

SMALL BUSINESS EXCHANGE

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YEARS

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Downtown Revitalization Opens a Large New Marketplace for Contractors



Image by David Mark from Pixabay

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

By *Mary Scott Nabers,*

Cities throughout the United States are announcing revitalization projects. The trend is strong—so strong, in fact, that it’s hard to find a state without a number of cities either in the planning or launching stages of rebuilding their urban cores. These types of initiatives have common components, and they all have a need for private sector contractors, investors, and/or partners.

Downtown revitalization projects include some mix of entertainment venues, retail establishments, multimodal transportation, affordable housing, and outdoor areas that are conducive to walking and shopping. Safe downtowns with thriving businesses and residential developments create places where people want to live, work, shop, eat, and gather for recreation and entertainment. Vibrant downtown areas greatly enhance city tax revenues.

City leaders often start the process by seeking out nonrevenue producing property that can become a part of a revitalization effort. Ac-

ording to the International Downtown Association, a majority of vibrant downtowns contain about 3% of citywide land and produce 14% of retail, food, and beverage businesses and 35% of all hotel rooms. Those percentages can generate as much as \$53 million in sales tax per square mile. Since that amount is nearly 10 times the citywide average, it’s understandable why there are so many revitalization projects being planned.

City officials often seek partnerships with developers willing to help create new and innovative downtown destinations. New infrastructure projects, such as landscaped medians, parking garages, pedestrian walkways, traffic improvements, decorative lighting, and enhanced public Wi-Fi, are all coveted parts of successful redeveloped downtowns. A signature park, venue, or convention center is also a great way to anchor revitalization efforts.

Increased investment in downtown projects is not limited to cities. In New York, the Regional Economic Development Council is making more

■ Continued on page 8

Ambition, My Personal Narrative and “Harder Skills”

By *Sonrisa Cooper,*

As long as I can remember, I’ve had ambition. Some of the early career paths I considered for myself were Oscar-winning actress, renowned surgeon, or world-famous architect. Eventually, I picked a more modest career goal of working in urban policy, but my ambition stayed with me. I was lucky to grow up in an environment where I was encouraged to ignore the structural barriers imposed upon me — it never occurred to me that our society wouldn’t want a young half-Filipina woman to succeed or that my personal narrative was that important to my professional ambition. The role models in my family are immigrants, strong women, mavericks who defied authority

and carved their own paths. They are my history, and their stories told me I would succeed in my future.

As long as I can remember, I’ve had ambition... it never occurred to me that our society wouldn’t want a young half-Filipina woman to succeed or that my personal narrative was that important to my professional ambition.

When I accepted the offer for the Greenlining Policy Fellowship, I had no idea what I was getting into. I thought I would end up in a “real” job after graduate school, not in a one-year Fellowship program. Personal development had never been a priority for me; my ambition always kept

me more focused on doing well in school and making the right connections, and I was worried that joining the Leadership Academy would derail me from the path I was on.

I couldn’t have been more wrong. I never expected my first job out of grad school to challenge me the way the Fellowship has. I was prepared to push myself hard and grow my policy skills, but I had no idea how difficult it would be to open myself up to personal development. Greenlining is the first place I’ve ever been that encouraged me to reflect and self-discover, but learning to let go of my preconceived notions of those things took time. At first, it didn’t feel natural to share the story of my family and my identity with my cohort; at some point, I’d decided that my professional aspirations should be completely separate from my personal narrative. I didn’t feel that my identity as a biracial woman mattered in the workplace, but over the past eight months, I have embraced who I am and learned to see my identity as part of what I bring to my work as an advocate for racial equity. I can’t make good policy without acknowledging how my background shapes my values and attitude toward the work.

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Patrick Brown, the Leadership Academy Director, frequently talks about how there is no such thing as “hard” and “soft” skills — there are only “hard” skills and “harder” skills. The Fellowship has taught me so much about the value of these harder skills that can’t be taught in a classroom, like leading with compassion or practicing true self-care. Our society places a higher value on an impressive resume than on social skills or self-awareness. Meditation, mindfulness, coaching, storytelling — I had always avoided these types of activities because it didn’t fit into the narrative I had written for myself. Before Greenlining, my personal narrative was something along the lines of “Sonrisa Cooper worked hard her entire life, got her dream job, and retired comfortably with the respect of her peers.” I don’t know what my new narrative is yet, but I have learned that taking better care of myself will allow me

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Workforce Development

MaTCH competition aims to ignite workforce development

By Chris Pilkerton,

Melissa Wegman's family-owned furniture manufacturing company has thrived for half a century, but she says she's worried about its future growth. The Cincinnati-based company is struggling to find workers with the right skills to do the job. And research shows she's not alone. A recent NFIB survey found 24 percent of small business owners say finding qualified workers is their single most important problem; 86 percent of those trying to hire workers had few or no qualified applicants.

The U.S. Small Business Administration is launching a new competition that aims to solve this problem. The Makerspace Training, Collaboration and Hiring (MaTCH) Pilot Competition challenges organizations to create or expand job and skills training programs in existing makerspaces. The SBA will award up to \$1 million to fund the winning proposals.

Makerspaces are collaborative places where people work to solve problems by sharing ideas and experiences and developing new skills. Many of them offer tools like 3D printers, laser cutters, soldering irons and sewing machines for community use. We at the SBA believe these maker-



spaces have the resources and ingenuity necessary to solve the problem small businesses face. They are uniquely positioned to boost workforce development by fostering vocational education, apprenticeships and entrepreneurship. And we hope this competition will both empower cre-

ative thinking and strengthen the link between these spaces and their local communities. The ultimate goal – expanded job skills will offer working families a pathway to the middle class, and a skilled workforce will drive economic growth that benefits us all.

Through this MaTCH Pilot Competition, we hope participants will be able to be placed immediately in positions with local employers that need skilled workers. Some of the competitors may even offer industry or trade certifications.

To enter the MaTCH Pilot Competition, applicants must submit a business plan that details their qualifications, experience and resources; the proposed training curriculum; the nature and length of the training/certification program; and the number of trainees that will be accommodated. Proposals must be submitted by July 8, and winners will be announced on August 6. The entry form, rules and requirements are available online at <https://www.sba.gov/match>.

America was built on innovation and creativity, with an eye toward solving the problems we face. The problem small business owners like Melissa Wegman are having demands a collaborative solution – and the SBA is confident this MaTCH competition will spark some bright ideas.

SOURCE:

<https://www.sba.gov/blogs/match-competition-aims-ignite-workforce-development>



Smart Ways TO WORK

by Odette Pollar

Difficult Meeting Participants

Have you ever sat in a meeting and felt like screaming? Every time use survey shows the same thing; meetings fall into the top 10 time wasting activities within organizations. A successful outcome is a function of leadership style and process management. In smaller meetings of eight or ten people, there are bound to be tensions, unspoken problems and personal agendas. Here are some strategies for moving the agenda forward, while not unduly ruffling feathers.

Problem: Side conversations. Private conversations between a couple of people is very distracting. When this happens, control quickly passes out of the hands of the leader.

