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# BUSINESS

Vol 31, Edition 10 • MAY 28, 2015

Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

# The Sorry State of U.S. Infrastructure

# Report Card for America's Infrastructure



On May 13, one day after the train derailment in Philadelphia that killed eight people and injured more than two hundred, the House Appropriations Committee voted to cut \$251 million from next year's Amtrak budget. The following day a reporter made the mistake of asking House Speaker John Boehner whether insufficient funding for Amtrak might be partly to blame for the accident. "Are you really going to ask such a stupid question?" Boehner replied. "Obviously, it's not about funding. The train was going twice the speed limit."

Boehner was only half right. Investigators did determine that the train, en route from Washington, D.C., to New York, was traveling at 106 miles per hour as it neared a curve where the speed limit is only fifty. This was likely the result of human error. But "positive train control"—an automatic breaking system that could have slowed the speeding train—was not yet operational on the section of track where the crash took place. With proper funding, it might have been. The Rail Safety Improvement Act of 2008 requires all railroads to install this technology before the end of this year, but, largely because of inadequate funding, most

are likely to miss this deadline. The National Transportation Safety Board recently concluded that, in the past decade alone, twenty-five fatal rail accidents could have been avoided if positive train control had been in place.

The United States lags far behind the rest of the developed world—and much of the developing world—in the quantity, quality, and safety of its passenger trains. Our only high-speed train, the Acela Express, travels between Washington and Boston at an average speed of about sixty-eight miles per hour. Some high-speed trains in Europe, Japan, and China average just under two hundred mph. And yet, despite the fact that our trains are slower and our rail network far less extensive, our rail fatality rates are twice as high as Europe's.

The reason is obvious: Other countries are willing to invest in rail infrastructure—and especially in new technologies that improve safety. In 2011, the United States spent about \$35 per person on our rail system, while Japan and Europe spent about \$100 per person. China, which has built ten

Continued on page 9

# DocuSign: A diverse workforce makes greater products



Robin Ducot, head of engineering for DocuSign

### **By Cheryl Hentz**

There have been calls in recent months by civil rights leader Jesse Jackson that we need greater technology education and more minorities working in the technology field. Toward that end, his Rainbow PUSH Coalition is spearheading an initiative to get more qualified minorities into California's Silicon Valley.

Whether a result of that push or not, it's not clear, but Intel recently announced plans to invest \$300 million to help build up the pipeline of minorities in technology and support more hiring and retention of those groups. The com-

pany also established new hiring and retention goals for itself in order to make the company more diverse.

These are but a few things already being done to make the technology field more diverse, but San Francisco-based DocuSign is not a company that needs to be convinced of the benefits derived from having a diverse workforce. They've been doing it all along; and it's a philosophy that starts at the top and works its way down.

"It's human nature for people to hire people like them, so that's why it's so important to make an active effort to a diverse set of managers so you can get a diverse set of employees," said Robin Ducot, head of engineering for Docu-Sign. "I think we've done that very well in our engineering team."

"And from an overall hiring perspective we do make sure to hire the best candidate and we do feel pretty strongly that we want to have a diverse workforce to represent the people that we're serving in the marketplace," added Gregor Perotto, senior director of corporate and marketing communications at DocuSign. "It's very difficult to develop products, services, etc., if you don't have that broader perspective.

Within the engineering department that is developing DocuSign's various products, Du-

cot explained that they are developing offices all around the world, making a diversified workforce that much more important, while at the same time giving them access to a more diverse workforce.

"We're creating a development office in Brazil, another in Tel Aviv and we've got offices currently in Seattle and San Francisco, as well as a small one in Chicago. That gives us access to a wide variety of folks and we make it possible for people to move across these development shops," she said. "We're also very open to finding talent outside of the U.S. and having them come into our various DocuSign offices." (They also have other offices in London, New York, Paris, Dublin, Singapore, Sydney, and Sao Paulo.) "We have a diverse set of leaders in engineering and I think if you have a diverse leadership team, it automatically increases the likelihood that you're going to have a diverse workforce. As we're designing products I try to have a lot of diverse viewpoints at the table. It's one of those things where you always have to be actively recruiting for the best people, and the best people span all the different (culture, race and ethnicities) across the world."

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# Community Outreach

## Wells Fargo Sponsors Gallup Industry Study to Gain Insight Into Financial Needs of **Diverse-Owned Small Businesses**

- Wells Fargo announces plan to help address study findings, help more diverse small businesses get credit-ready, access credit
- Four-point plan includes expanded credit coaching program, \$75 million in investments and grants for small and micro-business lending in diverse communities, enhanced Chamber Training Institute for diverse leaders

To gain more insight into the experiences of diverse business owners in the areas of lending and operating their businesses, Wells Fargo commissioned Gallup to conduct a national study of small business owners. Today, as Gallup releases the findings (on Gallup.com), Wells Fargo is announcing a four-point plan to address needs identified in the study. The plan will help more diverse small businesses become credit-ready and gain access to credit. The Gallup survey included findings of business owners in six segments - African American, Asian American, Hispanic, LGBT (Lesbian, Gay, Bisexual and Transgender), military veteran, and women.

"Serving diverse communities has long been a focus area and priority for Wells Fargo, yet we know there's more work to be done, and it starts with gaining a deeper understanding of the experiences of diverse small business owners working with financial institutions," said Lisa Stevens, head of Small Business for Wells Fargo. "For this reason, we commissioned the Gallup study, which gave us new insight into the perceptions and experiences of diverse business owners working with banks, and how we can improve as a company and as an industry.'

Overall, the national study revealed there are more similarities than differences between small business owners in all diverse segments and those in the general population. It also shows specific areas in which the financial services industry can provide more support for diverse business owners.

### **Credit Coaching Program**

In the Gallup survey, diverse-owned small businesses were more likely to respond that they have been declined for business credit - about one in five African American, Asian and Hispanic business owners said they faced a credit decline in the past (14 percent of general market respondents said they faced a decline). After being declined, a higher percentage of African American business owners (64 percent) said they did not apply for

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## **Public Policy**

## California eyes nation's strongest equal pay law for women

### By Don Thompson, Associated Press

California's state Senate on Monday advanced what proponents called the nation's strongest law designed to make sure women are paid equally for the work they perform.

Sen. Hannah-Beth Jackson, D-Santa Barbara, said her bill goes beyond federal anti-discrimination law in trying to narrow a wage gap that saw

California women paid an average of 84 cents for every dollar men were paid in 2013.

Hispanic women in California were paid 44 cents for every dollar paid white men, "the biggest wage gap for Latina women in the entire country," she said, citing Equal Rights Advocates, a San Francisco-based civil rights organization that is promoting the legislation.

"It is critical that women be paid fairly and equally for the work they do," she said.

Under Jackson's bill, employers would have to demonstrate that any wage differences between male and female employees are based on reasonable job-related considerations and not merely on

The bill would allow workers to allege pay discrimination based on the wages that the company pays to other employees at different locations. They could also base challenges on wages the company pays to other employees who do substantially similar work. It would also bar companies from

retaliating against employees who discuss or ask about pay at work.

The measure won significant support from the California Chamber of Commerce, and there were no groups or arguments in opposition.

The Senate approved SB358 on a 38-0 vote, sending it to the Assembly.

Also Thursday, the Assembly approved legislation that would prohibit employers from asking

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### AWARDS

- BAY AREA CONTRACT COMPLIANCE OFFICERS ASSOCIATION
- Champion of Diversity
- NAMCSC
- Minority Advocate
- 2014 Black History Month Award for Commitment and Service to the African American Community

**Minority Advocate** 

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### MEMBERSHIP





ISSN 0892-5992

# Workers Put in 12-hour Days at Santa Barbara Oil Cleanup Site

### By Javier Panzar and Emily Alpert Reyes

Clad in white protective suits and yellow hard hats, the workers knelt below a jagged cliff-side, packing oil-saturated sand into plastic bags.

Coin-sized tar balls and oil-stained kelp washed in with the waves at the once-pristine beach at El Capitan State Park as the sun baked workers cleaning the Santa Barbara coastline after last week's oil pipe rupture.

About noon, Tony Fedota arrived in an all-terrain vehicle, weaving between large blackened boulders to bring water.

"Please, please, please be honest with me," Fedota, a supervisor with Ponder Environmental Services, told half a dozen crew members as they unzipped their oil-stained protective suits. "Nobody is dizzy, nobody has cotton mouth, nobody is feeling nauseous?"

The workers gave him the thumbs-up sign as Fedota reached into a large cooler full of water bottles. "I'm the water boy today," Fedota said as he handed out the plastic bottles. "Sip, don't gulp. It will shock your system."

Tuesday's oil spill has transformed a scenic strip along Santa Barbara's coastline from a beach-goer's paradise into a massive worksite as more than 650 workers have been drafted to assist in the cleanup effort. The team includes federal and state employees from agencies such as the California Office of Emergency Services and the U.S. Coast Guard as well as environmental contractors hired by the company that owns the pipeline, Plains All American Pipeline .

