concrete ready-mix, wood lagging, asphalt, aggregates, tubular handrail, erosion control, irrigation, landscape.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

An Equal Opportunity Employer



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

SBE Subcontractor/Supplier Bids Requested For:

Lower Silver Creek Flood Protection and Creek Restoration Project at the Dobern Bridge Crossing
Santa Clara Valley Water District
Project No. 40264008
Contract No. C0618
Bid Date: June 8, 2016 until 2PM
Fax all quotes to 510-777-5099

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

Plans and specifications are available on the owner's website at
<http://www.valleywater.org/Programs/Construction.aspx>.

Plans and specifications are also available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Gayle Hoffman by phone at (510) 777-5000 or by email at ghoffman@shimmick.com.

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



Gallagher & Burk, Inc.

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

Gallagher and Burk, Inc. is soliciting for L/SLBE for the following project:

CITYWIDE PREVENTIVE MAINTENANCE RESURFACING

PROJECT NO. C427720

L/SLBE GOAL: 50%

OWNER: CITY OF OAKLAND

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

BID DATE: June 2nd, 2016 @ 2:00 P.M.

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

Adjust Iron, Bonded Wearing Course, Cold Plane, Crack Sealing, Minor Concrete, Monuments, Roadside Signs, Striping, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

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

An Equal Opportunity Employer

HARRIS, TEXAS SUB-BID REQUEST AD



2636 South Loop West Freeway, Suite 300 | Houston, TX 77054

TEL: (619) 814-3706 | dbird@pulice.com

FAX: (713) 595-4921

Equal Opportunity Employer

Invitation to Bid from certified: Subcontractors, Material and/or Suppliers, and Professional Services for:

Elysian Street Bridge – Project No. C 508-1-351

OWNER: State of Texas – Department of Transportation

LOCATION: Harris County, TX

QUOTE DEADLINE: June 3rd, 2016 @ 2:00 PM CDT

SBE GOAL: 8.0%

Plans and Specifications are available free of charge online at:

<https://pulice.sharefile.com/d-sc8a3a2970634b94a>

The project generally consists of the following:

Construction and replacement of an existing bridge, facilities, and approaches; to include grading, cement stabilized base, concrete pavement, asphaltic concrete pavement, retaining walls, bridges, drainage structures, signing, pavement markings, illumination, signal, and bike trail.

Quotes for Services & Supplies requested for the following items for bid including, but not limited to:

AC PAVING	AGGREGATE	BARRICADES	BARRIER RAIL	CIDH
CONCRETE	CONCRETE PAVING	DEMO	ELECTRICAL/SIGNAL	EROSION CONTROL
FENCE	FLATWORK	LANDSCAPING	LIME	PAINT
PRECAST	PRECAST BOX CULVERTS	RCP/CMP	REINFORCING STEEL	RETAINING WALLS
SHORING	SIGNAGE	STEEL CASING	STRIPING	STRUCTURAL STEEL
SURVEYING	TRAFFIC CONTROL	TRUCKING	WASTE MANAGEMENT	WATER PIPE/VALVE

Opportunities for quotations will be needed throughout the life of the project. Terms and conditions should be made part of the quotations. 100% performance and payment bonds may be required for the full amount of the subcontract price. Pulice Construction, Inc. will assist with obtaining bonding, lines of credit, and insurance by encouraging the subs and vendors to work with state supportive services programs. Responsive subcontractors must possess a current contractor's license, insurance, and worker's compensation coverage complying with Pulice Construction, Inc. requirements and will be required to sign a standard Subcontract Agreement. All subcontractors need to be registered with the Department of Industrial Relations.

Pulice Construction, Inc. will analyze and consider each quote received, including those that are broken down into economically feasible units to facilitate bidding. Quotes must be valid for the same period of time as specified by Owner for contract award. Any conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing.

Pulice Construction, Inc. is committed to ensuring that subcontractors and vendors have the maximum opportunity to successfully perform on this project, and to making good faith efforts to utilize small, minority, women's, and local business enterprises.

California Sub-Bid Request Ads



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

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

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

Subcontractors and Suppliers for the following project:

Lower Berryessa Creek Flood Protection Project – Phase 2
Project No. 40174005
Contract No. C0614

Owner: Santa Clara Valley Water District
Bid Date: June 1, 2016 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

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

Subcontractor and Supplier Scopes are due

May 6, 2016 and Quotes

NO LATER THAN May 10, 2016 at 5 PM.

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

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

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

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

An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147



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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the City of Auburn, 2016 WWTP Secondary Treatment Improvements Project in Auburn, CA.

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

Subcontractors and Suppliers for the following project:

2016 WWTP Secondary Treatment Improvements Project
Project No. SP05

Owner: City of Auburn
Bid Date: June 16, 2016 @ 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Asphalt Paving, Aggregates, Blasting, Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Precast Concrete, Cast in Place Concrete, Clear & Grub, Conveying System, Grouting, Demo, Dewatering, Access Doors & Windows, Electrical, Equipment, Erosion Control, Grading, Filter Fabric, Finishes, HVAC, Masonry, Metals, Paintings & Coatings, Piping & Valves, Quality Control, Saw-cutting, Surveying, Shoring, Specialties, Street Sweeping, SWPPP, Temp Facilities, Thermal & Moisture Protection, Cathodic Protection, Pre-Engineered Metal Buildings, Storage Tanks, Wood & Plastics, Trucking & Hauling.

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

Subcontractor and Supplier Scopes are due June 10, 2016 and Quotes NO LATER THAN June 15, 2016 at 5 PM.

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

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

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

Clean Water State Revolving Fund Provisions apply
Buy American Iron & Steel (AIS) requirements apply

An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147

Fine Line Construction

42 Dore Street • San Francisco, CA 94103

For more information, please call Phone: (415) 512-7677

Fax: 415-512-7688 • Email: flc@finelineconst.com

Please Submit your proposals by fax, email or delivered to our office

Is requesting proposals from all certified DVBE/LBE/SBE Subcontractors & Suppliers for the following project:

PROJECT: Alemany Housing - 938 Ellsworth Street, San Francisco, CA 94110

BID DATE/TIME: June 16th, 2016 @ 3:00 PM

PROJECT DESCRIPTION: Work of this contract comprises of improvement to Alemany Housing an existing 24 building housing complex. The buildings are a mixture of two and three story buildings containing flats and townhouses. Units consist of one, two, three, and four bedroom apartments. Typical Unit Scope consists of: demolish (e) flooring throughout; demolish (e) lavatory, bathroom accessories, and tub surrounds; demolish (e) kitchen casework, countertops, and appliances; new flooring throughout; Provide new: lavatory, bathroom accessories, tub surrounds, and bathtub surround; new kitchen casework, countertops, appliances, and washer/dryer hookups; new ventilation stack and electrically powered ventilation; reconfigure utilities to individually meter electricity; remove unit backyard fences, provide storage shed; provide clothesline and 48" fence at unit backyards. Accessible Units: Units 830, 844, 861, 875, 900, 914, 916, 930, shall be reconfigured to serve residents with mobility disabilities. Units 987, 991, 993, 995 shall be constructed to serve residents with mobility disabilities. Units 902, 906, 927, 942, 945, 952, and 957 shall be modified to serve residents with audio or visual disabilities. Roof: remove (e) roofing; remove (e) downspouts; new roofing, plywood sheathing, insulation, and downspouts. Common/Administrative Space: reconfigure (e) offices, community space as indicated on plans; add new community building with community room, offices, kitchen and bathroom; reconfigure (e) laundry room to accommodate 15 washers and 15 dryers. Building Demolition: demolish buildings 9 and 13. New Residential Building: provide new residential building with four mobility units. Site: new accessibility ramps; new accessible parking spaces; new drought tolerant landscaping; new trash enclosures; restripe all parking spaces; remove all play structures, provide (n) play structure at new community building.

PREVAILING WAGE RATES • PROJECT LABOR AGREEMENT

CERTIFIED PAYROLL • 20% SBE MIN GOAL

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

Plans are available to view at the Fine Line Construction office by appointment OR at the following drop box link:

<https://www.dropbox.com/sh/wj72lkkkxc7gtp/AAAEucic8G5GVILIC17zcMOVNa?dl=0>

Plans are also available at the following plan rooms:

Builders Exchanges (San Francisco; Peninsula; Marin; Alameda, Contra Costa, Stockton, Central CA, North Coast, Sacramento Region, Valley Contractors).