Solutions: Ask the group for cooperation. Mention that side conversations are distracting to all and request their cooperation. "Excuse me. I am having difficulty hearing what Su Lin is saying." "Excuse me. We did agree to have one speaker at a time. Thanks again for your attention." If you are standing up, walk toward the talkers. They will generally stop and return their attention to the group.

Problem: Getting off the subject. It is always a delicate balancing act between staying with the agreed upon agenda while remaining flexible.

Solutions: When new ideas come up that you wish to explore, identify them and table them for a future discussion, or if there is time, add them to the end of the agenda. If the new idea becomes more important than one of the existing agenda items, replace with the group's agreement. When an item is tangential and not

particularly important, call the attention of the group to the new subject and pull it back to the topic. "We started by discussing the new marketing strategy, but now seem to be talking about last year's program. Is this the direction we want to go in?"

Problem: The monopolizer. As much as you want to encourage participation, some people feel that a meeting is their personal Academy Awards acceptance speech. When one person talks during most of the meeting, it shuts down others and you lose their ideas and perspectives.

Solutions: Interrupt and acknowledge the person's comment, but ask for some input from others in the room. "I really appreciate your input, and before we continue I want to make sure to hear from the rest of the group. We'll get back to you, Richard."

Problem: Personal attacks. This is a real test of a leader's ability. Personal attacks on individual members of the meeting as well as emotional outbursts are not only surprising, but often cruel. They shut down communication and end creativ-

ity. After a sudden eruption of angry words or direct personal attack, there is a remaining cloud of tension.

Solutions: If the outburst is quick, respond immediately. Look in the middle of the group, not at any individual and speak. Remind them of their earlier agreement to respect each other. Point out that attacks create a hostile environment which hurts the outcome of the meeting. "Let's take a moment here to pause so that we can calm down. This is an emotional subject, but I want us to think and to try to create a fair solution for everybody." Allow a pause so people can calm down and think about positive ways to move forward. If this is a long outburst or another outburst occurs when the conversation resumes, interrupt immediately with "Excuse me, we have heard that and agreed to respect each other. Please tell us what your concerns are."

Problem: Quiet participants. For meetings where the goal is to get ideas from everyone, people who are not participating, can undermine at

Continued on page 5

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Access to Capital

Ready to Grow Your Business?

Bank Loan vs Online Loan: What's Right For My Business?

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

By Gerri Detweiler,

Start shopping for a small business loan and you may soon find yourself overwhelmed. Thousands of banks and credit unions offer business financing, as do hundreds of online lenders. Where do you start?

One decision you'll need to make is whether to apply at a bank versus an online lender. There are some very clear distinctions between the two, and those differences may help you hone in on which option is more feasible for your business.

Bank Loan vs. Online Loan

You need money fast.

An online loan is probably your best bet. Many online lenders can approve financing in minutes

or hours. Some can even provide funding the same day as the loan is approved.

If you're looking for bank funding, though, don't expect speedy approval. A recent industry article, The Seven-Minute Loan Shakes Up Washington, revealed that banks often take weeks to approve loans because of government regulations. One financial executive quoted in that article stated that underwriting a bank loan can involve "28 separate steps."

You want the absolute lowest rate.

Consider a bank loan. Traditional financial institutions, such as banks and credit unions, often offer the most attractive rates. Many also offer SBA-guaranteed loans, long considered the "gold standard" of small business lending due to low rates and business-friendly terms.

That doesn't mean an online lender will always be more expensive. Some online offers are competitive. (You can't beat a 0% loan!) But because small business lenders don't have to disclose their costs using an Annual Percentage Rate (APR), it can be challenging to understand how much those offers really cost, and how they compare to other options.

Tip: Use Nav's free small business loan calculators to translate loan costs to an Annual Percentage Rate (APR) that you can then compare offers.

You aren't looking for a lot of money.

A bank probably isn't your first choice. Banks tend to avoid smaller loans and may hand you a credit card application when you ask about one. Their definition of small may seem large to your business, and minimum loan amounts vary. But don't be surprised if your bank doesn't jump

at the chance to lend you a couple of hundred thousand dollars. A bank's cost of underwriting a loan for \$150,000 can be just as much as underwriting one for \$1.5 million — but the larger loan will be profitable and the smaller one won't.

Some online lenders, on the other hand, will loan as little as \$1000. Or they may offer smaller lines of credit you can tap as needed. And some lenders offer "microloans" of \$50,000 or less. (There is an SBA microloan program as well.) Though small, these loans may be powerful if they meet your needs at the time.

Your business is new.

You will likely need to look online. Start-ups are risky and it can be tough to get funding for one. Small business lenders of all types prefer to lend to established businesses with a solid track re-

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California Sub-Bid Request Ads



Graniterock

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

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

**BOLSA ROAD FISH PASSAGE
IMPROVEMENT PROJECT**

Contract C0652 / Project No. 26044002
Owner: Santa Clara Valley Water District
Engineers' Estimate: \$2,000,000.
BID DATE: June 12, 2019 @ 2:00 PM

Items of work include but are not limited to:
Concrete and Site Demolition, Dewatering, Rock Slope Protection, Hydroseeding & Re-vegetation, and Trucking.

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

We are an Equal Opportunity Employer

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

**Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,
and Sobrante Water Treatment Plant Improvements**
Specification 2135

East Bay Municipal Utility District
Engineers Estimate: \$35,000,000

REVISED BID DATE: June 12, 2019 at 1:30 PM

We are soliciting proposals for the following Divisions and items of work:

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

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

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

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

Flatiron West, Inc.

2100 Goodyear Rd Benicia, CA 94510

Phone 707-742-6000 Bid Fax 707-746-1603

Quotes can be emailed to: NorCalBids@flatironcorp.com

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DIVERSITY OUTREACH

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- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Visit this link for the
OUTREACH ORDER FORM:

[www.sbeinc.com/services/
diversity_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)



California Sub-Bid Request Ads



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

Subcontractors

Quality Control (CQCP), Erosion Control, SWPPP, Street Light Removal, Fence & Gates, Asphalt Paving, Striping, Hydroseeding, Clearing & Grubbing, Rebar

Suppliers/Vendors

Concrete, Aggregates, Reinforced Concrete Pipe (RCP), Corrugated Metal Pipe Riser (CMP)

COUNTY OF SAN DIEGO

CAJON AIR CENTER – RUNWAY OBJECT FREE AREA AND RUNWAY SAFETY AREA DRAINAGE IMPROVEMENT Bid No. 9568 El Cajon, San Diego County, CA

BID DATE June 13, 2019 @ 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

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

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

Please include DVBE/DBE participation on your quote including DVBE/DBE name, address, DVBE/DBE Certification No., DIR No., and CSLB No.

Sukut Construction, LLC
An Equal Opportunity Employer

Request for Quotes from Certified **DBE/MBE/WBE/SBE** Subcontractors and Suppliers

Project: Morena Pump Station, Bid No. K-19-1801-DBB-3 • Owner: The City of San Diego
Bid Date: June 27, 2019 at 2:00 p.m.