Members of the public also have insisted on helping despite being turned away from Refugio State Beach, which was saturated with oil. Officials say many of the volunteers don't have the necessary training to safely remove toxic oil deposits.

The work is taxing. Cleanup crews put in 12-hour shifts and need hourly water breaks so they don't overheat from working in hot Tyvek protective coveralls.

State parks that normally play host to campers and surfers over the Memorial Day weekend are instead filled with massive bins holding oil-contaminated soil and weary workers eating foil-wrapped burritos during lunch breaks. The coastline is dotted with large work barges carrying cranes and more than 15 skimmers scooping up some of the 21,000 gallons of crude oil that gushed into the biologically rich Gaviota coast.

As of Sunday, workers had collected more than 1,400 cubic yards of oiled soil, sand and vegetation as well as 9,492 gallons of oily water. But officials say there is much more to be done and that work-

ers will be at the site for weeks.

At El Capitan, contractors hired by the pipeline's owners walked the beach with devices that monitor air quality for toxic pollutants such as benzene. On the beach, work paused for a few minutes as a lightly oiled seal waddled up to shore. Wildlife officials tried to rescue the animal, but the seal swam back into the water before it could be caught.

The cleanup also continued on the stretch of land above the coast where the pipe burst and sent oil rushing down a culvert into the ocean. An

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Photo credit: Genaro Molina, Los Angeles Times

Cleanup crews wearing Tyvek overalls take a break at Refugio State Beach after working for hours to remove oil-soaked sand.

## SUB-BID REQUEST CALIFORNIA

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Berryessa Station Campus Area and Roadways San Jose, Contract C742(15002F) Santa Clara Valley Transit Authority BID DATE: June 3rd, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Flagging, Real Time Information Sign, SWPPP, Erosion Control, Quality Assurance Program, Temporary Fencing, Police Office for Traffic Control, Construction Area Signs, Traffic Control System, Adjust Utilities, Clearing & Grubbing, Utility Verification and Removal, Cold Plane AC, Develop Water Supply, Irrigation, Import Topsoil, Lime Treatment, Asphaltic Emulsion, Lean Concrete Base, Jointed Plane Concrete, CIDH Concrete Piling, Sound Wall (Masonry Block), Structural Concrete (Sound Wall), Gabion Wall, Road-side Signs, Tree Filter, Rock Slope Protection, Minor Concrete, Decorative Concrete Sidewalk, Detectable Warning Surface, Misc. Iron & Steel, Bollard, Manhole Modification, Vault Access Modification, Fencing, Survey Monument, Striping & Marking, Wheel Stop, Painted Curb, Emergency Call Box Stanchion, Artwork Foundation, Concrete Pavers, Underground – Water, Sewer, Storm Drain, Fire Hydrant Assembly, Fire Dept. Connection, Standard Manhole, Sanitary Sewer Manhole, Electrical, Site Furnishings, Bus Shelter, Police Zone Facility Building, Ancillary Building, Site Security and Construction Materials

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### REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Rohnert Park Expressway Rehabilitation City of Rohnert Park Project No. 2013-01 BID DATE: June 8, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Project Identification Sign, Adjust Utilities to Grade, Cold Plane AC, Pavement Reinforcement Material, Detector Loop and Handhole Replacement, Minor Concrete Curb and Gutter, Striping & Marking, Video Camera Traffic Signal Detection, and Construction Materials

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 $REQUEST\,FOR\,DBE\,SUBCONTRACTORS\,AND\,SUPPLIERS\,FOR:$ 

Hwy 84 Widening, Livermore Caltrans #04-297624 BID DATE: June 17, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Temporary Timer Construction Material, Ground Surface Monitoring Program, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Changeable Message Sign, Temporary Creek Diversion System, SWPPP, Rain Event Action Plan, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Temporary Erosion Control, Temporary Check Dam, Temporary Silt Fence, Sweeping, Temporary Dewatering and Non Storm Waterdischarge Control System, Water Quality Sampling and Analysis, Treated Wood Waste, Noise Monitoring, Abandon Culvert, Abandon Inlet, Salvage Irrigation Facility, Adjust Utilities, Cold Plane AC, Sand Backfill, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Structure Excavation, Structure Backfill, Ditch Excavation, Temporary Shoring, Subgrade Enhancement Geotextile Class A1, Planting & Irrigation, Imported Biofiltration Soil, Hydroseed, Rumble Strip, Data Core, AC Dike, Tack Coat, Soil Nail, Mechanically Stabilized Embankment, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Seal Course Concrete, Structural Concrete,, Minor Concrete (Minor Structure), Grape Vine Texture, Rounded River Rock Texture, Drill and Pressure Grout Reinforcement, Drill and Bond Dowel, Joint Seal, Bar Reinforcing Steel, Headed Bar Reinforcement, Structural Concrete, Roadside Signs, Prepare and Paint Concrete, Anti-Graffiti Coating, Underground, Concrete Backfill, Permeable Material, Drainage Inlet Marker, Automatic Drainage Gate, Inlet Depression, Rock Slope Protection, Gabion, Filter Fabric, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Rigid Rail Fall Protection System, Misc. Metal, Abandon Sewer Line, Remove Gas Pipe, Sewer System, Cathodic Protection Test Station, Electrical, Architectural Concrete, Stone Veneer, City of Livermore Manhole, Fencing, Delineator, Object Markers, Midwest Guardrail System, Vegetation Control, Chain Link Railing, Wildlife Passage Way, Tubular Bicycle Railing, Cable Railing, Transition Railing, Crash Cushion, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, Pavement Marke, Water, Polyester Concrete Overlay, Jack Pipe, Directional Boring, PG&E Conduit Boxes and Construction Materials

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## SUB-BID REQUEST CALIFORNIA

Mission Bay Development Group, LLC is actively seeking DBE or SBE or LBE General Contractors for the upcoming

### Mission Bay Hwy 280/Mariposa Street Ramp Improvements project.

The Project is administered by the SFMTA and the FTA. Federal Grant requirements will apply. Work scope includes grading, curb & gutter, Roadbase, AC, Landscape, Streetlights, Signing, Striping and Traffic Signals.

Project carries a 100% DBE or SBE or LBE participation requirement. Bid documents will be distributed to each interested General Contractor.

Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to pick up a set at the Mission Bay Office,
410 China Basin Street, San Francisco, CA 94158

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS
AND SUPPLIERS FOR THE FOLLOWING PROJECT:
Rt. 51 Rehab and Resurfacing Bridge Deck Project, Sacramento County
Caltrans Project No. 03-3F0804, Bid Date: June 2, 2015 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Job Site Management, Prepare Water Pollution Control Program, Temporary Drainage Inlet Protection, Temporary Concrete Washout, Public Safety Plan, Rapid Setting Concrete (Patch), Remove Asphalt Concrete Surfacing, Remove Concrete Deck Surface, Clean Bridge Deck Drain, Cold Plane Asphalt Concrete Pavement, Remove Unsound Concrete, Poly Concrete Expansion Dam, Prep Concrete Bridge Deck Surface, Furnish and Place Poly Concrete Overlay, Minor Hot Mix Asphalt, Tack Coat, Grind Existing Concrete Pavement, Aggregate Base, Structural Concrete, Clean Expansion Joint, Joint Seal, Traffic Striping and Marking, Construction Equipment and Rentals, Trucking.

CTM Construction, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the Caltrans website at http://www.dot.ca.gov/hq/esc/oe/contractor\_info/.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



### CTM Construction, Inc.

3300 Fitzgerald Rd. • Rancho Cordova, CA 95742 916-852-6294 • Fax 916-914-2107

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact CTM Construction, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. CTM Construction, Inc., is a Union Contractor.

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REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

I-5 Poly Concrete Overlay & Reconstruct AC Approaches Project, Shasta and Siskiyou Counties Engineers Estimate: \$4,020,000; 220 Working Days Caltrans Project No. 02-4F6104, <u>Bid Date: June 9, 2015 at 2:00 pm</u>

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Temp Pavement Marking, Portable Changeable Message Sign, Temporary Railing, Temp Crash Cushion, Job Site Management, SWPPP, Temporary Erosion Control, Public Safety Plan, Rapid Setting Concrete (Patch), Remove Chain Link Fence, Remove Guardrail, Remove Traffic Stripe, Remove Asphalt Concrete Dike, Remove Inlet, Remove Asphalt Concrete Surfacing, Cold Plane Asphalt Concrete Pavement, Remove Unsound Concrete, Prep Concrete Bridge Deck Surface, Furnish Poly Concrete Overlay, Remove Chip Seal, Remove Concrete, Bridge Removal, Roadway Excavation, Shoulder Backing, Class 2 Aggregate Base, Hot Mix Asphalt, Tack Coat, Structural Concrete, Aggregate Base, Minor Concrete, Paving Notch Extension, Drill and Bond Dowel, Clean Expansion Joint, Joint Seal, Rebar, Galvanic Anode, Flume Downdrain, Rock Slope Protection, Minor Concrete, Misc. Iron and Steel, Fence and Railing, Alternative In-Line Terminal System, Concrete Barrier, Pavement Marking and Striping, Maintaining Existing Traffic Management System Elements During Construction, Modify Service, Inductive Loop Detector, Construction Equipment and Rentals, Trucking.