ARC San Francisco in the public plan well (<http://www.e-arc.com/ca/sanfrancisco/bryant>).

Trades Needed (but not limited to): SWPP; HAZ MAT; DEMOLITION; CONCRETE; MASONRY; METALS; WOOD PLASTICS & COMPOSITES; THERMAL & MOISTURE PROTECTION; OPENINGS; FINISHES; SPECIALTIES; EQUIPMENT; FURNISHINGS; SPECIAL CONSTRUCTION; CONVEYING SYSTEMS; FIRE SUPPRESSION; PLUMBING; HVAC; ELECTRICAL; IT/TELE; FIRE ALARM; CIVIL EARTHWORK; EXTERIOR IMPROVEMENTS; UTILITIES.

****Subcontractors bids MUST be accompanied by a 10% Bid Security in the form of: (a) Certified or Cashier's check made payable to Fine Line Construction or (b) With an Original Bid Bond executed by the bidder. Payment and Performance may be required of selected subcontractors. Please provide bonding rate on scope letters.****

Fine Line Construction is a signatory to the Carpenter's and Laborer's Collective Bargaining Agreements. Successful Subcontractor will be expected to execute a standard Fine Line Construction Subcontract Agreement.

****Certified LBE subcontractors/suppliers are encouraged to submit quotes Minimum 20% SBE Goal.****

WE ARE AN EQUAL OPPORTUNITY EMPLOYER



O.C. Jones & Sons, Inc.

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

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Logan High School Track & Field Inc. 1 • New Haven Unified School District
Project No. 2015009

BID DATE: June 9, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Staking, Concrete, Synthetic Turf, Running Track Surfacing, Landscape, Fencing, Underground Utilities, Electrical and Construction Materials

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

Visit Small Business Exchange at www.sbeinc.com
to download the latest SBE Newspaper and Newsletter

African Americans in the Korean War



F A C T S H E E T



The Beginnings of a New Era for African-Americans in the Armed Forces

Photo Caption: Buddies aid a wounded man of the 24th Infantry Regiment, 25th Division after a battle 10 miles south of Chorwon.

African-Americans served in all combat and combat service elements during the Korean War and were involved in all major combat operations, including the advance of United Nations Forces to the Chinese border. In June 1950, almost 100,000 African-Americans were on active duty in the U.S. armed forces, equaling about 8 percent of total manpower. By the end of the war, probably more than 600,000 African-Americans had served in the military.

Changes in the United States, the growth of black political power and the U.S. Defense Department's realization that African-Americans were being underutilized because of racial prejudice led to new opportunities for African-Americans serving in the Korean War. In October 1951, the all-black 24th Infantry Regiment, a unit established in 1869, which had served during the Spanish-American War, World War I, World War II and the beginning of the Korean War, was disbanded, essentially ending segregation in the U.S. Army. In the last two years of the Korean War throughout the services, hundreds of blacks held command positions, were posted to elite units such as combat aviation and served in a variety of technical military specialties. Additionally, more blacks than may have done so in a segregated military, chose to stay in the armed forces after the war because of the improved social environment, financial benefits, educational opportunities and promotion potential.

Distinguished Service

African-American servicemen distinguished themselves in combat during the ground battles with the North Korean Army and in the air war over Korea. On July 21, 1950, a battalion combat team commanded by Lieutenant Colonel Samuel Pierce Jr., composed of three infantry companies and an engineer company, recaptured Yech'on.

The action, which received national attention in the United States, was considered the first significant successful offensive operation by the U.S. Army in the war. Captain Charles Bussey, commander of the engineer company, was awarded the Silver Star for having prevented a flanking operation by a North Korean battalion during the bat-

tle. Bussey's platoon-size unit killed more than 250 enemy soldiers. Captain Bussey's bravery inspired his regiment and exemplified the preparedness and leadership capabilities of African-American soldiers.

Heroes in the Air War

In 1950, the Air Force had 25 black pilots in integrated fighter squadrons led by Captain Daniel "Chappie" James Jr., who was assigned to the 36th Squadron, 5th Air Force. Captain James was an exceptional fighter pilot who often flew his F-86 Sabre jet on dangerous, unarmed reconnaissance missions behind enemy lines -- a task reserved for a select group of the most able and trusted flyers. James flew 101 combat missions in Korea and earned the Distinguished Flying Cross before being reassigned stateside. In July 1951, he became the first African-American in the Air Force to command a fighter squadron.

Second Lieutenant Frank E. Peterson Jr., was the first black Marine Corps pilot. Peterson flew 64 combat missions before the war ended. He earned the Distinguished Flying Cross and six Air Medals in the final months of the Korean War.

Ensign Jesse L. Brown, the Navy's first African-American fighter pilot to die in combat, was shot down while providing close-air support for units of the 7th Marines during the Chosin Reservoir breakout in December 1950. Brown was posthumously awarded the Distinguished Flying Cross for performing dangerous combat actions that resulted in his fatal crash. In March 1972, Brown's widow christened a Knox-class ocean escort ship the USS Jesse Brown.

African-Americans Who Gave Their Lives During the Korean War

Of the more than 600,000 African-Americans who served in the armed forces during the Korean War, it is estimated that more than 5,000 died in combat. Because casualty records compiled by the services in the 1950s did not differentiate by race, the exact number of blacks killed in action cannot be determined.

Numerous African-Americans were awarded medals including the Distinguished Service Cross,

Silver Star and Bronze Star for service during the Korean War. Two African-Americans, Private First Class William Thompson and Sergeant Cornelius Charlton were posthumously awarded the Medal of Honor. Thompson was killed in action on Aug. 2, 1951, at a critical juncture in the 8th Army's attempt to stop the North Korean Army's southward movement. Charlton displayed extraordinary heroism in rallying his platoon to continue its assault on a hill near Chip-ri, just north of the 38th parallel.

The Korean War changed the face of the American military. African-Americans served side by side in the same units with service members of all races and were afforded the opportunity to lead in combat.

Coast Guard

While Coast Guardsmen served in Korea and continued their duties worldwide throughout the

war, it is interesting to note that in 1952, Coast Guard leadership recognized World War II Coast Guard steward Alex P. Haley for his unique writing talent and awarded him the rating of Journalist. Retired Chief Journalist Alex Haley became internationally known for his best-selling book, *Roots*.

In June 1950, almost 100,000 African-Americans were on active duty in the U.S. armed forces, equaling about 8 percent of total manpower. In the Army, 9.7 percent of active duty service members were black, including 72,000 enlisted men and approximately 1,200 officers. In the Air Force, 4.4 percent of active duty personnel were black, including 21,000 enlisted men and 300 officers. About 6,000 African-Americans, or about 3 percent of personnel, served in the Navy and Marine Corps. By the end of the war, probably more than 600,000 blacks had served in the armed forces.

Sources <http://www.nj.gov>



During the Korean War for the first time, there was no racial separation, the U.S. Air Force taking the lead thanks to the example of General Benjamin O. Davis and his Tuskegee Airmen. (Photo: US Dept. of Defense)



Jesse Brown, the first African-American Navy aviator, crash landed in what is now North Korea on December 4, 1950 (Photo: <http://www.cnn.com/>)



The growing force of franchising

More veterans go entrepreneurial



veterans are **2x more likely** to own a business than nonveterans³

The right stuff

Military training makes veterans well-suited for small business ownership, particularly of franchises⁴



- Experienced in leadership**
Know how to motivate people to achieve organizational goals
- Team focused**
Understand one is in business "for oneself," not "by oneself"
- Mission oriented**
Are able to use planning and processes to accomplish defined objectives
- By the book**
Execute systems and follow procedures precisely
- Pro training**
Are willing to follow franchisor's proven business model and complete all training

On course for success



GROWING DEMAND

More Fortune 1000 companies are earmarking a percentage of annual budget for veteran-owned suppliers⁵

100 (2007) to **400** (2016)

66,5+ veteran-owned franchises in the U.S.⁶

GROWING THE ECONOMY

815,000 jobs generated for Americans by veteran-owned franchises

\$41BN+ added each year to GDP by veteran-owned franchises

Four steps before you sign up

Interested in owning a franchise? Do this drill to make sure it's right for you.