Clean Water State Revolving Fund Project

SWRCB DBE Forms are **REQUIRED** from Subcontractors

DBE Participation Encouraged

Quotes requested for Divisions 2, 3, 4, 5, 6, 7, 8, 9, 10, 22, 23, 26, 31, 32, 33, 35, 40, 41, 43, 44 and 46 for the following, but not limited to, scopes of work: Demolition, Reinforcing Steel, Concrete Finishing, Precast Concrete, Grouting, Concrete Doweling, Concrete Unit Masonry, Glass Unit Masonry, Post-Installed Anchors, Welding, Structural Steel Framing, Steel Joist, Steel Decking, Metal Fabrications, Aluminum Railings, Metal Gratings, GRF Plastic, Insulation, Metal Roofing, Joint Sealants, Doors and Frames, Overhead Coiling Doors, Glazing, Painting and Coating, Signage, Fire Protection, Plumbing Piping, HVAC, Electrical, Aggregate Supply, Dewatering, Geotextiles, Stone Columns, Microtunneling, Asphalt Paving, Unit Pavers, Curb and Gutters, Fences and Gates, Landscape and Irrigation, Conveyance Piping, Manholes, Valve Supply, Fabricated Slide and Control Gates, Instrumentation and Controls, Overhead Bridge Crane, Monorail Hoists and Jib Cranes, Pumps, Pollution Control Equipment, Fiberglass Reinforced Plastic Grating, Waterproofing, Raised Computer Flooring.

PLEASE SUBMIT QUOTES BY EMAIL TO SoCalBids@flatironcorp.com OR BY FAX TO (760) 471-4860.

Plans and specifications are available to download, at no cost, from the City of San Diego's PlanetBids website at the following link: [https://www.planetbids.com/portal/portal.cfm?companyID=17950&access\(registration required\)](https://www.planetbids.com/portal/portal.cfm?companyID=17950&access(registration%20required)). The Bid Documents are also available, at no cost, from Flatiron in electronic format or can be viewed at our offices in San Marcos or Chino Hills. Please call to request access or to make an appointment to view the documents at one of our offices.

This is an American Iron and Steel project. Quotations must be valid for same duration as specified by Owner for contract award. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Flatiron West, Inc. analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and meet insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

Notwithstanding any contrary language in a bid to Flatiron West, Inc. ("Flatiron") or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%.

Non-DBE Subs/Suppliers: Indicate lower tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.

1770 La Costa Meadows Drive, San Marcos, CA 92078 • Phone (760) 916-9100 / FAX (760) 471-4860

Email: socalbids@flatironcorp.com • Point of Contact: Jannette Carter, Estimating Administrator

WE ARE AN EQUAL OPPORTUNITY EMPLOYER



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

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

CITY OF SAN MARCOS

CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California

CIP CONBID 19-01

REVISED BID DATE June 13, 2019 @ 2:00 p.m.

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

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

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

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

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

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

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

Surveying, NPDES Monitoring and Compliance, Quality Control Inspection and Compliance, Site Clearing & Demolition, Well Abandonment, Landscaping, Planting & Irrigation, Hydroseed, Traffic Control & Signage, Chain Link Fence, Minor AC Paving, RCP Pipe Supply

SANTA CLARA VALLEY WATER DISTRICT
UPPER LLAGAS CREEK FLOOD PROTECTION PROJECT

Phase 1: Reach 4, Portion of Reach 5, Reach 7A, and

Lake Silveira Mitigation

Santa Clara County, California

Project No. 26174052 Contract No. C0645 SBE GOAL 30%

BID DATE June 26, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

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

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

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California Sub-Bid Request Ads

**O.C. Jones & Sons, Inc. and
MCM Construction, Inc.,
A Joint Venture**
1520 Fourth St., Berkeley, CA 94710
(510) 526-3424 • Fax (510) 526-0990

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**HMA, CIP Bridges, Retaining & Sound Walls,
& Modify Electrical**
Hwy 101/116 Separation, Petaluma -
Caltrans #04-2640F4
REVISED BID DATE: June 12, 2019 @ 2:00 PM
**O. C. Jones & Sons, Inc. is soliciting
quotes for (including but not limited to):**

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

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

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

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

Contact: Ron Burch @ MCM Construction
(916) 334-1221 ext. 211
rburch@mcmconstruction.com
Equal Opportunity Employers

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

ATKINSON CONSTRUCTION

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

The City of San Marcos
Invitation No. CIP CONBID 19-01
****Note Addenda 1-5****

Creek District Infrastructure Project
Bids Thursday, June 13, 2019
per Addendum 5

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

REFER TO PROJECT SPECS FOR
COMPLETE BID ITEM LIST.

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

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

Guy F. Atkinson
License # 1004388
18201 Von Karman Ave, 8th Floor,
Irvine, CA 92612
socal.esteeming@atkn.com

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

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

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

Please go to the City of San Marcos
PlanetBids site -

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

Or contact Atkinson TO VIEW AND DOWNLOAD
ALL BID DOCUMENTS
through our online service, BuildingConnected.
Please contact Atkinson with any questions or
for help with your bid.

Plant Construction Company, L.P.
is requesting bids from LBE
subcontractors for the following project:

Pier 70 Building 12
Owner: The Port of San Francisco,
developed by Brookfield Properties
Bid Date: Concrete and Elevators 6/5/2019 @ 6pm
Bid Date: Demolition and Abatement 6/12/19 @ 6pm

Seeking LBE subcontractors for
(but not limited to) the following trades:

Division 2 – Demolition and Hazardous
Materials Remediation
Division 3 – Concrete and Excavation
Division 14 – Elevators

The documents can be viewed and/or downloaded using the following link:
<https://plantconstructioncompany.box.com/s/vwi2pekublfruxfxap9dhgw60rtkld9>

The documents are also available in our plan room at 300 Newhall Street
San Francisco, CA 94124
between the hours of 7:30am and 5pm.

The documents accessible using the link above are preliminary and should not be considered comprehensive. The official bid package is published on Building Connected, where Plant shares updates on a weekly basis.
Bids must be submitted via Building Connected.
Any bids that are received via email will not be considered.

To be added to BuildingConnected for this and other project opportunities, subcontractors should contact Plant Construction Company, L.P.'s Workforce Development Liaison:

Yvonne Kyrimis at (415) 550-5960 email at
SFLBE@plantco.com

Plant Construction Company, L.P.
is an equal opportunity employer.

ADVERTISE YOUR AD HERE

Advertise your Sub-Bid Requests in the Small Business Exchange

With a monthly readership of
75,000, SBE reaches a diverse
audience, cutting across ethnic and
gender lines as well as traditional
industry segments.



Ambition, My Personal Narrative and "Harder Skills"

Continued from page 1

to achieve my goals without compromising my own needs.

Before the Fellowship, I had made the mistake of seeing my accomplishments within the narrow definition of success that our society has created... My personal narrative and lived experience make me a stronger advocate for the communities that we serve, but it's hard to recognize that when you're so focused on fitting into the mold...