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C.C. MYERS, INC. IS REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Industrial Ave. Bridge Replacement Project City of Roseville, Department of Public Works, City Project No. 102508, Engineer Est. \$3,500,000 No. of Working Days: 190 Bid Date: June 2, 2015 at 3:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (10% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Water Pollution Control, SWPPP, Storm Water Annual Report, Rain Event Action Plan, Storm Water Sampling and Analysis Day, Temporary Fence, Construction Staking, Construction Site Management, Construction Area Signs, Traffic Control System, Temporary Railing, Temporary Crash Cushion, Remove Roadside Sign, Reset Roadside Sign, Lead Compliance Plan, Remove Pavement Striping, Marking and Markers, Remove Concrete, Remove Metal Beam Guardrail, Cold Plane AC Pavement, Clear & Grub, Develop Water Supply, Roadway Excavation, Import Borrow, Structure Excavation, Erosion Control, Aggregate Base, Hot Mix Asphalt, Structural Concrete, Rebar, Roadside Sign, Minor Concrete, Decorative Steel Fence, MBGR, Alternative In-Line Terminal System, Transition Railing, Stripe and Markers, Abandon Water Line, Storm Drain Manhole, Reinforced Concrete Pipe, Downdrain Pipe, Concrete Encasement, Tee Energy Dissipater, Stream Gauge Station, Rock Slope Protection, Street Lighting, Relocate Traffic Operation Facility, Bridge Removal, Structure Excavation, Structure Backfill, Furnish Steel Piling, Seal Course Concrete, Structural Concrete, Joint Seal, Headed Bar Reinforcement, Misc. Metal, Tubular Handrailing, Concrete Barrier, Relocate Existing Irrigation Facilities, Soil Prep and Fence Grading, Turf from Sod, Mulch, Jute Netting, Plant Establishment Work, Construction Equipment Rental and Supplies, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans, Specs, and Requirements for the project are available for review at our office in Rancho Cordova or C.C. Myers, Inc.'s Sharepoint site, please contact us for log in information.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



### C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

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AN EQUAL OPPORTUNITY EMPLOYER

C.C. MYERS, INC. IS REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Bailey Creek Bridge Replacement Project County of Plumas, Department of Public Works, Contract No. 342, Engineer Est. \$2,030,000 No. of Working Days: 250 Bid Date: June 3, 2015 at 4:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Construction Staking, Construction Area Signs, Traffic Control System, Temporary Traffic Stripe, Channelizer, Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Temporary Erosion Control, Contractor Supplied Biologist, Bridge Removal, Clear & Grub, Roadway Excavation, Structure Excavation, Structure Backfill, Imported Borrow, Class 2 Aggregate Base, Hot Mix Asphalt, Temporary Bridge, CIDH Piling, Structural Concrete, Furnish Precast Prestressed Concrete Girder, Joint Seal, Rebar, Furnish Single Sheet Aluminum Sign, Roadside Sign, Rock Slope Protection, Misc. Metal, Survey Monument, Vegetation Control, Transition Railing, Concrete Barrier, Furnish and Install Bronze Plaque, Construction Rental Equipment and Supplies.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans, Specs, and Requirements for the project are available for review at our office in Rancho Cordova or C.C. Myers, Inc.'s Sharepoint site, please contact us for log in information. Plans, Specs, and Requirements are also available on the Plumas County website, please follow the link: http://www.plumascounty.us/bids.aspx?bidID=114.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



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### Strongest equal pay law for women

### Continued from page 2

workers about their past salaries in another attempt to prevent a cycle of women's wages lagging behind men's pay. AB1017 by Assemblywoman Nora Campos, D-San Jose, passed on a 41 to 28 vote, the minimum needed to advance.

Source: http://www.presstelegram.com

## SUB-BID REQUEST CALIFORNIA

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

Lower Berryessa Creek Project Phase 1 Contract No.: C0604 Owner: Santa Clara Valley Water District Engineers' Estimate: \$18,000,000. BID DATE: June 3, 2015 @ 2:00 PM

Items of work include but are not limited to: Rebar, Noise & Vibration Monitoring, Quality Control and Testing, Clearing & Grubbing, Demolition, Dewatering and Water Diversion, Potholing, Top Soil, Import Borrow, Aggregate Base, ACB Cells, Articulated Concrete Blocks, Geotextile Filter Fabric, Decomposed Granite, Retaining Wall, Floodwall, Type 3, CIDH Concrete Piles, Planting, Landscape, Water Line, Steel Casing & Concrete Cap, Trucking, Soil Testing and Profiling, Photographic & Video, Documentation, Construction Surveys, Temporary Survey Monitoring Monuments, Water Pollution Control Plan, Wildlife Biologist Services, Chain Link Fencing and Gates, Traffic Control and Flagging and Construction Area Signs.

### **Granite Rock Company**

120 Granite Rock Way, San Jose, CA 95136 Phone (408) 574-1400 Fax (408) 365-9548 Contact: Bob Williams

 ${\it Email: estimating@graniterock.com}$ 

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Team-sters, 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' 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

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

**Berryessa Station Campus Area** and Roadways Contract: C742 (15002F) **Owner: Santa Clara Valley Transportation Authority** Engineers' Estimate: \$26,000,000. BID DATE: June 3rd, 2015 @ 2:00 PM

Items of work include but are not limited to: Survey, Scheduling, Traffic Control, PCMS, SWPPP, Erosion Control, QCQA Program & Testing, Fencing, Construction Area Signs, Demolition, Clearing & Grubbing, Cold Plane AC, Topsoil, Lime Treatment, Asphaltic Emulsions Lean Concrete Base, Concrete Pavement, CIDH Piling, Masonry Blocks, Concrete Sound Wall, Gabion Wall, Signs, Landscape, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Bollards, Ornamental Steel Fence, Striping & Marking, Wheel Stops, Misc. Pipes, Fire Hydrants, Underground Utilities, Site Furniture, Traffic Signals & Lighting, Buildings, Bus Shelter, & Trucking.

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

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Email: estimating@graniterock.com

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591 Camino de la Reina, Suite 1250 | San Diego, CA 92108 TEL: (619) 814-3705 | FAX: (619) 814-3770 acale@pulice.com; kbell@pulice.com **Equal Opportunity Employer** 

**Invitation to Bid for:** 

### SMALL AND MINORITY FIRMS, WOMEN'S BUSINESS ENTERPRISE AND LABOR SURPLUS AREA FIRMS

Subcontractors, Material and/or Suppliers, and Professional Services for:

RICHARD A. REYNOLDS DESALINATION FACILITY PHASE II EXPANSION

**OWNER: Sweetwater Authority** Project No.: B.P. 20084022 **LOCATION: Chula Vista, CA** 

Bid Deadline Date to: June 18, 2015.

The project generally consists of the following:

MODIFICATION TO AN EXISTING BRACKISH GROUNDWATER DESALINATION FACILITY, INCLUDING THREE REVERSE OSMOSIS TRAINS, IRON AND MANGANESE FILTRATION SYSTEM, DEGASSIFIER, FLUORIDE SYSTEM, CHEMICAL SYSTEM MODIFICATION, AND EXTENSIVE ELECTRICAL, INSTRUMENTATION, SCADA AND PUMP AND MOTOR INSTALLATION, CONSTRUCTION OF WELLHEAD FACILITIES AND WELL BUILDINGS AT FIVE NEW WELLS.

Plans and Specifications are available free of charge online at:

http://www.ebidboard.com/public/projects/index.asp?mbrguid=D0757BD8-8C21-406F-97F9-D160301A9BAF

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

SWPPP, Landscaping and Irrigation, Masonry, HVAC, Sheetmetal, Doors & Louvers, Painting & Coatings, Composite Roofing/Insulation, Welded Steel Tank, Electrical & Instrumentation, Water Treatment Pumps and Process Equipment, Process and Waterworks Pipe & Valves, Reinforcing Steel, Concrete & Aggregates, Paving, Striping, Minor Concrete, Rough Carpentry, Fencing

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.

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, and women's business enterprises

**Shimmick Construction Company, Inc.** SBE/DBE/LBE Subcontractor/Supplier Bids Requested For:

Transbay Transit Center General Contractor: Webcor/ Obayashi Joint Venture TG12.1 Civil/Sitework at Grade/Ground Level Landscaping Bid Date: June 9, 2015 at 2:00 PM Fax all quotes to 510-777-5099

Requesting qualified SBE/ DBE/ LBE certified Subcontractor and Supplier Quotes on: Contaminated Soil, Demolition, Earthwork, Landscape, Shoring, Traffic Control, Aggregate, Lumber, Trench Shoring, Concrete Contractor, Construction Clean-Up, Construction Staking, Geophysics, Flat Bed Trucking, Hazardous Substance Removal, Hazardous Substance Trucking.

Bid Plans and Specifications that do not contain protected information may be purchased via ARC Northern California - (415) 495-8700 http://www.e-arc.com or may be viewed by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621, Phone: 510-777-5050

Subcontractors and Suppliers interested in this project may contact Kyle Nelson by phone at (510) 777-5086 or

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. tor'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.