ASK OTHER VETERAN OWNERS ABOUT THEIR EXPERIENCES.



Seek opportunities that align with your top goals and values, such as passion for product, financial rewards, independence, and so on.

LEARN MORE ABOUT FRANCHISES AND HOW THEY DIFFER FROM NONFRANCHISE BUSINESS OWNERSHIP.



Thoroughly research the franchise track record, disclosure document, and all that is expected of the franchisor and franchisee.

#SageServingHeroes

www.sage.com

Sources:

- 2012 US Census data
- National Veteran-Owned Businesses Association, NaVOBA
- http://vets.syr.edu/wp-content/uploads/2014/07/TheBusinessCase7.14.pdf
- http://www.vetfran.com/wp-content/uploads/2014/07/VetFran-FAQ-7.16.142.pdf
- National Veteran-Owned Businesses Association, NaVOBA
- Recent study conducted for the International Franchise Association Educational Foundation based on U.S. Census data

In collaboration with:



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The origins of Memorial Day go way back

With temperatures creeping up ever higher, all my little brain can think about is camping out on a roof somewhere with friends, soaking up the early summer sun with a cold drink and a few season-appropriate snacks. Seriously, when is Memorial Day? It's not like I spend all of spring looking forward to a random Monday off at the end of May or anything but... well, just kidding. That's exactly what I do.

Spring and summer holidays are the best, but spring and summer holidays that allow you to stay home from work are, quite frankly, the thing that keeps Earth running smoothly. Memorial Day is probably something that's definitely on your radar, but because it doesn't fall on the same calendar date every single year, it can be hard to keep track of. As a rule, Memorial Day is celebrated on the last Monday of May, meaning Memorial Day is May 30 this year. It's a well-deserved day off to spend hitting up barbecues, venturing to the beach, and ushering in summer, but it's also important to keep in mind the true reason the holiday exists in the first place. Memorial Day became an official national holiday in 1971 as a way to commemorate the lives and sacrifice of people who have died fighting for our country.

There are countless ways to observe the unofficial beginning of summer. Here are four facts to get you started.

Although Memorial Day didn't become an official holiday until 1971, the tradition of decorating the graves of loved ones lost in battle has deep roots in American history. The practice became especially popular following the Civil War, when "decorating" ceremonies were held across the country during the summer. Commander of the Grand Army of the Republic General John

A. Logan requested that Memorial Day become a holiday in 1868, though at the time it was called Decoration Day

We celebrate Memorial Day on Monday for a reason

You can thank the Uniform Monday Holiday Act for this. General Logan had originally called for Memorial Day to be celebrated on May 30, but thanks to the 1968 Uniform Monday Holiday Act, it was decided that Memorial Day would be observed the last Monday in May, regardless of calendar date.

We're supposed to take a national moment of silence

In 2000, Congress decided to put into effect a National Moment of Remembrance at 3 p.m. During this time, Americans are supposed to pause what they're doing to reflect on the many veterans who have died fighting for our country.

Memorial Day is not the same as Veterans Day

You might be thinking duh, but many people get the two confused. Memorial Day is a day that's meant to remember those veterans who have died in service. Veterans Day, which is celebrated Nov. 11, is a federal holiday that pays tribute to all veterans who have served in the military — not just ones who have died.

So, enjoy all the food, fun, and beautiful weather Memorial Day has to offer, but don't forget the real reason this holiday is marked on your calendar. Yes, it's a day off, but it's also an opportunity to give thanks to those who offered us the ultimate sacrifice.

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

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 2502J (ID No. FCE16104) DIAMOND HEIGHTS BOULEVARD PAVEMENT RENOVATION AND WATER MAIN REPLACEMENT

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on June 15, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfdpw.org/biddocs. Please visit the Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Diamond Height Blvd from Portola Drive to Sussex Street in San Francisco, California and consists of demolition, pavement renovation, water main replacement, drainage work, construction of sidewalk, curb ramp, pedestrian guardrail and retaining wall, traffic routing, and all associated work. The time allowed for completion is 360 consecutive calendar days. The Engineer's estimate is approximately \$3,000,000. For more information, contact the Project Manager, Ramon Kong at (415) 558-8280.

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

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

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

This Contract requires pre-qualification by the City for the Bidder or Bidder's subcontractor to perform the water work. Only Bidders or Bidders with subcontractors who have successfully completed the pre-qualification process for the applicable category of Work, as posted at <http://sfwater.org/pre-qualify> and active on list at time of Bid Opening, are allowed to submit Bids for this Contract. The applicable pre-qualification category for this Contract is: Local Water Projects - Small (<48") Water Pipelines.

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

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

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **25%**. Call Lupe Arreola at 415-558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%.

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

A pre-bid conference will be held on June 2, 2016; 1:30 p.m., at 1680 Mission Street, 3rd Floor.

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

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

Class "A" license required to bid.

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

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

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

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

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

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

5/26/16
CNS-2884113#
SMALL BUSINESS EXCHANGE



California State Lottery Request for Proposal #50055 Financial Research and Consulting Services

The California State Lottery (Lottery) is inviting responses from qualified firms of Certified Public Accountants (CPAs) in California for RFP #50055 Financial Research and Consulting Services. The services will include providing technical advice and analysis, as well as recommendations on financial accounting matters and enhancements to the Lottery's existing workflows, processes, and practices. The term of this contract is for three years, with possible extensions of up to three additional years.

The solicitation document is available for download exclusively on the Lottery's website www.calottery.com under Vendor.

CNS-2884013#



CONCESSION OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is commencing the Request for Proposals (RFP) process for the Terminal 3 Boarding Area F and Terminal 1 Boarding Area C Food and Beverage Concession Leases. The RFP includes 8 leases covering eight locations in Terminals 1 and 3.

Staff invites you to attend an Informational Conference scheduled for Wednesday, June 8, 2016, at 10:00 a.m. in the Aviation Museum, located adjacent to the security checkpoint for Boarding Area A in the International Terminal Building. Small and local businesses are encouraged to participate.

Information is available on our website at www.flysfo.com/business-at-sfo/current-opportunities or by calling Mr. Matthew McCormick, Senior Principal Property Manager, Revenue Development and Management at (650) 821-4500.

CNS-2884960#

Yerba Buena Island - in San Francisco

Treasure Island Community Development is requesting qualified, interested construction firms to respond to a public request for **Interim Grading Construction services for Water Tank Area on Yerba Buena Island.**

For more information, please visit: <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10892>

Treasure Island Development Authority (TIDA) has established the 41% Small Business Enterprise (SBE)

Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting:
May 24, 2016 @ 10:00 AM

Casa de la Vista-Treasure Island
191 Avenue of Palms
San Francisco, CA 94130

Proposals must be submitted by
June 9, 2016 @ 2:00 PM (PST).

SMALL BUSINESS EXCHANGE

CALIFORNIA SUB-BID REQUEST ADS

DESILVA GATES CONSTRUCTION

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

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

**SACRAMENTO INTERNATIONAL AIRPORT
EAST TAXIWAYS IMPROVEMENTS**
Contract No. 4325, AIP No. 3-06-0204-56

OWNER:
COUNTY OF SACRAMENTO
INTERNAL SERVICES CONTRACT &
PURCHASING SERVICES DIVISION
9660 Ecology Lane, Sacramento, CA 95827
BID DATE: JUNE 2, 2016 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to: **CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, PCC PAVING, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, P-154 SUBBASE MATERIAL, P-209 CRUSHED AGGREGATE BASE MATERIAL, AND P-401 ASPHALT CONCRETE 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:17pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is 17pa55wd) or from the Owner.

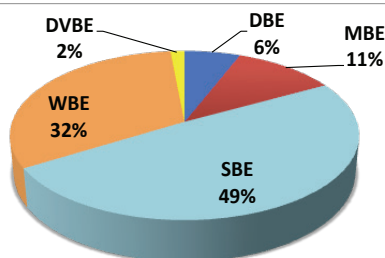
Fax your bid to (925) 803-4263 to the attention of Estimator Steve Lippis. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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/SB-TRCs). 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.