I realized that before the Fellowship, I had made the mistake of seeing my accomplishments within the narrow definition of success that our society has created. Unlearning implicit bias, remembering the lessons from my family, and practicing different ways of thinking has pushed me to be a better equity advocate for communities of color. My personal narrative and lived experience make me a stronger advocate for the communities that we serve, but it's hard to recognize that when you're so focused on fitting into the mold. I still have plenty of ambition, but I wield it better now. Wherever I end up after the Fellowship, I know that I will continue to #ChangeFromWithin using the tools of the Greenlining Leadership Academy.

Sonrisa Cooper is Greenlining's Economic Equity Fellow.

SOURCE:

<http://greenlining.org/blog/2019/ambition-my-personal-narrative-and-harder-skills/>

Difficult Meeting Participants

Continued from page 2

worst, and at best reduce the number of ideas for the group to consider.

Solutions: Consider why people are quiet. It may be shyness, lack of interest or knowledge, disagreement or physical discomfort, i.e. illness. Ask for contributions from group, but look directly at the quiet person. Consider calling on them by name and asking how they felt about the last comment or the discussion to date. "Juanita, how do you imagine this will work in the West Coast region?" Although encouragement is helpful, forcing an uncomfortable person to respond can backfire. After the meeting, arrange to get their input and encourage them to speak up at the next meeting.

SOURCE:

<http://www.smartwaystowork.com/columns/management/difficultmeeting.php>

SMALL
BUSINESS
EXCHANGE



California Sub-Bid Request Ads



Owner: Orange County Water District

Project Name: Groundwater Replenishment System Final Expansion Project; Contract No. GWRS-2019-01

Location: 18700 Ward Street, Fountain Valley, CA 92708

Bid Date: July 9, 2019 at 2:00p.m.

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

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

The **Groundwater Replenishment System Final Expansion Project** consists of the existing 100 million gallons per day (mgd) Advanced Water Treatment Facility (AWTF) owned and operated by the District is to be expanded by 30 mgd to a total production capacity of 130 mgd. The Work includes the expansion of the existing microfiltration (MF), reverse osmosis (RO), and ultraviolet (UV) light treatment processes, in addition to installation of pumps, chemical storage tanks, chemical dosing pumps, blowers, decarbonators, and electrical components of the AWTF. The Work also includes the construction of conveyance facilities at OCSD's Plant No. 2 composed of the following: a pump station and building, two prestressed concrete tanks, piping and valving, weir boxes and sluice gates. The Work includes furnishing all labor, materials, tax, equipment, bonds, insurance, and services in strict compliance with the Contract Documents for a complete and operating plant expansion.

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

Aggregates • piles & caissons • ductile iron pipe • plastic pipe (PVC) • cast iron sewer pipe • HDPE • asphalt paving • curbs & gutter • ready mix supply • concrete reinforcing installation • precast concrete • masonry work • metals • stainless steel pipe • steel pipe • metal deck • building insulation • membrane roofing • flashing & sheet metal • sheet metal roofing • metal doors & frames • overhead door • windows • plaster & gypsum board • painting & coating • louvers & vents • identification device • exterior signage • cathodic protection • bolts & gaskets • hangers & support • valves • pipes & tubes • pickling & passivation • plumbing fixtures & equipment • HVAC • fiberglass-reinforced plastic process pipe

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

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

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

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

Kiewit Infrastructure West Co.

10704 Shoemaker Ave., Santa Fe Springs, CA 90670

Tel: (562) 946-1816 • Fax: (562) 946-3823

Contact: Daron Toll • Email: daron.toll@kiewit.com

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

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

LIABE, LBABE, VSBE, SBE Subcontractor/Supplier Bids Requested For:

Port of Oakland

Airport Perimeter Dike Improvements

BID DATE: Wednesday, June 26th, 2019

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LIABE, LBABE, VSBE, SBE Subcontractor and Supplier Quotes on: Clear and Grub, Contaminated Soil, Demo, Earthwork, Environmental, Erosion Control, Fence, Landscape, Piles-General, Signs, Soil Cement, Soil Mix, Soil Stabilization, Trucking, Utility Work, Aggregate, Fabric, Pile-Sheet, Precast-Utility, Ready Mix, Utility Pipe-RCP

Please visit www.portofoakland.com/Bids for more information.

You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact

Aron Oshio by email at aosho@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote.

Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

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

GROUNDWATER REPLENISHMENT SYSTEM

FINAL EXPANSION PROJECT

CONTRACT NO. GWRS-2019-01

Owner: Orange County Water District (OCWD)

Location: Fountain Valley, CA

Bid Date: July 9, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

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

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

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

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Traffic Control, Demolition, Geotextiles, Augered Pressure Grouted Piles, Cement Deep Soil Mixing, AC Paving, Curb & Gutter, Ready-Mix Concrete, Reinforcing Steel, Masonry, Steel Roof Deck, Metal Framing & Drywall, Structural Steel, Miscellaneous Metals, Waterproofing, Insulation, Metal Wall Panels, Roofing, Steel Doors/Frames/Hardware, FRP Doors/Frames/Hardware, Glazing, Skylights, Painting & Coatings, Louvers, Equipment, Cathodic Protection, Fire Sprinkler System, Electrical and Instrumentation.

Plans and Specifications: You may obtain a free download from OCWD's website at <https://www.ocwd.com/working-with-us/rfp-contracts/current-bids/gwrs-final-expansion-project>.

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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



Manson Construction Co.

1401 Marina Way South Ste. 330

Richmond, CA 94804

TEL: 510-232-6319 • FAX: 510-232-4528

REQUEST FOR QUALIFIED AND CERTIFIED SBE SUBCONTRACTORS AND SUPPLIERS FOR:

SAN FRANCISCO BAY AREA RAPID TRANSIT

CONTRACT NO. 09DJ-160 TBT CP ANODE SLED AND CABLE REPLACEMENT PROJECT

PROJECT BID DATE: JUNE 25, 2019 AT 2 P.M.

Quotes are requested for various items of work including but not limited to:

Aggregate, Diving, Engineering (Naval Architect), Electrical, Fuel Systems – Diesel, Inspection, Landfill, Towing, Trucking, Underwater Surveyor.

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

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

This Contract has a labor agreement wherein Manson is signatory to Piledrivers and Operators, and is subject to the "Buy America" requirements of 49 USC 5323(j), and applicable regulations in 49 CFR Part 661. Current insurance and workers compensation coverage including USL&H and waiver of subrogation is required.

All subcontractors, suppliers, consultants and other third parties interested in this high security project MUST submit a request for a Third Party Non-Disclosure Agreement (Third Party NDA) in order to be eligible to review the drawings and specifications. The Third Party NDA may be obtained by downloading from BART's website (link shown below- the NDA form is attached under Contract 09DJ-160 (<https://www.bart.gov/about/business/procurement/contractsout>)). Note, BART anticipates that within 14 Days after receipt of the NDA, 3rd parties will be notified about the results of their clearance. Companies need to follow the instructions on the Third Party NDA and submit to BART's District Secretary's Office (mailing address is shown on the NDA). PLEASE DO NOT SEND THE FORM TO MANSON CONSTRUCTION CO.