### **Shimmick Construction Company Inc.**

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

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### Proven Management, Inc. 2000 5th Street, Berkeley, CA 94710 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified

Disadvantaged Business Enterprises (DBE) subcontractors, suppliers, and truckers for the following project: QUINT STREET BRIDGE REPLACEMENT

SAN FRANCISCO CALTRAIN #15-J-C-043 bids: June 18, 2015 @ 2pr SUBCONTRACTING GOAL – DBE – 13%

Subcontracting opportunities include, but are not limited to the following: bridge removal; clearing & grubbing; concrete removal; concrete: structural, sidewalk, curb, curb ramp; construction staking; drainage; fencing; hydroseeding; precast concrete; signage; site preparation; excavation & backfill; structural steel; traffic control; trucking; construction material

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

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### Proven Management, Inc.

2000 5th Street, Berkeley, CA 94/10 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

I-680 EXPRESS LANES PROJECT eda & Contra Costa Counties on Route 680 MTC Contract No. BAIFA-100 / Caltrans #04-3G9504 Bids: June 5, 2015 @ 4PM DBE's Highly Encouraged

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call

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## SUB-BID REQUEST CALIFORNIA

# **Turner**

Request for Qualification (RFQ)
RFQ Period: May 26, 2015 – June 5, 2015

Turner Construction Company (Turner) is seeking qualified Subcontractors for the following project:

Tolman Hall Seismic Replacement – Berkeley Way Contract No. 12629A University of California, Berkeley

Turner has been awarded the above referenced project. This is a new 8-story, 320,000 square feet concrete building with concrete columns and post-tensioned slabs, and associated site utility work, landscaping and interior build-out. This project is seeking LEED Gold certification.

Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to bid the project.

Turner is currently seeking RFQs for the following Trade Packages:

### Exterior Wall / Curtainwall - Design-Build

Turner has a 20% SBE/VSBE/DVBE/MBE/WBE goal for this project.

For information on how to Pre-Qualify with Turner, please contact Shirley San Diego (510.267.8114 or ssandiego@tcco.com)

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

San Leandro Boulevard Rehabilitation Williams St. to Hudson Lane City of San Leandro Project No. 2014.0420 Federal Aid Project No. STPL-5041(044) Engineer Estimate: \$1,000,000 to \$5,000,000 - 60 Working Days Goal: DBE 3.7% Bids: June 4th, 2015 @ 3:00pm

**RGW** is requesting quotes for (including but not limited to): Fabric & Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear & Grub, Roadway Excavation, Grinding, Object Marker, Thermoplastic Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Detector, Surveyor, SWPPP Planning, Water Truck, Sweeper, Storm Drain & Trucker.

Scope of Work: Roadway rehabilitation.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the City of San Leandro Website: www.sanleandro.org/depts/finance/purchasing/bids.

Contact Mark Smith mark.smith@rgwconstruction.com, 925-606-2400 for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

### **RGW Construction, Inc.**

Contractors License A/B 591940 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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RGW Construction Inc. is seeking all qualified DVBE (Disabled Veteran Business Enterprises) for the following project:

## STATE HIGHWAY IN SAN MATEO COUNTY NEAR BELMONT AT 1.0 MILE SOUTHEAST OF ROUTE 92/280 SEPARATION

Caltrans Contract No. 04-4G5914
Engineer Estimate: \$780,000 - 60 Working Days
Goal: DVBE 5%

Bids: June 2, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric & Oils, Construction Area Signs, Raise Iron-Utilities, Clear & Grub, Roadway Excavation, landscaping, Hydroseeding, Erosion Control, Aggregate Base, Fencing, SWPPP Planning, Water Truck, Sweeper, Trucker, and Storm Drain (underground).

Scope of Work: Repair pipe system and back fill sinkhole.

RGW is willing to breakout any portion of work to encourage DVBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/.

Contact Andy Eldredge at 925-606-2400, andrew.eldridge@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

### **RGW Construction, Inc.**

Contractors License A/B 591940
550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
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For more news/press release visit www.sbeinc.com/resources/news.cfm

DeSilva Gates Construction, L.P. is soliciting for LBEs for the following project:

### Silicon Valley Transportation Authority Berryessa Station Campus Area and Roadways Contract No. C742 (15002F)

### OWNER:

Santa Clara Valley Transportation Authority ("VTA") 1436 California Room 202, 2nd Floor, Milpitas California 95035

### BID DATE: June 3rd 2015 @ 2:00 P.M.

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

Building, CIDH Subcontractor, Clearing and Grubbing/Demolition, Construction Area Sign, CPM Scheduling Consultant, Electrical, Emulsion supplier, Erosion Control, Fencing, Gabion Basket supplier, Lime Treatment, Minor Concrete, Reinforcing Steel, Soundwall (Masonry), Striping, Survey/Staking, Site Furnishings, Testing, Traffic Control Material Sup, Underground, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction'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.

### **DeSilva Gates Construction**

11555 Dublin Boulevard P.O. Box 2909 Dublin, CA 94568-2909 (925) 829-9220 / FAX (925) 803-4263 **Estimator: Dave Bast** Website: www.desilvagates.com

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Bid Requests from Certified LBE Subcontractors and Suppliers for all trades

### **Hunters Point East West**

This is a MOHCD project with construction workforce, prevailing wage & union labor provisions. This will also be a PLA.

Hunters Point East West 1000-1066 Griffith St, 1013-1187 Oakdale Ave, 1040-1152 Palou Ave (HP West) 740-798 Jerrold Ave, 707-763 Jerold Ave, 716-792 Kirkwood Ave. (HP East) San Francisco, CA 94124 Bid Date: 6/4/15 @ 2 PM

Voluntary Pre-bid Meeting & Job Walk on 5/19/15 at 10:00 AM at HPEW West Site Community Center, located at 1065 Oakdale Avenue.

### **CAHILL CONTRACTORS, INC.**

Contact: Julie Park estimating@cahill-sf.com, (415) 986-0600

### Diverse-Owned Small Businesses

### Continued from page 2

credit again than their peers in the general small business population (47 percent). African American (14 percent) and LGBT (15 percent) business owners also reported greater personal credit challenges than the general market (5 percent).

### Visit link to read the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1187&pageID=25



### REQUEST FOR QUALIFIED/CERTIFIED SBE/MICRO BUSINESS SUBCONTRACTORS AND SUPPLIERS

Santa Clara Valley Water District Project No. 40174004, Contract No. C0604 Lower Berryessa Creek Flood Protection, Phase 1 Milpitas, CA Bid Date: REVISED June 3, 2015 at 2:00 PM SBE Goal 30%

Flatiron West Inc requests SBE/Micro subcontractor and supplier participation for the following Items of work, but not limited to:

CAS/Roadway Signs, Demolition, Clear & Grub, Erosion Control, Landscaping/Irrigation, CIDH, Minor Concrete, Articulated Concrete Blocks (precast), Rebar, Hydroseeding, Fencing, Aggregates (Top Soil, Drain Rock, Class 2AB & Decomposed Granite), Ready Mix, Concrete Pumping, Trucking, SWPPP Plan, SWPPP Materials, Geotextile Materials, Formliner, Street Sweeping, Traffic Control, Vibration & Noise Monitoring, Surveying and OC Testing.

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

Performance & Payment Bonds by admitted surety, naming prime contractor as the obligee, in full amount of the subcontractor's bid, subject to approval by Flatiron required. Bonding & Insurance assistance is available. Flatiron will pay bond premium up to 2.0%. Worker's Compensation Waiver of Subrogation required. Please contact Flatiron for bonding and insurance requirements, or if any other assistance is needed to facilitate your participation on this project. Quotations must be valid for same duration as specified by owner for contract award. Plans and specs are available for free download via an FTP transfer directly from the Santa Clara Valley Water District upon completion of an email request to: scvwdplanroom@valleywater.org Plans and Specs are also available for viewing in Flatiron's Benicia office. Please call for an appointment to view in our office or locating online. Please contact Lillian Simon at LiSimon@FlatironCorp.com Please fax your Quotes to our bid fax at 707-746-1603.



2100 Goodyear Rd. • Benicia, CA 94510 Phone (707) 742-6000 • Fax (707) 746-1603 An Equal Opportunity Employer

# Tech News & Diversity

# Asian Americans Scarce Among Silicon Valley Executives

### **By Michael Nam**

A new report released by the Ascend Foundation, a Pan-Asian non-profit advocacy group, described another aspect of Silicon Valley's well-documented issues with diversity. Asians nearly equal whites in staff roles in the five major tech companies that were researched but hit a "glass ceiling" when it comes to executive and management positions.

The five companies studied were Google, Hewlett-Packard, Intel, LinkedIn and Yahoo. Using the Equal Employment Opportunity Commission (EEOC) definition of Asian (Far East, Southeast Asia, or the Indian Subcontinent), the report found that Asians were overrepresented at 27.2 percent of the professional ranks, but they only made up 13.9 percent of executives.