Visit Small Business
Exchange at
www.sbeinc.com
to download the latest
**SBE Newspaper and
E-Newsletter**

1984 **32** Years 2016



AUDIENCE PROFILE
Small Business Exchange, Inc.
Whether You're a Small Business Looking for
Opportunities, or a Prime or
Agency Seeking Small Businesses
The Small Business Exchange
has the resources you need to succeed.

ABLE: Asian Black Latino Enterprises

Making Asian American and Pacific Islander Heritage Month Count

By Chris Lu and Heidi Shierholz

African-Americans served in all combat and combat service elements during the Korean War and were involved in all major combat operations, including the advance of United Nations Forces to the Chinese border. In June 1950, almost 100,000 African-Americans were on active duty in the U.S. armed forces, equaling about 8 percent of total manpower. By the end of the war, probably more than 600,000 African-Americans had served in the military.

Changes in the United States, the growth of black political power and the U.S. Defense Department's realization that African-Americans were being underutilized because of racial prejudice led to new opportunities for African-Americans serving in the Korean War. In October 1951, the all-black 24th Infantry Regiment, a unit established in 1869, which had served during the Spanish-American War, World War I, World War II and the beginning of the Korean War, was disbanded, essentially ending segregation in the U.S. Army. In the last two years of the Korean War throughout the services, hundreds of blacks held command positions, were posted to elite units such as combat aviation and served in a variety of technical military specialties. Additionally, more blacks than may have done so in a segregated military, chose to stay in the armed forces after the war because of the improved social environment, financial benefits, educational opportunities and promotion potential.

Distinguished Service

African-American servicemen distinguished themselves in combat during the ground battles with the North Korean Army and in the air war over Korea. On July 21, 1950, a battalion combat team commanded by Lieutenant Colonel Samuel Pierce Jr., composed of three infantry companies and an engineer company, recaptured Yech'on.

The action, which received national attention in the United States, was considered the first significant successful offensive operation by the U.S. Army in the war. Captain Charles Bussey, commander of the engineer company, was awarded the Silver Star for having prevented a flanking operation by a North Korean battalion during the battle. While substantial progress has been made, there is still a great deal left to do, particularly when it comes to disaggregating data below the AAPI and Asian levels. Updating the detailed tables and charts in our prior special reports will help address these needs by providing critical information about how Asian Indian, Chinese, Filipino, Japanese, Korean, Vietnamese, Other Asian, and Native Hawaiian/Pacific Islander workers are faring in labor market. These tables and charts will provide information on each subgroup's unemployment rates, labor force participation rates, and long-term unemployment rates, with additional breakdowns by gender and educational attainment included where possible. Disaggregating the data in this way allows us to identify disparities, which in turn enables us to better target policy solutions to the AAPI community.

For example, the charts featured here – versions of which will be included among the updated tables and charts released this summer – illustrate how looking at AAPIs as a single group

can produce misleading conclusions. The first chart shows that while AAPIs as a whole have the lowest unemployment rate among the major racial/ethnic groups, Native Hawaiians/Pacific Islanders have an unemployment rate closer to that of Hispanics than to those of other AAPI communities.

Similarly, when looking at the labor force participation rates contained in the second chart, we can see that while AAPIs may have

the second-highest participation rate among the major racial/ethnic groups, the participation rates of Japanese, Korean, and Chinese workers fall below those of all of the major racial/ethnic groups.

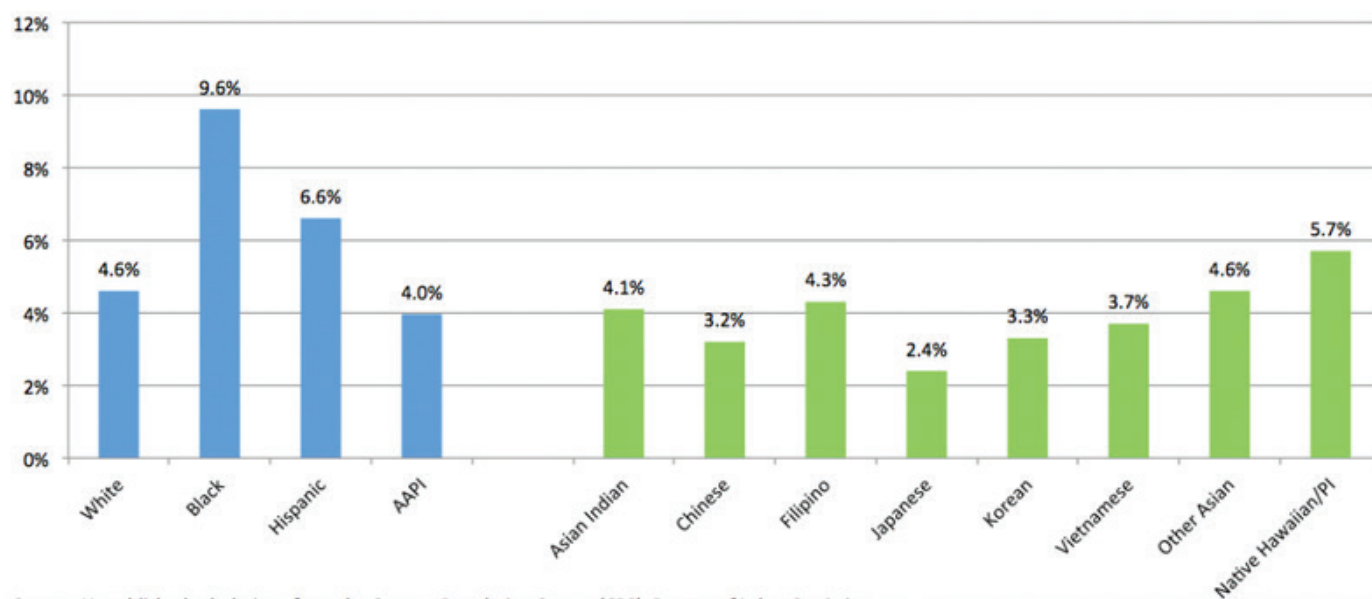
Breaking down data in this way, which will hopefully become increasingly common, has the potential to greatly enhance the effectiveness of government and improve outcomes among the diverse groups government serves. We are proud

to be contributing to these efforts, and are excited to release even more disaggregated AAPI data this summer.

Chris Lu is the deputy secretary of labor and Heidi Shierholz is the department's chief economist.

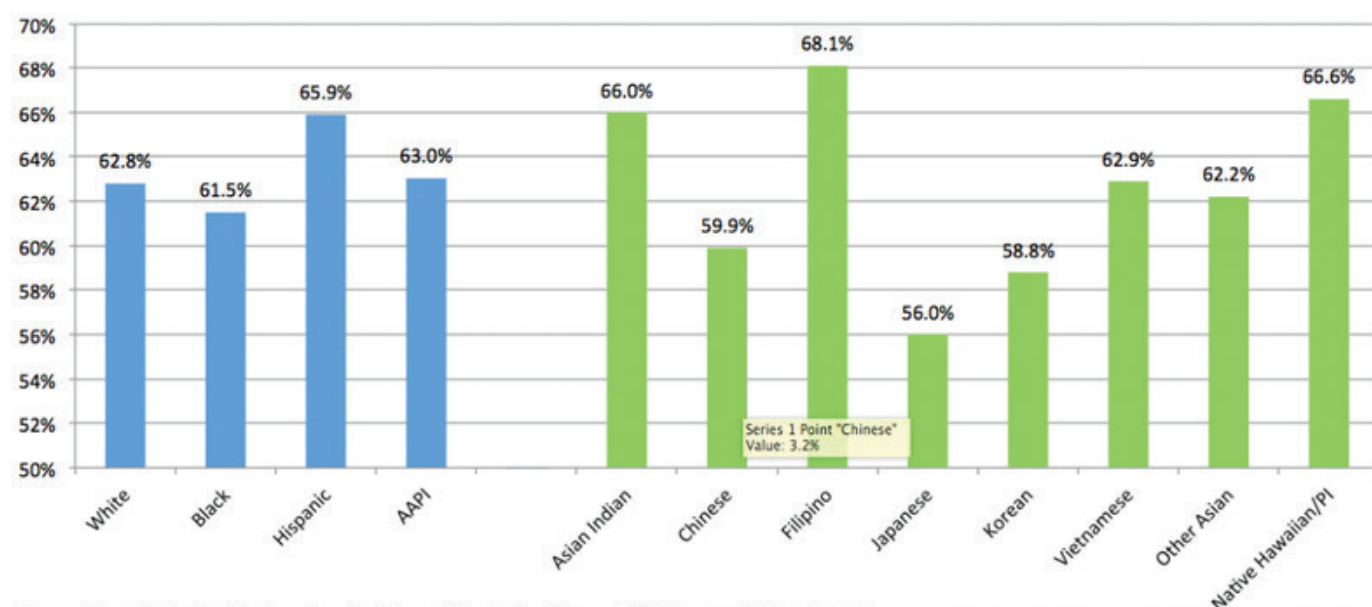
Source: <http://blog.dol.gov/2016/05/11/making-asian-american-and-pacific-islander-heritage-month-count/>