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

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

An Equal Opportunity Employer

9 Major Opportunities for Electric Buses & Trucks

By Joel Espino,

When most people think of electric vehicles, we think of cars, like Teslas, Chevy Bolts and Nissan Leafs. But trucks and buses are going electric, too, and the impact on both our air and our economy could be huge.

In 2016, we at The Greenlining Institute joined forces with The Union of Concerned Scientists to analyze the growing electric truck and bus industry, producing the report “Delivering Opportunity: How Electric Buses and Trucks Can Create Jobs and Improve Public Health in California.” While we focused on California, where electric buses and trucks are taking off rapidly, what we found has major implications for the whole country. Especially at a time when many transit agencies across the country are committing to 100 percent electric, many states are increasing their efforts to get more electric cars, trucks, and buses on the road, and The Green New Deal is generating buzz and conversation on climate change.

Here are nine things we found.

1. Transportation is the largest contributor to global warming in California and nationwide.

Including carbon pollution from refining petroleum products, transportation accounts for more than 50 percent of global warming emissions in California, and the transportation sector recently overtook power plants as the largest contributor to climate change nationwide.

2. Trucks and buses form a major part of our air pollution problem.

Heavy-duty vehicles are the single largest source of smog-forming pollution in California. They also emit more particulate matter than all of the state’s power plants. And they make up seven percent of the state’s global warming emissions—an amount projected to increase as freight shipments grow.

3. Air pollution from transportation discriminates, hitting poor communities of color the hardest.

Poor communities suffer disproportionately from exposure to traffic-related pollution because they are more likely than wealthier neighborhoods to be near busy roads and highways. Breathing lung-damaging exhaust from vehicles on a daily basis leads to higher rates of pollution-related diseases such as cancer and heart attacks. Race matters, too: even for people in the same socioeconomic class, people of color are more likely than whites to be exposed to pollution from cars, trucks and buses.

In fact, a recent Union of Concerned Scientists analysis that quantified pollution from on-road sources reinforces this finding.

4. Electric trucks and buses are cleaner than diesel and natural gas vehicles.

Electric vehicles have zero tailpipe emissions, meaning you won’t have to gulp pollution while waiting for the bus or walking down the street. In terms of global warming emissions, smog forming emissions, and particulate matter; electric vehicles powered by clean electricity have the lowest emissions compared to any other vehicle technology, including natural gas. The clean air benefit continues even when you look at “life cycle” emissions from electricity generation and hydrogen production.

And these clean vehicles will only get cleaner: California will get at least half of its electricity from renewable resources by 2030, has virtually no coal power in the state, and will end contracts for coal power imported from other states by 2025. California also requires that at least 33 percent of hydrogen must be produced using renewable energy, a standard the state already exceeds. Bottom line: We’re blazing a path toward clean power that other states can follow.

5. Electric trucks and buses are far more energy efficient.

Depending on the type of vehicle, electric trucks and buses are up to four times more

efficient than diesel and natural gas vehicles. This means that for the same amount of energy used to power a vehicle, the electric vehicle will travel up to four times as far. This can lead to significant savings in fuel costs.

6. Electric truck and bus technology is here and ready to clean the air today.

This isn’t a pie-in-the-sky future dream. Battery-powered electric trucks and buses have ranges over 100 miles. One company recently announced a transit bus with a 350-mile range. Fuel cell trucks and buses have long had ranges over 200 miles. While these vehicles may cost more to purchase, reduced fuel and maintenance costs mean the total cost of ownership of electric trucks and buses is becoming competitive with traditional technologies. Electric trucks and buses can accelerate and climb hills as well or better than diesel and natural gas vehicles. They’re quieter, too.

7. The heavy-duty EV industry is creating good jobs.

Some of the leading electric bus and truck manufacturers in California pay assemblers \$13-\$20 per hour for entry level jobs, which is considerably above typical pay for assembly jobs in California. These jobs can also lead workers into higher-skilled, well-paid occupations. When we asked representatives of heavy-duty EV companies what jobs were likely to grow the most if demand for heavy-duty EVs increases, they unanimously identified assembler positions. Increased investment in this technology should spur growth of good, well-paying jobs—especially if unions and community benefits agreements like the one BYD struck are in the mix.

8. This industry can be a great source of jobs for underserved communities—if workers get the training and skills they need.

Leading electric bus and truck companies in California typically require one to three years of related experience for assemblers,

a higher standard than assembly jobs in general manufacturing. Jobs in EV manufacturing, charging and maintenance require significant electrical skills. These requirements can be barriers to employment for people from low-income communities. But good, readily accessible training programs can overcome this barrier and make sure those most in need of good jobs will get a fair shot.

9. It will take conscious effort to bring workers from marginalized communities into the electric truck and bus workforce.

We don’t currently have enough training programs accessible to those who need them. Manufacturers can help fix this by partnering with workforce training organizations and community colleges to establish pathways for training and certifying workers from these communities and placing them in quality jobs. This emerging industry needs effective, equitable workplace policies, programs, and practices to ensure opportunity for all.

You may not hear much about electric trucks and buses, but they’re here and growing. We have to put the policies and actions in place now so that we can leverage the clean air and economic benefits of this technology to fight environmental injustice and give an economic boost to people most in need.

The proposed Green New Deal has already begun to stimulate new discussions of the role of transportation in fighting climate change and strengthening communities. Electrification of trucks and buses should be part of plans going forward to fight climate change, clean our air and – with help from the right policies – bring new opportunities to underserved communities.

SOURCE:

<http://greenlining.org/press/2019/9-major-opportunities-electric-buses-trucks/>

Business Myths: Reality Check

By Dave Everhart,

“Myths” and “urban legends” persist in the public’s perception despite their obvious misinformation. This is true in the small business arena as well as in other facets of life.

These myths have a negative impact on small business success because legends can reinforce or encourage bad decisions by aspiring entrepreneurs and small business owners - decisions that can be critical and sometimes fatal to the establishment or growth of the businesses. The myth-list is a long list, but these eight are the most common.

Myth #1: “I don’t need a written business plan - I have everything in my head.”

Reality check: For any new small business to enter the marketplace, the owners need a detailed business plan which lays out their target market, funding, organization, and anticipated revenue flow. A sound business plan is mandatory if the business is seeking a business loan or status as an 8(a) socially or economically disadvantaged

company with the SBA. In addition, it prevents business owners from failing to accurately predict revenue, cash flow, and other critical items needed to survive.

It is human nature to be optimistic - it is much easier to be optimistic if the data is only in our minds. Sometimes ideas that seem great in concept present an entirely different picture when put down on paper.

Always include detailed revenue projections in your business plan and be realistic.

Myth #2: “I’m a Veteran/Service Disabled Veteran—the VA will give me a business loan.”