In order to illustrate this difference in the management pipelines, Ascend utilizes an Executive Parity Index to describe the gap in representation:

We also evaluated the executive pipeline with an "Executive Parity Index" (EPITM), comparing the representation of each group at the executive level to the group's representation at the non-managerial (or individual contributor) professional level. An index above 1.0 indicates that cohort is above parity at the executive level.

### Other key takeaways from the study include:

- White men and women are 154 percent more likely to be executives compared to Asians.
- Asian women are the least represented among executives compared to the overall workforce population.
- The gap between Asians and whites was 3.7 times greater than the gap between genders in terms of executive representation.

As the study notes, there appears to be an "Asian effect" in play where leadership stereotypes between "Western" and Asian expectations could be playing a role in impeding the flow into the management pipeline for Asian employees.

"There really is a bamboo ceiling. I get this frequently—'Wow, you have great public-speaking skills," said Anne Chow when speaking of her own achievements as a senior vice president at AT&T (No. 7 on the DiversityInc Top 50 for Diversity list). "I don't think I would get that comment if I were any other demographic."

For Chow, her mentors at AT&T recognized the need for experience in sales outside of technical professional work in order to move upward through the glass and/or bamboo ceiling into management. With Asian women particularly at a disadvantage in terms of executive representation (1 executive for every 285 Asian women employees in the survey), mentorship and cultural flu-



ency take on a high level of significance. Still, as Fortune points out, the overall representation of Asian employees in Silicon Valley is exceedingly high as Asians only make up 5.3 percent of the U.S. population. The issue of diversity as a whole in tech fields has been increasingly emphasized in the past year, with the representation of women, Blacks and Latinos taking on additional impor-

tance. "We bought stock in each of the major companies in Silicon Valley, just enough to get on the floor and make our protest," Rev. Jesse Jackson said of his push to diversify the tech industry during the Diversity Top 50 event. "All of them had about zero people [of color] on the board. We went to

Continued on page 12

### **SUB-BID REQUEST CALIFORNIA**

 $REQUEST\,FOR\,DBE\,SUBCONTRACTORS\,AND\,SUPPLIERS\,FOR:$ 

Hwy 84 Fremont · Caltrans #04-2A3314 BID DATE: June 10, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Cold Plane AC, Multilayer Polymer Overlay System, Asphaltic Emulsion, High Friction Surface Treatment, Rumble Strip, Tack Coat, Delineator, Barrier Marker, Object Marker, Striping & Marking and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990 **Contact: Donat Galicz** 

An Equal Opportunity Employer

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

## D&H Construction is requesting subcontractor and supplier bids for a project at **666 Ellis Street in San Francisco, CA.**

**Scope:** Rehabilitation of a 13-story, 99-unit apartment building with Type I construction. The work will consist of hazmat abatement, upgrades (bath, kitchen, flooring), a common area and office remodel, new windows, roofing, upgrades for HVAC, new fire sprinkler install, electrical upgrades, landscaping, and site

**Requirements:** Project Labor Agreement, prevailing wage requirements, HUD Section 3, and City and County of San Francisco First Source hiring.

Job Walk: Wednesday, June 10, 9:00 a.m.

Bid Due Date: Wednesday, June 17, 2:00 p.m.

**Bid Documents:** Bid documents available at https://app.box.com/s/asy322427jxdwj2qhzit4njja8ed6mdj (free download) or the Marin Builders Exchange.

### **D&H Construction**

Phone: 510.237.7883, ext. 110 or 112 Email: bids@dh-construction.com We are an Equal Opportunity Employer.  $\label{lem:construction} \textbf{DeSilva Gates Construction is soliciting for DBE's for the following project:}$ 

SAN LEANDRO BOULEVARD REHABILITATION: WILLIAMS STREET HUDSON LANE, PROJECT NO. 2014.0420, FEDERAL AID NO. STPL-5041(044), BID NO. 14-15.017

OWNER

CITY OF SAN LEANDRO ENGINEERING AND TRANSPORTATION DEPARTMENT 835 East 14th Street, San Leandro, CA 94577

### BID DATE: June 4th, 2015 @ 3:00 P.M.

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

Adjust Iron, Cold Plane, Construction Area Sign, Electrical, Minor Concrete, Paving Fabric, Striping, Underground, Trucking, 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 DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction'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.

### **DeSilva Gates Construction**

11555 Dublin Boulevard
P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: Alan McKean
Website: www.desilvagates.com
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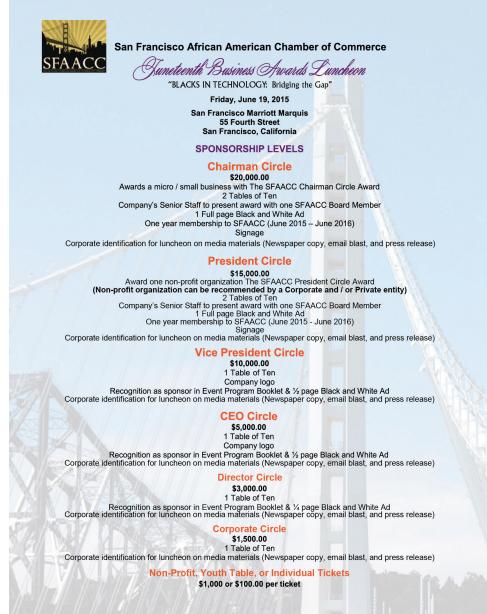
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# Annual San Francisco African American Chamber of Commerce Juneteenth Business Awards Luncheon





## Workers Put in 12-hour Days at Santa Barbara Oil Cleanup Site

### Continued from page 3

area stretching from the spill site and reaching under U.S. 101 and a parallel railroad track has been cleaned, but workers were still determining the best way to clean the culvert under the track, said Rick McMichael , director of pipeline operations for Plains All American Pipeline .

The U.S. Environmental Protection Agency is also developing a cleanup plan for the inland areas, an agency representative said.

As of noon Sunday, 13 oiled birds and eight oiled marine mammals had been captured, along with seven birds and four mammals that were found dead. Three sea lions and two elephant seals are being treated at the Oiled Wildlife Care Center at SeaWorld San Diego. An oil-covered sea lion brought in Thursday night died Saturday morning. Two dolphins brought to the center have also died. Necropsies are planned.

Workers along the coast finished emptying oil from the broken section of pipe Sunday. Nearly 21,000 gallons of oil was cleared from the pipe, and

the estimate for the amount lost has been revised down slightly from 105,000 to 101,000, McMichael said.

Workers are now preparing to extract the ruptured section of pipe this week and send it for metallurgical testing to determine what condition the pipe was in when it burst. Protesters from environmental groups have been warning of the dangers of using chemical dispersants in the cleanup. State officials said Sunday that dispersants would not be used.

Officials said the chemicals typically work best in open waters where ocean waves can help disperse crude oil, but they are not effective close to the shore. It would also be difficult to use the chemicals without harming local wildlife, said Yvonne Addassi, deputy administrator of the Office of Oil Spill Prevention and Response at the California Department of Fish and Wildlife.

The spill has spurred dozens of volunteers and activists to mobilize on beaches along the Santa Barbara County coast.

At Haskell's Beach, darkly gleaming gobs of oil dot the beach more than 10 miles east of the spill. Kevin Duffy , a nearby resident who works in the microelectronics industry, was raking blackened bits of kelp and sandy globules of oil into a metal dustpan and bagging them up. Plastic trash bags were stashed into his waistband. He had cleared seven bags from the beach the day before, he said.

"It's the gift that's going to keep on giving," Duffy said, scooping more oil out of the sand.

He was annoyed that a local official had stopped by Saturday and warned him he was risking his health — even as the beach remained open to barefoot toddlers and dogs romping in the surf.

"It totally undermines the will of the people to pitch in," Duffy said.

Starting Monday, about 100 members of the public seeking to volunteer will be able to register for training and be put to work. Officials asked volunteers to register online. Despite earlier warnings, many would-be volunteers have shown up on beach-

es with buckets and garbage bags.

Addassi warned that people working with oil need proper training. Inhaling oil fumes can cause headaches, vomiting, confusion and respiratory difficulties, among other problems. Workers heading onto oiled beaches like El Capitan, for example, are required to duct tape rubberized covers over their shoes and strip off contaminated coveralls before coming onto land.

"You need to understand what the hazards and risks are," Addassi said.

But some would-be volunteers argued that turning away members of the public who want to help will slow the cleanup effort.

"If they don't want us on the beach, well they'd better start cleaning it up," said Tamlorn Chase, of the activist group End Oil Now, at a Sunday protest in Santa Barbara . "Otherwise, we're going out, we're gonna risk our health, because we risk our health by not cleaning it up."

Source: L.A. Times

## **DocuSign**

### Continued from page 1

"So whether it's inside our engineering and technology teams or within our sales and marketing teams, we have a nice broad set of office locations to pull in different perspectives and diversity in talent," added Perotto.

Being conscious about hiring people from all around the world and from all different backgrounds ensures that you are going to grow a diverse workforce because they are going to refer their friends and they'll refer their friends, Ducot noted.