Unemployment Rates (2015 Annual Averages)



Source: Unpublished tabulations from the Current Population Survey (CPS), Bureau of Labor Statistics.

Labor Force Participation Rates (2015 Annual Averages)



Source: Unpublished tabulations from the Current Population Survey (CPS), Bureau of Labor Statistics.

Business Facts

Businesses owned by women, minorities lag in revenue share

By Drew DeSilver

Women, blacks, Asians and Hispanics have built up substantial positions as business owners in several sectors of the U.S. economy. But based on revenue, those businesses are on average considerably smaller than white- or male-owned firms, according to a Pew Research Center analysis of recently released data from the U.S. Census Bureau.

Overall, men owned more than half of the nation's 27.6 million firms in 2012, according to preliminary results from the Survey of Business Owners, and women owned more than 9.9 million businesses, about 36% of the total. The remaining 10% of firms were either jointly owned by men and women or could not be categorized by gender because they were publicly traded companies or have large, diverse ownership groups.

The data for the Census Bureau's twice-a-decade survey includes all firms — incorporated or not, with and without paid employees — with receipts of \$1,000 or more in 2012. A handful of firm types are excluded, including farms, railroads, funds and trusts, churches, foundations, civic groups and professional organization, the Postal Service and the Federal Reserve. About two-thirds of the 1.75 million businesses in the survey sample responded.

Women-owned firms made up sizable shares of some industries. For example, more than half of all firms in the health care/social assistance and educational services industries were owned by women in 2012. Women also owned more than half of the businesses in the miscellaneous "other services" category.

But women-owned firms didn't earn a proportionate share of industry revenues. (The analysis is complicated by the fact that well over half of all business revenues go to a relatively small number of publicly held companies and other firms that aren't classifiable by gender, race or ethnicity. For that reason, the sales comparisons that follow refer only to the 27.5 million firms that are classifiable in those ways.)

The combined sales of all women-owned firms in the country, for instance, were \$1.6 trillion in 2012 — 11.3% of the \$14.3 trillion in total receipts reported that year by all classifiable firms. Male-owned firms had 79.2% of total classifiable sales; those whose ownership was equally male and female had 9.5%.

Although 64.5% of classifiable health care and social assistance firms were owned by women in 2012, those firms received just 19.9% of that industry's \$703.5 billion in total classifiable revenues. Among classifiable educational-services firms, 56.9% were women-owned but they took in only 28.1% of the industry's classifiable revenues. Mining, quarrying and oil and gas extraction stood out among the major industry groups: Women-owned businesses in that industry had a greater share of classifiable revenues (18.8%) than they represented as a share of all classifiable firms (17.7%).

Overall, about 29% of firms (nearly 8 million) were owned by blacks or Asians. About 12% were owned by Hispanics, who can be of any race.

Sales at minority-owned businesses as a group totaled nearly \$1.6 trillion in 2012, or 10.9% of all classifiable revenues. About half of those sales went to Asian-owned firms, who accounted for 5.5% of classifiable sales and 7.1% of classifiable businesses. The 12.1% of classifiable businesses with Hispanic ownership received only 3.6% of classifiable sales, or \$517.4 billion.

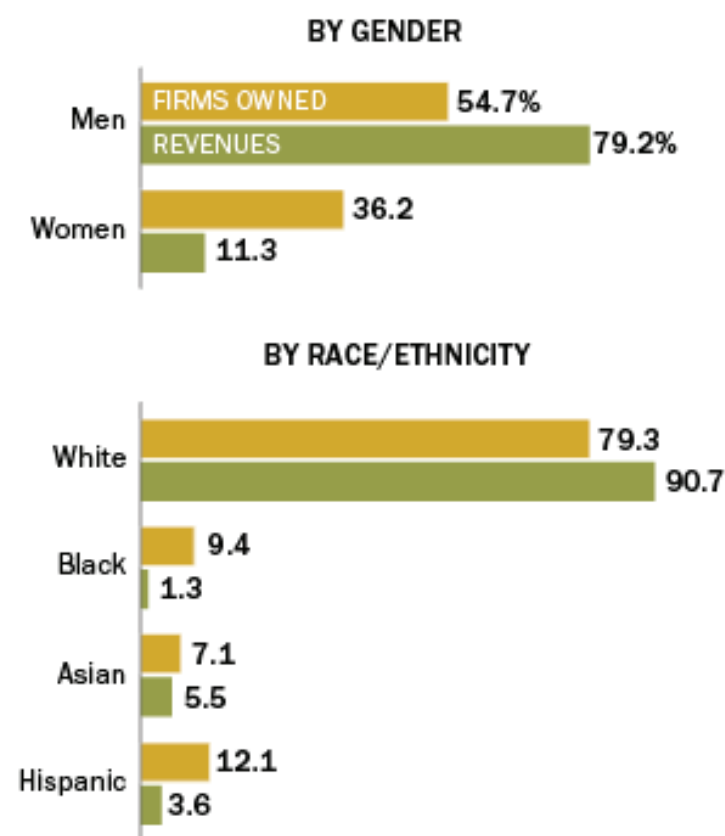
The data show that some sectors more than others have a significant share of minority-owned firms. Nearly a fifth of health care/social assistance businesses and about 15% of transportation/warehousing businesses were owned by blacks. Asian Americans owned about 19% of firms in the accommodation and food services industry. (Note: The SBO defines "ownership" as having 51% or more of the stock or equity in the business. Also, all findings are based on preliminary data and may change when the Census Bureau releases final data in December.)

Fewer than one-in-five of all firms (19.6%) had paid employees in 2012, and those that did were considerably larger (averaging nearly \$6 million in annual sales, versus less than \$48,000 for firms with no paid employees). Among firms with employees, women-owned firms employed fewer people on average than male-owned firms (8.5 versus 13.5); minority-owned firms had smaller payrolls (8.4 employees on average) than non-minority-owned firms (12.6 employees).

Source: <http://www.pewresearch.org>

Businesses Owned by Women, Minorities Lag in Share of Revenue

Share of ...



Note: Among those firms whose ownership can be classified by gender and race/ethnicity. Hispanics can be of any race; white, black and Asian figures include Hispanics.

Source: Pew Research Center analysis of preliminary results from Census Bureau's 2012 Survey of Business Owners.

PEW RESEARCH CENTER

10 Fun and Surprising Small Business Facts

By Justin Narayan

Large corporations and industrial giants are often looked upon as the driving force for a strong economy, but many seem to forget the power of small business. Though large corporations are the ones who usually get the fame and recognition, it's really the small businesses who are top dog in our economy. They are innovative, creative, and provide new opportunities to help push the economy forward. Small businesses are responsible for employing about 70% of the countries work force, creating hundreds of patents, and much more. Small businesses contribute more than their fair share, but at times don't get the recognition they deserve for being such a driving force in our economy.