Reality check: Unlike the VA Home Loan Guarantee Program, the VA does not provide loan guarantees for veterans to start a business. There is, however, a loan program targeted to veterans at the US Small Business Administration called “Patriot Express” - if you are a veteran looking to start a business, the SBA (or their resource partners such as SCORE) can provide you with more information.

Myth #3: “The SBA will give me a grant to start a business”

Reality check: The SBA does not provide grants to start a small business. This myth continues to flourish, mainly driven by TV commercials for reference materials that supposedly provide the “secrets” to government grants.

Remember the old adage, if it sounds too good to be true, it probably is.

Myth #4: “I can start a business and get a loan with no money down.”

Reality check: Lending institutions will require that you have some of your own capital “in the game.” The percentage varies, but 25%+ is near the norm. When a business owner has significant personal investment in their business, they naturally take greater care in the finances and success of operations, and generally have lower default rates on business loans.

Lenders will also require liquefiable collateral for the loan, and a realistic cash flow projection

showing how the loan will be repaid. (See myth # 1. It’s included in your business plan.)

Myth #5: “I need to buy a building to house my business.”

Reality check: If there is one item which will doom a business, it is excessive fixed overhead costs. The last thing a new business needs is to take on a heavy overhead burden which will drive up costs and lower profits. If the business absolutely needs production, commercial, or office space, find the best lease terms available at the shortest timeframe.

If possible, work the business out of a home office or other low cost option until the business can support a better facility.

Myth #6: “I can immediately draw a salary from my new business.”

Reality check: Don’t quit your day job! Any new business requires time to be successful—in addition, invoices due to you may not be paid

■ Continued on page 9

SBA Proposes Certification Rule for Women-Owned Small Businesses

The U.S. Small Business Administration published a proposed rule that will provide a free online application process for women-owned small businesses to be certified and eligible to participate in the SBA's Women-Owned Small Business Program or access contracts as a Women-Owned Small Business (WOSB) or Economically Disadvantaged Women-Owned Small Business (EDWOSB). The SBA is seeking public comments on the proposed rule by July 15, 2019. To submit comments, visit: <https://www.federalregister.gov/documents/2019/05/14/2019-09684/women-owned-small-business-and-economically-disadvantaged-women-owned-small-business--certification>.

The following proposals are included in the new rule:

- Allow participation from an expanded list of federal and state entities with existing certification programs, and confirm the continued participation of approved third-party certifiers.
- Eliminate the self-certification option consistent with the Small Business Act as amended within the National Defense Authorization Act for Fiscal Year 2015, Public Law 113-291, and require approved third-party certifiers to notify applicants of its fees and the option to use SBA's free online certification process.
- Adopt a \$750,000 net worth standard when assessing economic disadvantage for EDWOSBs and continuing eligibility for the 8(a) Business Development Program.

The proposed rule will bolster the number of federal contract awards to WOSB and EDWOSB-certified businesses and better empower agencies to meet the 5% federal contracting goal for women-owned small businesses. Currently, contracting officers must review a contract awardee's documentation to verify an applicant's WOSB and EDWOSB eligibility. By establishing a transparent, centralized, and free certification process, the SBA aims to provide contracting officers with reassurance that firms participating in the WOSB Program are eligible for awards and encourage them to set aside contracts for women-owned small businesses.

About the SBA's Women-Owned Small Business Program

To learn more about how the SBA supports women entrepreneurs, visit www.sba.gov/wosb.

About the U.S. Small Business Administration

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

SOURCE: <https://www.sba.gov/about-sba/sba-newsroom/press-releases-media-advisories/sba-proposes-certification-rule-women-owned-small-businesses>



Downtown Revitalization Opens a Large New Marketplace for Contractors

Continued from page 1

than \$525 million in state resources available for community revitalization and business growth. One of the council's top priorities for 2019 includes downtown revitalization.

A variety of alternative funding options are available for urban redevelopment initiatives. In addition to private sector interest in these types of projects, funding is also available from economic development organizations, state programs, U.S. Transportation Department BUILD grants, U.S. Department of Housing and Urban Development Community Development Block Grants, and Main Street America grants. Other options include downtown public improvement districts (PIDs), bonds, low-interest loans, and master developer/P3 partnerships.

One lesson to be drawn from the recent failed partnership between Amazon and New York City is that cities must be proactive in communicating with citizens and taxpayers about partnerships that involve tax incentives. Every list of 'best practices' includes a community outreach plan to educate citizens about the anticipated benefits of such projects. Cities as diverse as Midland,

Texas; Louisville, Kentucky; and Chicago have found that every dollar invested in urban development can be expected to return six dollars to the city's tax base.

Here are just a few of the many upcoming opportunities related to urban revitalization throughout the country:

The city of Wichita, Kansas, plans to issue a request for proposals (RFP) for site selection and concept development for a new performing arts center. The city owns property near Main Street and is looking for a private sector partner. The facility is envisioned as a signature community asset for the downtown area. Currently, the modification/expansion study and design are complete, and the assessment is under review by the city. Development plans for the performing arts center are part of a larger objective to develop the downtown riverfront so other projects will also be announced in the not too distant future.

The city of San Luis Obispo, California, has completed one feasibility study for a proposed new convention center. A 2017 report concluded that the convention center was practical and that such a facility would help San Luis Obispo at-

tract more convention business. In April, the city submitted an RFP for another feasibility study, this time in hopes of identifying potential site locations. Interested contractors would be advised to follow the activities carefully over the next few months. New convention centers attract all kinds of additional projects.

The city of Hot Springs, Arkansas, has announced plans to redevelop a downtown site that formerly housed a historic hotel. A five-acre parcel is under consideration for redevelopment after different proposed architectural plans and public planning sessions. The city has already invested more than \$2 million to acquire the property, demolish condemned structures, and clear it of environmental liabilities. Hot Springs will issue an RFP based on reports from the public planning sessions, and renderings from university partners to be made public soon.

The city of Rockport, Texas, was recently awarded a \$5 million grant from the U.S. Department of Commerce to assist in a redevelopment of the Rockport Center for the Arts, which was severely damaged by Hurricane Harvey. The total cost of the project, which will add over 20,000 square feet of new space, is estimated at about \$8.5 mil-

lion. The planned campus will house the center's sculpture garden, visual arts and art education programs, and a performing arts and conference center. The facility will be instrumental in developing a new tourism initiative to draw convention visitors to the downtown area. Tourism is Rockport's most significant industry.

Revitalization is a big trend and a very positive one. Not only do such projects benefit city coffers, but the initiatives also result in thousands of new opportunities for companies of all types.

Mary Scott Nabers is president and CEO of Strategic Partnerships Inc., a business development company specializing in government contracting and procurement consulting throughout the U.S. Her recently released book, *Inside the Infrastructure Revolution: A Roadmap for Building America*, is a handbook for contractors, investors, and the public at large seeking to explore how public-private partnerships or joint ventures can help finance their infrastructure projects.