"You can be intentional in the beginning, but you really don't have to after that because the culture self-reinforces that people like to work in a diverse environment. Engineers are creative people and they like new ideas and new ways of thinking about things," Ducot said. "So I think it's more stimulating for them to be able to work in a diverse environment. That's part of why it's important to me to have all different types of people in my organization. Diversity is actually what, at least for us, creates the best products."

There have also been reports lately that the field of technology is seeing what few women it has making an exodus in some cases. Ducot said that is not something that has been seen at DocuSign, and added that she is a second generation woman in the field. But she does acknowledge that the field of technology and engineering can always use more women and that that is something that needs to happen early on.

"The change needs to really happen in elementary and junior high school, as well as high school. We have to get and keep kids—all kids no matter their gender— excited about technol-

ogy and engineering and science," she said. "We need to not make it uncool or something that's not worth spending time on because science and engineering is super fun. I think it's really about how it's being taught and parents encouraging their daughters to get excited and stay excited about technology."

"So, for me, if you're seven years old and helping your dad build a computer, you think it's normal. I just wish that all young ladies would have that kind of experience. If they did I think you'd find just as many women in technology as men," Ducot continued. "And if we make it fun, not just for girls, but for all kids, I think we'll find an even greater diversified workforce 20 years from now."

### About DocuSign, Inc.

DocuSign® is The Global Standard for Digital Transaction Management®. DocuSign helps more than 100,000 companies across nearly every industry and department make their digital transformation by putting an end to the paper chase. More than 50 million people in 188 countries turn to DocuSign to manage their most important transactions—digitally. DocuSign's DTM platform supports legally compliant signature processes tailored to meet requirements globally with localization in 43 languages. Every day more than 50,000 new users join The DocuSign Global Trust Network to increase speed to results, reduce costs, enhance security and compliance, and delight clients with a secure digital experience. For more information, visit www.docusign.com or call 877.720.2040.

### The Sorry State of U.S. Infrastructure



### Continued from page 1

thousand miles of high-speed track since 2008 and plans to build ten thousand more by 2020, will spend \$128 billion on its rail system this year. If the House Republicans have their way, the U.S. government will spend just \$1.1 billion on Amtrak in 2016. Some in Congress would like to stop funding Amtrak altogether. They say it should be able to make a profit or at least break even. But no modern transportation system pays for itself. As Andy Kunz, president of the U.S. High Speed Rail Association, told the National Journal, "Our highways don't make a profit. Our airports don't make a profit. It's all paid for by the government."

Not that our highways and airports are in much better shape than our railroads. The nation's entire infrastructure is suffering from neglect. The American Society of Civil Engineers gave it a grade of D+ back in 2013 and estimated that the country needed \$3.6 trillion of public investment by 2020. The ASCE noted that the average age of the country's 84,000 dams is fifty-two, and that one in nine of its bridges is considered structurally deficient. Every few years one of these bridges collapses, occasioning a brief outburst of bipartisan concern on Capitol Hill. Then nothing changes. Federal spending on infrastructure rose a bit when President Barack Obama's stimulus package took effect, before dropping again to historic lows. The

United States now spends less than 2 percent of its GDP on infrastructure, less than half of what Europe spends—and less than half of what we were spending in the 1960s.

There has never been a better time for us to repair and rebuild, and not only because the need is so great. Big infrastructure projects would create good jobs and thereby boost an economy whose annual growth rate recently fell below 1 percent. And with interest rates so low, it has rarely been easier for the government to finance these projects. The longer Washington waits to make the nation's infrastructure safe, reliable, and efficient, the more expensive it will be. The sooner it does so, the sooner our whole economy will benefit from the upgrade.

So what's keeping us? The government's failure to invest in infrastructure demonstrates not only a lack of leadership on the part of the Republican House and Senate majorities, but also a lack of basic political competence. Our elected representatives are responsible for maintaining the public services that we all rely on, directly or indirectly. If their ideological hostility to public spending has blinded them to this duty, they may be in the wrong line of work.

Source: www.commonwealmagazine.org

# Director of MBDA: Who Is Alejandra Castillo?



**Alejandra Y. Castillo**, Director of the Minority Business Development Agency

Commerce Secretary Penny Pritzker appointed Alejandra Y. Castillo to lead the Minority Business Development Agency, which aims at increasing the growth and competitiveness of minority-owned business, toward the goal of entrepreneurial parity.

Castillo was born in New York City to immigrants from the Dominican Republic. Her father was a small business owner in the Bronx and Castillo often relates his experiences to audiences. When she was 11 years old, her family moved to the Dominican Republic and she lived there until she was 19, with a year in Portugal in a study abroad program.

She attended the State University of New York at Stony Brook, where she was involved in fencing. Castillo earned a B.A. in economics and political science, and went on to the University of Texas, where she earned a Master's in public policy in 1995. Her first job after college was as a writer/researcher for the Council on Hemispheric Affairs.

Early in her career, Castillo worked for the Democratic National Committee (DNC) and had a tangential involvement in a campaign finance controversy involving donations from Roger Tamraz, who also lobbied the Clinton administration to support a pipeline he wanted to build. Castillo wrote a memo in July 1995 warning DNC Chairman Donald Fowler to be wary of Tamraz because of "his past involvement in shaky international business and para-military organizations." She added, "Pay attention to these warning signals."

In 1992, as a Congressional Hispanic Caucus Fellow, she worked in the Poverty and Health Office of the Senate Labor and Human Resources Committee, which at the time was headed by Sen. Edward Kennedy (D-Massachusetts).

Castillo also served in the Clinton administration White House as a senior policy analyst to the deputy director at the White House Office of National Drug Control Policy. After Bill Clinton's tenure as U.S. president ended, Castillo earned her law degree from American University in 2004, clerked for a D.C. Superior Court judge and worked as an attorney in private practice and for nonprofits. She was a founding member of the Dominican American National Roundtable and was interim executive director of the Hispanic National Bar Association. In 2008 she worked for the Hillary Clinton for President campaign in Iowa.

Castillo joined the Commerce Department in 2008 as special advisor to Christopher Padilla, the under secretary for the U. S. Department of Commerce's International Trade Administration. She was responsible for business outreach and intergovernmental affairs and assisted in the development of policy initiatives related to trade promotion and enforcement of U.S. trade laws.

In 2010, Castillo was named national deputy director of Minority Business Development Agency, and was moved up to the directorship in 2014.

In 2009 Castillo gained custody of two teenage nieces. She speaks Spanish and Portuguese.

### About Minority Business Development Agency Who We Are

MBDA is an agency of the U.S. Department of Commerce that helps to create and sustain U.S. jobs by promoting the growth and global competitiveness of businesses owned and operated by minority entrepreneurs.

### What We Do

We work throughout the Nation to link minorityowned businesses with the capital, contracts, and markets they need to grow. We advocate and promote minority-owned business with elected officials, policy makers, and business leaders. Serving as subject matter experts and advocates for the minority business community, we conduct high quality research and cultivate domestic and international relationships.

Through a national network of more than 40 MBDA Business Centers and a wide range of domestic and international strategic partners, we provide Agency clients with technical assistance and access to capital, contract, and new markets opportunities to create new jobs. Over the course of the Obama Administration, MBDA has helped minority-owned firms access \$19.4 billion in contracts and capital which also created or retained nearly 60,000 jobs.

### Grow your business. Build the Nation.

Our programs and services better equip minorityowned firms to create jobs, build scale and capacity, increase revenues, and expand regionally, nationally, and internationally.

MBDA provides increased visibility and access for minority-owned firms by partnering with multi-national corporations, and government agencies in the U.S. and abroad.

Through our network of MBDA Business Centers we provide customized business development solutions designed to Grow your business. Build the Nation.

### Who We Serve

Our clients are businesses owned by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders.

These companies are fast-growing, innovative, and represented in every industry sector in the United States.

Minority-owned firms contribute over \$1 trillion in annual economic output to the U.S. economy and directly account for nearly 6 million U.S. jobs.