Check out these fun small business facts that may surprise and show you just how important small businesses are to us:

1. There are 28 million small businesses just in the U.S. alone! They outnumber corporations by 1162 to 1.
2. 70% of all small businesses are owned and operated by a single person!
3. It takes just 6 days to start a business in the US, compared to a whopping 38 days in China!

Take a look at how long it takes in other countries around the world:

- New Zealand - 1 day
- Singapore - 3 days

- Saudi Arabia - 5 days
- UK & Ireland - 13 days
- India - 30 days

4. An astonishing 77 million people make up United States small business workforce. If those 77 million people were to create and live in their own country, it would be the 17th most populous country in the world.
5. Small businesses create about 13x more patents per employee than large patenting companies!
6. 70% of small businesses stay in business for at least 2 years and 50% stay open for more than 5 years.

7. Only 2% of small businesses are franchises and most (54%) are home-based businesses. The rest (44%) own, rent, or lease space for their business.

8. Small businesses make up 97% of exporters and produce 29% of all export value!

9. Approximately 543,000 new businesses get started each month. Business who have employees shut down more than start up each month.

10. Small businesses have generated 60-80% of all new jobs since 1995 and currently pay about 44% of the countries payroll!

Source: www.dynadot.com

Exporting

Commerce Department Releases Reports Ranking Top Export Markets

U.S. Secretary of Commerce Penny Pritzker today released the second set of Top Markets Reports that provides the latest assessment of export opportunities for U.S. companies in 19 sectors. As part of the International Trade Administration's (ITA) Top Markets Series launched in 2015, the report ranks future export markets within a particular industry, delivering in-depth commentary on key opportunities, trends, and challenges facing U.S. companies looking to expand their businesses and export globally.

"The Department of Commerce is committed to providing exporters with unique, data-driven market intelligence needed to increase their competitiveness in the global economy," said Secretary Pritzker. "By combining data with our specialized industry knowledge in more than 75 international markets, we have created an important resource to help businesses increase exports, grow our economy, and create American jobs."

The 2016 Top Markets Reports provide updated country rankings and analysis reflecting the latest industry, trade policy, and global economic developments. This year, the series includes seven

new reports for industries including franchising, manufacturing technology, and pharmaceuticals. Each report ranks future export opportunities within a particular industry based on a sector-specific methodology. Twelve of the reports have been updated to provide the most up-to-date analysis and insights from our experts, as well as incorporate information about how key developments in 2015 affect opportunities for U.S. exporters.

From medical devices exports to financial technologies, to automotive parts, cloud computing, and smart grid, the Top Markets Reports include an overview of the industry, the global landscape, country case studies and sector snapshots. The reports' lead authors are members of ITA's Industry & Analysis team, which provides unique sector expertise for export promotion, trade policy, and foreign direct investment strategies that strengthen the global competitiveness of U.S. businesses. The reports combine the unique expertise of ITA's sector leads with economic data and the views of ITA's staff stationed around the world.

"The Top Markets Reports have become a signature product through which ITA's Industry &

Analysis team can deliver its sector-specific expertise to help U.S. businesses better understand export opportunities," said Assistant Secretary of Commerce for Industry and Analysis Marcus D. Jadotte. "We are pleased to be able to provide updated analysis, insights, and case studies with our 2016 reports, as well as expand our reach by offering seven new reports. The Top Markets series features reports that are designed to help U.S. exporters compare markets across borders, using market intelligence and data to inform decision-making."

Reports found in this year's Top Markets Series are:

- Aircraft Parts
- Automotive Parts
- Building Products and Sustainable Construction
- Civil Nuclear
- Cloud Computing
- Cold Chain
- Construction Equipment

- Education
- Financial Technologies
- Franchising
- Industrial Automation
- Manufacturing Technology
- Medical Devices
- Oil and Gas Equipment
- Pharmaceuticals
- Recreational Transportation
- Renewable Energy
- Smart Grid
- Technical Textiles

To download a full report or view individual case studies within each report, visit <http://www.trade.gov/topmarkets>. Additional 2016 Top Markets Reports will be made available later this year.

Source: www.commerce.gov

SUB-BID REQUESTS CALIFORNIA



McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Brad Rigg

Sub Bids Requested From Qualified MBE, WBE, DBE Subcontractors & Suppliers for
East Bay Municipal Utility District - Carisbrook Reservoir & Skyline Pumping Plant Replacements
Location: Oakland, Alameda County • Project No. 2085

Bid Date: June 15, 2016 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: Chainlink fencing, hydroseed, shotcrete/precast concrete, reinforcing steel, masonry, misc. metals, structural steel, roofing, waterproofing, sheet metal, joint sealants, painting, drywall, doors & hardware, bridge crane, HVAC, and electrical/instrumentation.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

An Equal Opportunity Employer



Project Name: 626 Mission Bay Boulevard North Bid Request DIV 1-33
(Formerly known as "1300 Fourth St.")

Location: San Francisco, California

Bid Date: June 24, 2016 @ 5:00 PM

Pre-Bid Conference: June 8, 2016 @ 10am

Location: 1000 Brannan Street Suite 102, San Francisco, CA 94103

Nibbi Brothers has been selected as the General Contractor for the 626 Mission Bay Boulevard North (previously known as "1300 Fourth St.") housing project in San Francisco's Mission Bay District. We are in receipt of the Bid Set of documents and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for Divisions 1 through 33. Please note Fire Sprinklers, Indicator Piles and Solar Hot Water have previously been bid. Office of Community Investment and Infrastructure (OCII) has established subcontracting and supplier participation goal for this project at 50% with first consideration for San Francisco-based LBEs, MBEs, WBEs and SBEs.

Labor Requirements: CA Prevailing Wages

To obtain bid and contract documents through Building Connected, email Ara Anderson, araa@nibbi.com in the Precon & Estimating Department.

For specific questions regarding this project, please email Paris Paraskeva, Senior Estimator, parisp@nibbi.com.



Kiewit

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

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Micro Small Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Lower Silver Creek Flood Protection and Creek Restoration Project at the Dobern Bridge Crossing in San Jose, CA.

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

Subcontractors and Suppliers for the following project:

Lower Silver Creek Flood Protection and Creek Restoration at the Dobern Bridge Crossing Project

Project No. 40264008

Contract No. C0618

Owner: Santa Clara Valley Water District

Bid Date: June 8, 2016 @ 2:00 P.M.

Small Business Enterprises and Micro (SBEs)

wanted for the following scopes, including, but not limited to: AC Paving, Aggregates, Minor Concrete, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Cast in Place Concrete, CIDH/Soldier Beam & Lagging, Clear & Grub, Dewatering, Earthwork, Electrical, Environmental Assessment, Erosion Control, Fencing, Landscaping, Metals, Noise & Vibration Monitoring, Pipe Supply, Potholing, Quality Control, Retaining Walls, Shoring, Slope Protection, Street Sweeping, SWPPP, Site Monitoring, Site Security, Site Safety & Health Plan, Soil Testing, Land Surveying, Temp Facilities, Traffic Control Trucking & Hauling, Utilities, Vibration Monitoring, Water Truck.

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

Subcontractor and Supplier Scopes are due June 3, 2016 and Quotes NO LATER THAN June 7, 2016 at 5 PM.

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

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

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

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

An Equal Opportunity Employer

CA Lic. 433176

DIR # 100001147

Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370741-00

Fictitious Business Name(s):

Chapel by the Sea
Address
3434 17th Street,
San Francisco, CA 94110
Full Name of Registrant #1
**Duggan's Funeral Service,
a California Corporation**
Address of Registrant #1
3434 17th Street,
San Francisco, CA 94110

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/11/2006**

Signed: **Steven J. Welch**

This statement was filed with the County Clerk of San Francisco County on **4/29/2016**.

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

Filed: **Fallon Lim**
Deputy County Clerk
4/29/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370740-00

Fictitious Business Name(s):

College Chapel Mortuary
Address
3434 17th Street,
San Francisco, CA 94110
Full Name of Registrant #1
**Duggan's Funeral Service,
a California Corporation**
Address of Registrant #1
3434 17th Street,
San Francisco, CA 94110

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/26/2002**

Signed: **Steven J. Welch**

This statement was filed with the County Clerk of San Francisco County on **4/29/2016**.