SOURCE:

<https://www.constructconnect.com/blog/construction-news/downtown-revitalization-opens-large-new-marketplace-contractors/>

Public Legal Notices

OFFICE OF COMMUNITY INVESTMENT
AND INFRASTRUCTURE (OCII)

REQUEST FOR PROPOSALS - PARKS MAINTENANCE AND PROPERTY MANAGEMENT

The Office of Community Investment and Infrastructure has released a Request for Proposals for landscape maintenance, janitorial and property management services for public parks and streetscapes at Phase 1 of the Hunters Point Shipyard and the Shipyard Site Office building at 451 Galvez Avenue. Local small businesses and teams including local small businesses are highly encouraged to submit proposals. A mandatory pre-submission meeting will be held on Wednesday, June 12th at 10 a.m. at the Shipyard Site Office building at 451 Galvez Avenue, San Francisco, CA 94124. The Request for Proposals can be downloaded at sfocii.org/rfp

Bank Loan vs Online Loan



Continued from page 3

cord. Businesses that can demonstrate a couple of years of strong revenues have a better shot at getting financing.

As a general rule, banks avoid making small business loans to start-ups but that doesn't mean you should rule it out. Some SBA loans are available to new businesses, for example. But don't be surprised if you face hurdles getting a start-up loan for your new business

Some online lenders are more flexible than banks and will offer financing to younger businesses as long as they can demonstrate sufficient revenues. Minimum required revenues vary but at least \$50,000 in annual revenue is a common threshold.

Your business is unique.

Definitely consider looking for funding online. Many entrepreneurs are innovators who find unique solutions to problems. But then they have trouble getting financing because it's "different." Banks in particular often lend into certain types of industries where the business model and risks are clear.

Online lenders offer a variety of ways to finance a unique business. They almost never ask to see a business plan and many are primarily interested in your business revenue. In addition, you may want to explore crowdfunding which offers the opportunity to raise money, get a loan or "pre-sell" a product. If enough people catch your vision, you may be able to get the money your business needs.

SOURCE: <https://www.nav.com/blog/bank-loan-vs-online-loan-whats-right-for-my-business-33420/>

Request for Proposal

Reliability Improvement Project Inspection Services



Topic: Rinconada Water Treatment Plant (RWTP) Reliability Improvement Project Inspection Services.

Who: The Santa Clara Valley Water District (Valley Water) is the water resource management agency meeting watershed stewardship needs of Santa Clara County and providing wholesale water reliability to its 2 million residents.

What: Valley Water is soliciting proposals from a qualified consultant to perform inspection services for the Rinconada Water Treatment Plan Reliability Improvement Project.

The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>. Please submit your proposals electronically to Valley Water's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "CM10" Construction Management and add contact information as necessary.

Contact: If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to ContractAdministration@valleywater.org.

In addition to submitting proposals electronically through Valley Water's CAS web portal, hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to **Helen Hoang** at hhoang@valleywater.org. Questions must be submitted no later than the date specified in the RFP Schedule.

05/2019 BA



California Sub-Bid Request Ad

VORTEX MARINE CONSTRUCTION, INC.
is requesting proposals from subcontractors, suppliers, manufacturers and truckers for NEW DOCK AT RALEY'S LANDING PROJECT. This project is subject to the requirements of Title 49 CFR 26 which encourages the use of DBE/ UDBe.

Project: NEW DOCK AT RALEY'S LANDING PROJECT • Project No.: 62126
Owner: City of West Sacramento – Public Works Department
1110 West Capitol Avenue, 1st Floor, West Sacramento, CA 95691
Bid Due Date: June 5, 2019 2:00 PM

For the following work but not limited to:

Mobilization/Demobilization, Storm Water Pollution Control, Demolition, Clearing Vegetation, Pile Repairs – Weld cover plates, Extend top of Existing Piles/add gusset plate, Furnish/Install 18" diameter Steel Pipe Piles (waterside), Furnish/Install 12" diameter Steel Pipe Piles (landside), Gusset plates at tops of new piles, Concrete Docks 383.42' long x 8' wide, Berthing Dock (steel 24' x 58' x 5'-6" deep float), Berthing Dock Platform (Ramps and Landings), Dock Fenders, Mooring Cleats, Berthing to Floating Dock Connection, Aluminum Gangway 1 (80' long x 5' wide, with floatation pods), Aluminum Gangway 2 (81' long x 5' side, pivoting with floatation pod), Gangway Platform, Security Gangway, 5'-6" wide, LED Pole Mounted Lights (Walkway and Floating Dock), 15' Poles (Walkway and Floating Dock), LED Wall/Step Lights, LED Navigation Lights, Raceways and Boxes, Conductors and Terminations, Combination Meter/Service Pedestal, PG&E Service Connection, Access Ramps (steel beams, concrete decking, railing), Drilled 8" diameter pipe piles (levee Installation), Dock access landing – concrete footing, HDPE pipe booms (24" diameter x 40' long), HDPE 24" diameter counterbalance units and pile guides, Furnish/Install 20" diameter Steel Pipe Piles

Bid documents for the project are available for review at our office in Antioch, CA or download free of charge through the Virtual Project Manager services of CIPLIST.com. Plans and specifications are available for download at <http://www.ciplist.com/usa/>

Vortex will provide assistance in obtaining necessary bonds, insurance, supplies or other related services for this project.

For questions or assistance required on this project, please call Edwin at 510-261-2400 or email at eenriquez@vortex?sfb.com

VORTEX MARINE CONSTRUCTION, INC.
1 Maritime Way, Antioch, CA 94555 • Contact: Edwin Enriquez • Phone: 510-261-2400
Fax: 510-261-2444
Email: eenriquez@vortex?sfb.com

Business Myths: Reality Check

Continued from page 7

for 60 days or more, so you must be prepared to operate with limited cash flow. The last person to be paid in any company is the owner—employees always come first.

Ensure that you can personally survive for up to a year without drawing a salary before thinking about starting a new business.

Myth #7: "I know how to add and subtract, so I can do my own bookkeeping and payroll."

Reality check: Good luck with that! In reality, even a very small business requires precise and lawful bookkeeping. Employees further compound the issues. Remember, for your business and employees you need to withhold and pay federal income taxes, withhold and match Social Security and Medicare payments, file business tax returns, issue tax documents to shareholders (such as K-1s), and perhaps withhold and match healthcare costs, dental, vision, 401(k), other benefit plan costs.

Commercial programs have come a long way, but unless you are truly familiar with all of the legal requirements, plan on initially paying someone to provide those services.

Myth #8: "I'm an 8(a)/Woman Owned/Service Disabled Veteran Owned/HUB Zone business, by law the government has to provide me with contracts."

Reality check: Welcome to Federal Contracting! Yes, the federal government has goals to provide a certain percentage of commercial contracts/subcontracts to specific categories of businesses as listed above. But that doesn't mean your business will be awarded one. Even if you fit the specific category for the procurement, you still must compete with other similar companies for the contracts.

To win, you must provide the best value to the government—in these days of reduced budgets, the lowest cost proposal which meets the technical acceptability of the procurement has a great chance to win. You must also show that you are completely capable of performing the contract—past performance documentation on similar contracts is usually required.

No designation or certification guarantees that you will be awarded federal contracts—you must, with a few rare exceptions, compete to win.