Source: http://www.allgov.com



# Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): **Angel Health Center** 1347 Divisadero Street, San Francisco, CA 94115 Full Name of Registrant #1 Zhi Oiang Wu Address of Registrant #1 1045 S De Anza Blvd. San Jose, CA 95129

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/24/2015

Signed: Zhi Qiang Wu

This statement was filed with the County Clerk of San Francisco County on 4/24/2015

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: Melvin Galvez Deputy County Clerk 4/24/2015

5/07/15 + 5/14/15 + 5/21/15 +

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364644-00

Fictitious Business Name(s): Yindeli Shiatsu Address 3446 Balboa Street. San Francisco, CA 94121 Full Name of Registrant #1 Chen Xiao Wen Address of Registrant #1 778 40th Ave, San Francisco, CA 94121

business is conducted by  $\begin{tabular}{lll} An & Individual. & The & registrant(s) \end{tabular}$ commenced to transact business under the fictitious business name(s) listed above on Not Applicable

Signed: Chen Xiao Wen

This statement was filed with the County Clerk of San Francisco County on 5/4/2015

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

Deputy County Clerk 5/4/2015

5/07/15 + 5/14/15 + 5/21/15 +5/28/15

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364911-00

Fictitious Business Name(s): Chenli Trading Company Address 2726 40th Avenue San Francisco, CA 94116 Full Name of Registrant #1 Yan Li Address of Registrant #1 2726 40th Avenue, San Francisco, CA 94116

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/3/2005

Signed: Yan Li

This statement was filed with the County Clerk of San Francisco County on 5/20/2015

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: Morgan Jaldon **Deputy County Clerk** 5/20/2015

 $\frac{5/28/2015 + 6/4/2015 + 6/11/2015 +}{6/18/2015}$ 

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364190-00

Fictitious Business Name(s): Herrera Janitorial Services 1888 Palou Avenue. San Francisco, CA 94124 Full Name of Registrant #1 Henry Herrera Address of Registrant #1 1888 Palou Avenue, San Francisco, CA 94124 Full Name of Registrant #2 Suris Mercado Address of Registrant #2 1888 Palou Avenue, San Francisco, CA 94124

This business is conducted by General Partnership. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/9/2015

Signed: Henry Herrera

This statement was filed with the County Clerk of San Francisco County on 4/9/2015

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: Melvin Galvez Deputy County Clerk 4/9/2015

5/28/2015 + 6/4/2015 + 6/11/2015 +

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364447-00

Fictitious Business Name(s): Curls In Bloom Address
813 Meade Avenue San Francisco, CA 94124 Full Name of Registrant #1 Rose Woodward Address of Registrant #1 813 Meade Avenue 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 4/21/2015

Signed: Rose Woodward

This statement was filed with the County Clerk of San Francisco County on 4/22/2015

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 violation of the right of another under Federal, State or Common Law

Filed: Melvin Galvez Deputy County Clerk 4/22/2015

 $\frac{5/21/2015 + 5/28/215 + 6/4/2015 +}{6/11/2015}$ 

# FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364959-00

Fictitious Business Name(s): Mobeda Designs Address
111 Galewood Circle San Francisco, CA 94131 Full Name of Registrant #1 **Ketty Mobed** Address of Registrant #1 111 Galewood Circle San Francisco, CA 94131

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/21/2015

Signed: Ketty Mobed

This statement was filed with the County Clerk of San Francisco County on 5/21/2015

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** 

5/28/2015 + 6/4/2015 + 6/11/2015 +

# FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364717-00

Fictitious Business Name(s): Stemme Investigations Address 60 29th Street, #601 San Francisco, CA 94110 Full Name of Registrant #1

**Bret James Stemme** Address of Registrant #1 60 29th Street, #601 San Francisco, CA 94110

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/7/2015

Signed: Bret Stemme

This statement was filed with the County Clerk of San Francisco County on 5/7/2015

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: Morgan Jaldon Deputy County Clerk 5/7/20015

 $\frac{5/14/2015 + 5/21/2015 + 5/28/215}{+6/4/2015}$ 

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0364769-00

Fictitious Business Name(s): **UAA Group** 21606 Justco Lane. Castro Valley, CA 94552 Full Name of Registrant #1 Mouhamet Dia Address of Registrant #1 21606 Justco Lane, Castro Valley, CA 94552

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/11/20105

Signed: Mouhamet Dia

This statement was filed with the County Clerk of San Francisco County on 5/11/2015

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

Filed: Maribel Jaldon Deputy County Clerk 5/11/20015

 $\frac{5/14/2015 + 5/21/2015 + 5/28/215 +}{6/4/2015}$ 

### **ABANDONMENT OF FICTITIOUS BUSINESS NAME**

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

File No. A-0362572-00

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

1.) Angel Health Center Located at 1347 Divisadero Street, San Francisco, CA 94115

This fictitious business name filed in the County was San Francisco on 1/20/2015 under file 0362572.

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

Full Name of Registrant #1 Ying Jian Shen 1741 Detroit Avenue #32, Concord, CA 94520

This business was conducted by a AN INDIVIDUAL

Signed: Ying.Jian Shen

This statement was filed with the County Clerk of San Francisco County on 4/24/2015

Filed: Melvin Galvez Deputy County Clerk 4/24/2015

5/14/15 + 5/21/15 5/07/15 5/28/15

# STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

File No. A-0355518-00

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

1.) Beach Beauty Salon Located at 413 Beach Street, San Francisco, CA 94133

This fictitious business name filed in the County was San Francisco on 12/24/2013 under file 0355519.

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

Full Name of Registrant #1 Ban Thuc Bang 1525 Santiago Street, San Francisco, CA 94116

This business was conducted by a AN INDIVIDUAL

Signed: Ban Thuc Bang

This statement was filed with the County Clerk of San Francisco County on 4/21/2015

Susanna Chin Deputy County Clerk 5/21/2015

5/21/2015 + 5/28/215 + 6/4/2015 + 6/11/2015

### **CHANGE OF NAME**

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 15-551178

PETITIONER OR ATTORNEY Nattira Inkhong 640 Turk Street Apt #6 San Francisco, CA 94102

TO ALL INTERESTED PERSONS:

1. Petitioner Nattira Inkhong for a decree changing names as follows:

> Nattira Inkhong changed to Nattira Kittirattanachat

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

NOTICE OF HEARING Date: July 21, 2015 Time: 9:00 AM Room: 514

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

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

MARY ANN MORAN, Clerk DATED - May 15, 2015

5/21/15 + 5/28/15 + 6/04/15 + 6/11/15

# **Access to Capital**

### **SMALL & MINORITY BUSINESS**

# **SBA Weekly Lending Report**

7(A)

	2010		2011			2012			2013			2014			2015		
All 7(A)	\$ 9,276,159,600		\$ 13,946,836,800		\$	8,868,717,300		\$	10,613,021,900		\$	10,975,833,000		\$	13,372,661,200		
Ethnicity																	
All Minority	\$ 2,121,512,000	23%	\$ 3,432,763,200	25%	\$	2,215,045,800	25%	\$	2,864,321,500	27%	\$	3,142,668,200	29%	\$	3,785,249,800	28%	
AMERICAN INDIAN	\$ 39,565,200	0%	\$ 71,383,600	1%	\$	41,489,000	0%	\$	44,003,300	0%	\$	43,939,600	0%	\$	79,412,100	1%	
ASIAN OR PACIFI	\$ 1,529,465,100	16%	\$ 2,590,018,000	19%	\$	1,622,109,700	18%	\$	2,132,934,300	20%	\$	2,333,044,800	21%	\$	2,689,210,100	20%	
BLACK	\$ 170,795,400	2%	\$ 230,916,200	2%	\$	132,074,400	1%	\$	184,819,600	2%	\$	209,321,600	2%	\$	260,450,400	2%	
ESKIMO OR ALEUT	\$ -	0%	\$ -	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	
HISPANIC	\$ 380,903,800	4%	\$ 540,445,400	4%	\$	419,372,700	5%	\$	501,464,300	5%	\$	555,067,200	5%	\$	756,105,200	6%	
MULTI-GROUP	\$ 782,500	0%	\$ -	0%	\$	-	0%		1,100,000	0%	\$	1,295,000	0%	\$	72,000	0%	
PUERTO RICAN	\$ -	0%	\$ -	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	
UNDETERMINED	\$ 614,544,300	7%	\$ 1,122,796,700	8%	\$	894,039,200	10%	\$	1,293,678,300	12%	\$	1,619,566,200	15%	\$	1,743,604,500	13%	
WHITE	\$ 6,540,103,300	71%	\$ 9,391,276,900	67%	\$	5,759,632,300	65%	\$	6,455,022,100	61%	\$	6,213,598,600	57%	\$	7,843,806,900	59%	
Gender																	
Not Reported	\$ -	0%	\$ -	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0	
Female Owned 50% or less	\$ 1,479,653,000	16%	\$ 2,197,365,900	16%	\$	1,490,323,800	17%	\$	1,740,891,600	16%	\$	1,871,675,700	17%	\$	2,214,055,300	17%	
Female Owned more than 50%	\$ 1,275,200,400	14%	\$ 1,669,904,400	12%	\$	1,109,505,600	13%	\$	1,379,049,700	13%	\$	1,380,957,400	13%	\$	1,734,318,300	13%	
Male Owned	\$ 6,521,306,200	70%	\$ 10,079,566,500	72%	\$	6,268,887,900	71%	\$	7,493,080,600	71%	\$	7,723,199,900	70%	\$	9,424,287,600	70%	
Veteran	\$ 433,353,100	5%	\$ 684,704,800	5%	\$	377,634,900	4%	\$	392,359,500	4%	\$	352,165,900	3%	\$	691,017,500	5%	
Hub, LMI, or EZEC	\$ 3,685,194,100	40%	\$ 5,633,199,700	40%	\$	3,533,181,700	40%	\$	4,015,182,900	38%	\$	4,251,967,700	39%	\$	4,363,968,500	33%	
EXISTING BUSINESS	\$ 6,873,671,700	74%	\$ 10,613,424,500	76%	\$	6,505,157,400	73%	\$	7,855,937,200	74%	\$	7,796,602,000	71%	\$	8,901,569,700	67%	
NEW BUSINESS	\$ 2,359,005,000	25%	\$ 3,257,499,600	23%	\$	2,353,086,200	27%	\$	2,745,671,000	26%	\$	3,130,206,400	29%	\$	4,428,557,300	33%	
Rural	\$ 2,253,180,900	24%	\$ 3,227,076,300	23%	\$	1,416,335,800	16%	\$	1,609,149,700	15%	\$	1,808,858,500	16%	\$	2,194,270,100	16%	
Urban	\$ 7,022,978,700	76%	\$ 10,719,760,500	77%	\$	7,452,381,500	84%	\$	9,003,872,200	85%	\$	9,166,974,500	84%	\$	11,178,391,100	84%	
Export	\$ 428,305,900	5%	\$ 593,991,000	4%	\$	469,944,100	5%	\$	673,648,500	6%	\$	728,979,500	7%	\$	645,126,900	5%	
CAPLine	\$ 55,161,300	1%	\$ 91,936,300	1%	\$	227,838,700	3%	\$	344,453,600	3%	\$	248,094,500	2%	\$	275,930,500	2%	
PLP	\$ 5,188,272,900	56%	\$ 7,735,610,500	55%	\$	4,752,709,300	54%	\$	5,831,787,700	55%	\$	6,435,995,600	59%	\$	8,237,394,700	62%	
Express	\$ 1,015,094,700	11%	\$ 1,740,947,100	12%	\$	1,091,561,400	12%	\$	1,019,263,800	10%	\$	1,127,553,700	10%	\$	1,348,960,900	10%	
\$150K and Under	\$ 982,341,100	11%	\$ 1,072,748,900	8%	\$	905,603,700	10%	\$	883,605,000	8%	\$	1,094,155,700	10%	\$	1,378,112,400	10%	
>\$150K - \$350K	\$ 1,537,349,000	17%	\$ 1,595,083,300	11%	\$	1,256,484,400	14%	\$	1,362,631,700	13%	\$	1,316,370,800	12%	\$	1,565,385,000	12%	
>\$350K - \$2M	\$ 6,756,469,500	73%	\$ 7,954,297,300	57%	\$	4,543,047,300	51%	\$	5,496,465,000	52%	\$	5,419,267,800	49%	\$	6,349,938,600	47%	
>\$2M	\$ -	0%	\$ 3,324,707,300	24%	\$	2,163,581,900	24%	\$	2,870,320,200	27%	\$	3,146,038,700	29%	\$	4,079,225,200	31%	