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

Filed: **Fallon Lim**
Deputy County Clerk
4/29/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370756-00

Fictitious Business Name(s):

IMPACTO PENTECOSTES
Address
2 Sadowa Street, San Francisco, CA 94112
Full Name of Registrant #1
Jose Alberto Corado
Address of Registrant #1
14 Naglee Street, San Francisco, CA 94112

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/16/2016**

Signed: **Jose Alberto Corado**

This statement was filed with the County Clerk of San Francisco County on **5/2/2016**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
5/2/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370767-00

Fictitious Business Name(s):

La Loma Produce #8
Address
2840 Mission Street, San Francisco, CA 94110
Full Name of Registrant #1
Arturo Martinez
Address of Registrant #1
17 Amberwood Cir., South San Francisco, CA 94080

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/3/2016**

Signed: **Arturo Martinez**

This statement was filed with the County Clerk of San Francisco County on **5/6/2016**.

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

Filed: **Sonya Yi**
Deputy County Clerk
5/3/2016

5/12/16 + 5/19/16 + 5/26/16 + 6/2/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370918-00

Fictitious Business Name(s):

Norden Living
Address
101 Fairmount Street,
San Francisco, CA 94131
Full Name of Registrant #1
Terje Arnesen
Address of Registrant #1
1256 Bush Street #2,
San Francisco, CA 94104
Full Name of Registrant #2
Christopher Sharpe
Address of Registrant #2
101 Fairmount Street,
San Francisco, CA 94131

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/12/2016**

Signed: **Jennifer Wong**

This statement was filed with the County Clerk of San Francisco County on **5/12/2016**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
5/12/2016

5/26/16 + 6/02/16 + 6/09/16 + 6/16/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370739-00

Fictitious Business Name(s):

The Duggan Welch Family
Address
3434 17th Street, San Francisco, CA 94110
Full Name of Registrant #1
**Duggan's Funeral Service,
a California Corporation**
Address of Registrant #1
3434 17th Street, San Francisco, CA 94110

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/1/1974**

Signed: **Steven J. Welch**

This statement was filed with the County Clerk of San Francisco County on **4/29/2016**.

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

Filed: **Fallon Lim**
Deputy County Clerk
4/29/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370623-00

Fictitious Business Name(s):

Visioneer Financial
Address
4221 Mission Street,
San Francisco, CA 94112
Full Name of Registrant #1
Monica A. Tracht
Address of Registrant #1
863 Bellevue Avenue,
Daly City, CA 94014

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/25/2016**

Signed: **Monica A. Tracht**

This statement was filed with the County Clerk of San Francisco County on **4/25/2016**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
4/29/2016

5/12/16 + 5/19/16 + 5/26/16 + 6/2/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370831-00

Fictitious Business Name(s):

Whole Wines Trade
Address
138 Sanchez Street,
San Francisco, CA 94114
Full Name of Registrant #1
Canela Gourmet Inc. (CA)
Address of Registrant #1
138 Sanchez Street,
San Francisco, CA 94114

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

Signed: **Francisco J. Cifuentes**

This statement was filed with the County Clerk of San Francisco County on **5/6/2016**.

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

Filed: **Susanna Chin**
Deputy County Clerk
5/6/2016

5/12/16 + 5/19/16 + 5/26/16 + 6/2/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370756-00

Fictitious Business Name(s):

Yindeli Shiatsu
Address
3446 Balboa Street,
San Francisco, CA 94121
Full Name of Registrant #1
Yu Guo Xian
Address of Registrant #1
44 Lucy Street,
San Francisco, CA 94124

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

Signed: **Yu Guo Xian**

This statement was filed with the County Clerk of San Francisco County on **4/29/2016**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
4/29/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370401-00

Fictitious Business Name(s):

Roots and Stems San Francisco
Address
313 Noriega Street, San Francisco, CA 94122
Full Name of Registrant #1
Anastasia Sonkin
Address of Registrant #1
313 Noriega Street, San Francisco, CA 94122

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

Signed: **Anastasia Sonkin**

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0370546-00

Fictitious Business Name(s):

Sweet Candles and Gifts
Address
835 Junipero Serra Blvd., San Francisco, CA 94127
Full Name of Registrant #1
Catherine Cheng
Address of Registrant #1
835 Junipero Serra Blvd., San Francisco, CA 94127

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

Signed: **Catherine Cheng**

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

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

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

File No. 0364644-00

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

1.) Yindeli Shiatsu
Located at **3446 Balboa Street, San Francisco, CA 94121**

This fictitious business name was filed in the County of San Francisco on **5/4/2015** under file **0364644-00**.

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

Full Name of Registrant #1
Chen Xiao Wen
778 40th Avenue, San Francisco, CA 94121

This business was conducted by a **AN INDIVIDUAL**
Signed: **Chen Xiao Wen**

This statement was filed with the County Clerk of San Francisco County on **4/29/2016**

Filed: **Sonya Yi**
Deputy County Clerk
4/29/2016

5/5/16 + 5/12/16 + 5/19/16 + 5/26/16



Access to Capital



VEDC and JPMorgan Chase Announce Loan Fund for African American-Owned Small Businesses

VEDC and JPMorgan Chase & Co. today announced a new lending program for African American-owned small businesses in New York City, Chicago and Los Angeles. The National African American Small Business Loan Fund will boost economic opportunity for minority-owned businesses in these cities and help them serve low-income communities by providing them with greater access to capital, technical assistance and financial consulting. JPMorgan Chase Foundation has contributed a \$3 million grant to help VEDC reach its goal of creating a \$30 million loan fund.

Facilitated by VEDC, a California 501(c)3 Community Development Financial Institution (CDFI), this new Fund will provide financing for businesses across all industries. By providing the initial \$3 million grant to seed the Fund, JPMorgan Chase is helping VEDC support small businesses that are a critical source of jobs and economic opportunity in their neighborhoods, but may be credit-impaired and unable to qualify for traditional capital. Without access to sustainable financing, these businesses may miss a growth opportunity or risk closing their operations.

“As a direct small business lender and a leading intermediary of SBA loan programs, VEDC has a 39-year track record of providing business services to small businesses in low-and middle-income communities and especially in communities of color,” said Robert Barragan, President and CEO, VEDC. “Approximately 20 percent of our existing portfolio serves the African American community. With JPMorgan Chase’s seed funding, we look forward to helping more small businesses in our effort to further narrow the lending gap.”

Currently, there are 268,000 African American-owned small businesses in New York, Chicago and Los Angeles – making them among the top cities for African American-owned small businesses. With ownership of approximately 1.9 million, 7 percent of small businesses nationwide, African Americans are the fastest



growing segment of small business owners. However, business loans to African American entrepreneurs have yet to rebound since the economic downturn in 2008.

To address this need, the National African American Small Business Loan Fund will provide short and long-term loans. Loan sizes will vary, but the average loan will range from \$35,000 to \$250,000. The JPMorgan Chase grant will allow the National African American Small Business Loan Fund to provide loans and technical assistance and establish a loan loss reserve. This reserve will allow VEDC to expand its lending criteria to New York, Chicago and Los Angeles small businesses that traditionally did not qualify for a loan.

“African American small business owners have identified flexible capital as a critical resource for growth, but they face a shortage of this kind of support,” said Janis Bowdler, Head of Community Development for Global Philanthropy, JPMorgan

Chase. “CDFIs like VEDC provide small businesses with the consulting and financing they need to grow their operations and often serve as a bridge to traditional bank loans down the road. We’re proud to partner with VEDC on this new fund, which will increase access to the capital and assistance that African American entrepreneurs need most.”

Businesses receiving financing will be able to use the capital to expand, finance equipment, address short-term cash flow needs and provide contractor lines of credit. The Fund will also provide small business loan recipients with technical assistance such as networking, marketing, business plan development and financial consulting. Eligible small businesses must be majority-owned by African Americans.

Notable Statements of Support

“This new lending program will be another critical piece in our ongoing efforts to promote

small business development and entrepreneurship in all Chicago communities, and particularly those that have traditionally lacked access to capital,” said Chicago Mayor Rahm Emanuel. “By investing in Chicago’s minority-owned businesses, VEDC and JPMorgan Chase are showing the power of the private sector to help cities tackle some of our biggest challenges.”

“African American-owned small businesses are vital economic engines in Los Angeles, and when they are empowered, our communities have new doors open to them — opportunities that they both need and deserve,” said Los Angeles Mayor Eric Garcetti. “We expect great things from this fund, and thank VEDC and JPMorgan Chase for their commitment to addressing this great need.”

“These small businesses are the heart of our neighborhoods,” said New York City Mayor Bill de Blasio. “They put people to work and create opportunity for families to make their way up the economic ladder. We are excited to partner with JPMorgan Chase and our fellow cities to support and grow African-American small businesses.”

“We know that mission lenders hold the key in providing a sustainable source of capital to minority borrowers and those that have been left out of the economic mainstream,” said Grady Hedgespeth, Director of U.S. Small Business Administration Office of Economic Opportunity.

This new fund complements the recently launched Detroit Minority Business Loan Fund— a \$6.5 million loan fund for Detroit’s minority-owned small businesses – announced last month by Detroit Development Fund, JPMorgan Chase and W.K. Kellogg Foundation. Detroit is the fourth largest U.S. city for the number of minority-owned businesses.

Source: <http://vedc.org>

5 Tips to Getting Small Business Financing

By Michael Lockwood

It’s no secret that small businesses can have a hard time getting financing. So before you approach lenders, make sure you ask yourself: how can I maximize my chances of getting credit approval?

Here are five simple things you can do to up the odds of getting your funding approved.

1. Demonstrate that your business generates steady cash flow.

Cash is still king and is also a key predictor of a business’ health and prospects for the future. By being able to demonstrate you have ample and/or steady cash flow, you are ensuring to potential financiers that you have plenty of money to pay creditors, employees and others on time. Make sure to be clear and show your financier what predictable

cash flow you have coming in. Demonstrate this by being ready to provide financials statements, tax returns, and bank statements. These documents provide the financier with a historical perspective of the performance and liquidity of the business. Anticipate questions about fluctuations in cash flow: if cash flow dipped because of the recession or the loss of a customer, provide an explanation in advance.

2. Maintain a manageable debt load.

Debt load is the amount of debt that is carried on your balance sheet. You need to be able to demonstrate you can not only handle your current debt load but also the additional debt repayment your proposed financing will cause. If you want to incur the debt for expanding your business be prepared to demonstrate why this additional debt will be beneficial. For example, show how the added liquidity will be used, and forecast the additional

revenue that will be derived as a result of the infusion of cash. The use of proceeds from the loan is a critical point of information for the financier.

3. Sustain a positive payment history.

One of the most important factors for any financier to weigh is a business’ payment history. A financier needs to see that a business has a record of paying down debt, and on time. A financier may have obtained a third party credit report on your business, such as a Dun & Bradstreet report. Ask to see the report to verify that it is accurate. The report may not mention your significant trade partners and other lenders who would provide a good reference, and confirm your good payment history. You can demonstrate this by providing these references, and be sure to include the contact information for the person you deal with at your bank, trade supplier, etc.

4. Prove business judgment.

Potential lenders want to be assured that you anticipate potential challenges and have a plan in place as to how to address these challenges. Furthermore, lenders are also interested to see that you have the management in place necessary to overcome any obstacles that might come your way. If possible, have a business plan that you can show financiers. The business plan should contain a forecast for your business with at least two scenarios: how you expect your business to perform if you don’t get approved for financing, and how it will perform if you do.

5. Shop around for financing.

Don’t assume your bank or the vendor will offer the best terms. Compare rates, lease terms, fees and options and use only established financing providers.

Source: <http://articles.bplans.com>



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**

SUB-BID REQUEST ADS

TAFT ELECTRIC COMPANY
1694 EASTMAN AVENUE, VENTURA, CA 93003
Contact: Tim Herrera
Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified DBE businesses for the following project:

Hollister Avenue High Intensity Activated Crosswalk (HAWK)
Project Federal Aid #HSIPL-5481(015)
Location: Goleta, California
BID DATE: June 8, 2016 @ 2:00 PM

SEEKING: Concrete Removal, New Concrete Sidewalk, Gutter/Curb/Sidewalk Removal, New Retaining Wall, Minor Concrete, Detectable Warning Surface, Pavement Delineation, Signing and Striping.

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763
Phone: (916) 351-0457 • Fax: (916) 351-1674
Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, DBE, DVBE Subcontractors & Suppliers for:

City of Auburn
2016 WWTP Secondary Treatment Improvements Project • Project No. SP05
Location: Auburn, CA
Bid Date: June 16, 2016 @ 3:00PM

Trades Solicited:

Blasting, Painting, Pumps, SWPPP, Rebar, HVAC, Erosion Control, Misc Metal, Caulking & Sealants, SCADA, Trucking, Filter Fabric, Mortar & Masonry Grout, Hand and guard rail, Demolition, Instrumentation/Mechanical, Sluice, Slide and Flap Gates, Waterproofing, Dewatering, Paving, Precast Utility Vaults & Catch Basins, Chemical Storage Tanks, Electrical, Surveying, Steel, Ductile Iron, plastic pipe & Accessories, Concrete

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Memorial Day Thoughts

Continued from page 1

Native Americans, of all people, were not considered to be citizens. 16,000 American Indians served in the First World War and in recognition of their service were granted blanket citizenship in 1924 but it would not be ratified into law until 1948 in the west. Similarly, it did not apply to Mexican-Americans in New Mexico and Arizona because, at that time, 1870, they lived in territories that were not yet states. While legally eligible to vote in Texas and California, Mexican-Americans are still denied the vote through violence and economic retaliation. Adoption of the 15th Amendment in 1870 extends voting rights to Black males. In theory, in reality, there is massive resistance to the intent of the 15th Amendment, particularly in the Southern states, but also in the North and Midwest. Violence and economic reprisal are used to intimidate and prevent Black men from voting. 1870-1923: Asians denied citizenship. The Naturalization Act of 1870 amends the 1790 Naturalization Law to limit citizenship to "white persons and persons of African descent." Thus the ban preventing Asian and Latino immigrants from becoming naturalized citizens is continued. In 1898 the Supreme Court confirms that children of Asians who are born in the United States are automatically citizens. In response to this "yellow peril," over the fol-

lowing decades a series of "exclusion acts," such as the Chinese Exclusion Act of 1882, and "gentlemen's agreements," and court rulings are put in place to limit (or prevent altogether) any further immigration by Asians. Violence, lynching, and economic retaliation were widely used against not only African-Americans but also Indians, Latinos and Asians whether they were citizens or not.

Yet, in WW II Lt. Dan Inouye was recommended for the Medal of Honor. The MOH was awarded by President Clinton in June 2000. The MOH is the highest military decoration awarded by the U.S. Government. It is bestowed to servicemen and women who risked their lives above and beyond the call of duty during combat.

1945-1960: GIs fight for civil rights.

When Black, Latino, and American Indian GIs return from the battlefields of WWII (and later Korea), they demanded that all American citizens have the right to vote regardless of race. They had fought and died for democracy abroad, yet they cannot vote at home. (One out of every eight American GIs was an African-American; Latinos and Native-Americans also made up significant portions of the

armed forces, which for the most part were organized on a segregated basis.)

1948: State laws denying the vote to Native-Americans are overturned.

In one of the post-war period's few successful legal challenges, the Federal courts overturn the last state laws with large Native American populations (Maine, Arizona and New Mexico) that explicitly prevent Indians from voting. Violence, economic retaliation, and different kinds of legal tricks continue to be used to prevent Native-Americans from voting.

1965: Passage of Voting Rights Act.

It takes 57 days of floor-fighting and mass protests in the streets of Washington to break the filibuster by Southern Senators determined to block the Voting Rights Act. For just the second time in history, a southern filibuster on a civil-rights issue is defeated on a bitterly divided vote. The Act is passed and it outlaws voting phony "requirements".

Visit link below for the full article:

http://www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1619&pageID=25

Source: <http://aiwa.americanindiansource.com>



One of about a dozen red granite headstones of Lakota and Cheyenne who died at Little Big Horn in 1876. These have been added since 1999.