Visit the link below for the rest of the chart/report: http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1188&pageID=25

# **BECU Shares Secrets to Success in Credit Union Strategy & Performance**

BECU, the largest credit unon in the state of Washington and fourth largest in the U.S. at \$13.1 billion in assets, reveals how it achieves its impressive performance numbers in the latest Credit Union Strategy & Performance.

A combination of sound business decisions, regulatory changes, and fortunate timing are all cited by BECU in Strategy & Performance. In addition to being innovative with its brand and branch model, BECU sees its culture and values as critical components of its competitive advantage. The cooperative has created a common language around five values: Members First, Do the Right Thing, Own It, Know Your Stuff, and Be Real. The credit union works to make the values part of its everyday operations.

BECU also credits its success to understanding the links between its physical and digital channels. Only two of the credit union's 43 branches have tellers, with most members conducting business through image enabled ATMs. According to BECU, approximately 75 percent of members join through a branch but never step inside one again. Mixing channels effectively has led to an efficiency ratio of 59.8 percent versus 75 percent for similarly sized peers, meaning BECU spends less income on overhead expenses.

"Our members don't really think about channels," said Tom Berquist, senior vice president of marketing and cooperative affairs. "Members think about what's convenient and available, so it makes sense for us to manage channels in this way."

Creating an engaging and productive environment for its 1,233 employees also contributes to BECU's strong performance. The credit union accomplishes this by having employees create their own measurable goals; diversifying its mix of salaries, benefits, and incentives; and providing wellness accounts where employees can put \$25 a month towards activities that benefit them monetarily, physically, or mentally.

For more information on BECU's feature in Strategy & Performance, please contact Callahan & Associates at 800-446-7453.

Credit Union Strategy & Performance is a quarterly publication from Callahan & Associates that helps credit unions improve their performance by offering data analysis and actionable industry case studies.

Callahan & Associates is dedicated to helping the credit union industry thrive. Our team

Continued on page 12



# **Public Legal Notices**

#### City and County of San Francisco Outreach Advertising June 2015

Stay Connected To the City through SF311

The SF311 Customer Service Center is the single stop for residents to get information on government services and report problems to the City and County of San Francisco. And now, we have even more ways for you to stay connected to the City with our SF311 App and SF311 Explorer website.

The SF311 App lets you get information on City services and submit service requests on-the-go right from your smartphone. You can track your service requests through the app or through our new website, SF311 Explorer.

SF311 Explorer not only lets you check the status of your own requests, it enables you to see what issues are being reported throughout all of San Francisco and what the City is doing to resolve them.

Download the SF311 App from your smartphone's app store and visit the SF311 Explorer at explore311.sfgov.org today!

#### Port of San Francisco

Port of San Francisco announces Contract #2774, Pier 94 High Mast Lighting Project. Located at Pier 94, the scope of work will consist of removing two (2) 100-foot high lights and installing two (2) 80-foot high modern lights. Bidders may either be Class A or Class C-10 licensed, and only San Francisco certified Micro-LBE contractors are eligible to bid on this Set-aside contract. Bid discounts, LBE goals, Local Hire, & Partnering do not apply. Pre-bid meeting: 5/26/15, 10:30 AM at the Contractor Assistance Centre located at 5 Thomas Mellon Circle in San Francisco. Bids Due: 6/30/15, 10:30AM, Pier 1. For questions contact Amel Prestosa, (415) 274-0627. Information located on www.sfport.com and www.sfpov.orgloca.

#### Department of Elections

Voter Services Are Now Available in Filipinol SF Ballots Are Changing!
The Department of Elections now offers telephone and in-person assistance in Filipino. Within the month, the Department will also offer voter information and materials in Filipino on selections or go and in printed format. Beginning with the November 3, 2015, election, there will be three bilingual versions of the ballot: English + Chinese, English + Spanish, and English + Filipino.

Ballots in English and each certified language will be available by mail, at the City Hall Voting Center, and at all polling places. The Department of Elections encourages voters who wish to receive ballots in Chinese, Spanish, or Filipino to provide that information in advance at <u>sfelections.org/language</u>.

For more information about ballot format changes and voter services in Filipino, visit sfelections.org or call the Department at (415) 554-4375.

### Board of Supervisors Regularly Scheduled Board Meetings

June 2015

OPEN TO THE PUBLIC –Tuesdays, 2:00pm, City Hall Chamber, Room 250.

June 2
 June 16

June 9 June 23

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions

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is seeking subcontractors to participate in a prequalification process where sub-trade RFQs can be downloaded at <a href="https://link.com

Currently pre-qualifying for Dewatering, Casework, Electrical, Elevators, Fire Protection, HVAC, Lab Equipment, Misc Metals, Plumbing, Roofing, Site Utilities, Stairs and Storefront/Windows.

• RFQ Due Date, June 24th, 2015

A Pre-Qualification conference will be held at the Contractors Assistance Center, located at 5 Thomas Mellon Cir, San Francisco CA, 94134, on June 3rd, 2015 1:30pm

Documents Can be Downloaded at: https://clarkconstruction.sharefile.com/d-s24168f9608340208

### Clark Construction Group- California, LP

Contractor License #839892
180 Howard Street, Suite 1200, San Francisco, CA 94105
Phone: 415/767/7019 Fax: 415/767/7099
Contact: Hector Torrez • hector.torrez@clarkconstruction.com



### **Secrets to Success**

Continued from page 11

of experts provides leading research, analytics, networking, and consulting solutions. More than 4,000 credit unions and industry suppliers rely on us for the latest data, actionable insights, and benchmarking tools to develop their competitive advantages and achieve their strategic goals. Our 30-year history has enabled us to build an unparalleled knowledge transfer consortium that connects the industry's best minds. To learn how you can join Callahan's network, please visit www.callahan.com.

Source: Callahan & Associates

### **Secrets to Success**

Continued from page 7

the shareholders meeting to make the case that we ought to change the direction of growth."

One thing the lack of Asian representation in executive positions may give evidence to is the implicit bias among the mostly white male controlled tech industry businesses. If the largest sub-group among their employees has difficulty breaking into management roles, the obstacles for other less-represented groups to enter into the industry at all become that much more difficult.

While the numbers for diverse representation in Silicon Valley still look pretty dismal, Rev. Jesse Jackson's initiatives to press the issue on the tech industry show that there has been some progress as he describes the effort by Intel, one of the companies in the Ascend report. "Intel put forth a proposition with 300 million dollars with the goal of by 2020 making Intel look like America," Rev. Jackson said.

Source: http://www.diversityinc.com

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