Myth #9: "I'm an 8(a)/Woman Owned/Service Disabled Veteran Owned/HUB Zone business, by law large companies have to provide me with subcontracts on federal contracts."

Reality check: Yes, the federal government requires large corporations to subcontract a certain percentage of most large contracts to small businesses. However, it is up to that large corporation to select which businesses it uses as subcontractors. One last bit of advice—few large companies will choose you if they don't like working with you—personality does matter!

There are many great small companies for these large corporations to choose from—you must be better, smarter, and cheaper to be competitive.

With the right advice, your business dreams stand a much better chance of succeeding. A great resource for any entrepreneur or business owner is the US Small Business Administration—call the local office in your area for information on what products/services may be right for you.

SOURCE: www.mbd.a.gov/news/blog/2012/07/9-business-myths-reality-check

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386513-00

Fictitious Business Name(s):
**ASPIRE Health Care & Nursing Educators
Private Training Institute**
Address
511 Head Street, San Francisco, CA 94132
Full Name of Registrant #1
Jennifer Shia
Address of Registrant # 1
511 Head Street, San Francisco, CA 94132

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/10/2018**

Signed: **Jennifer Shia**

This statement was filed with the County Clerk of San Francisco County on **05/13/2019**

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

Filed: **Melvin Galvez
Deputy County Clerk
05/13/2019**

05/23/19 + 05/30/19 + 06/06/19 + 06/13/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386398-00

Fictitious Business Name(s):
Awesome Tree Works
Address
435 Euclid Avenue, San Francisco, CA 94118
Full Name of Registrant #1
Matthew Urias
Address of Registrant # 1
435 Euclid Avenue, San Francisco, CA 94118

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05/03/2019**

Signed: **Matthew Urias**

This statement was filed with the County Clerk of San Francisco County on **05/03/2019**

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

Filed: **Maribel Jaldon
Deputy County Clerk
05/03/2019**

05/23/19 + 05/30/19 + 06/06/19 + 06/13/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386604-00

Fictitious Business Name(s):
F-Q Accessories
Address
2718 Taylor Street, San Francisco, CA 94133
Full Name of Registrant #1
Khwaja Qais Sediqi LLC (CA)
Address of Registrant # 1
2718 Taylor Street, San Francisco, CA 94133

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

Signed: **Khwaja F. Sediqi**

This statement was filed with the County Clerk of San Francisco County on **05/20/2019**

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

Filed: **Sonya Yi
Deputy County Clerk
05/20/2019**

05/23/19 + 05/30/19 + 06/06/19 + 06/13/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386502-00

Fictitious Business Name(s):
Fit Girls SF
Address
1814 Divisadero Street, San Francisco, CA 94115
Full Name of Registrant #1
Alexis Fernandez
Address of Registrant # 1
1814 Divisadero Street, San Francisco, CA 94115

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

Signed: **Alexis Fernandez**

This statement was filed with the County Clerk of San Francisco County on **05/13/2019**

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

Filed: **Sonya Yi
Deputy County Clerk
05/13/2019**

05/16/19 + 05/23/19 + 05/30/19 + 06/06/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386530-00

Fictitious Business Name(s):
Golden Gate Farmers Market
Address
5843 Geary Blvd., San Francisco, CA 94121
Full Name of Registrant #1
Heriberto Ponce Martinez
Address of Registrant # 1
3931 Geary Blvd., San Francisco, CA 94115

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

Signed: **Heriberto Ponce Martinez**

This statement was filed with the County Clerk of San Francisco County on **05/14/2019**

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

Filed: **Melvin Galvez
Deputy County Clerk
05/14/2019**

05/16/19 + 05/23/19 + 05/30/19 + 06/06/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386609-00

Fictitious Business Name(s):
**HOI KIU SCHOOL ALUMNI ASSOCIATION
OF S.F. BAY AREA**
Address
900 Folsom Street, Apt #319, San Francisco, CA 94107
Full Name of Registrant #1
Zhiang Zhen
Address of Registrant # 1
900 Folsom Street, Apt #319, San Francisco, CA 94107

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05/20/2019**

Signed: **Zhiang Zhen**

This statement was filed with the County Clerk of San Francisco County on **05/20/2019**

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

Filed: **Sonya Yi
Deputy County Clerk
05/20/2019**

05/30/19 + 06/06/19 + 06/13/19 + 06/20/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386589-00

Fictitious Business Name(s):
**1.) ILLEGAL BURGER
2.) ILLEGAL BURGERS**
Address
1328 18th Street, San Francisco, CA 94107
Full Name of Registrant #1
Aiman Hindash
Address of Registrant # 1
5991 Robertson Avenue, Newark, CA 94560

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

Signed: **Aiman Hindash**

This statement was filed with the County Clerk of San Francisco County on **05/17/2019**

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

Filed: **Mariedyne L. Argente
Deputy County Clerk
05/17/2019**

05/30/19 + 06/06/19 + 06/13/19 + 6/20/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386639-00

Fictitious Business Name(s):
ROOTS AND CRAFT TEA ROASTERS
Address
1489 Webster Street, Apt #710, San Francisco, CA 94115
Full Name of Registrant #1
Maya Kono
Address of Registrant # 1
1489 Webster Street, Apt #710, San Francisco, CA 94115

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2019**

Signed: **Maya Kono**

This statement was filed with the County Clerk of San Francisco County on **05/21/2019**

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

Filed: **Maribel Jaldon
Deputy County Clerk
05/21/2019**

05/30/19 + 06/06/19 + 06/13/19 + 6/20/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386509-00

Fictitious Business Name(s):
SimplexiTea
Address
12 10th Street, San Francisco, CA 94103
Full Name of Registrant #1
The Tea Box (CA)
Address of Registrant # 1
90 Summit Way, San Francisco, CA 94132

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/13/2019**

Signed: **Kiattikhun Ratanatharathorn**

This statement was filed with the County Clerk of San Francisco County on **05/13/2019**

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

Filed: **Melvin Galvez
Deputy County Clerk
05/13/2019**

05/16/19 + 05/23/19 + 05/30/19 + 06/06/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386644-00

Fictitious Business Name(s):
Studio Banaa
Address
165 11th Street, San Francisco, CA 94103
Full Name of Registrant #1
Bunton Mousavi Architecture, Inc. (CA)
Address of Registrant # 1
207 Gough Street #46, San Francisco, CA 94102

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/11/2017**

Signed: **Dane Bunton**

This statement was filed with the County Clerk of San Francisco County on **05/22/2019**

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

Filed: **Mariedyne L. Argente
Deputy County Clerk
05/22/2019**

05/23/19 + 05/30/19 + 06/06/19 + 06/13/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386724-00

Fictitious Business Name(s):
RJ BUILDER
Address
1367 Thomas Avenue, San Francisco, CA 94124
Full Name of Registrant #1
Rony Perez
Address of Registrant # 1
1367 Thomas 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 **5/29/2019**

Signed: **Rony Perez**

This statement was filed with the County Clerk of San Francisco County on **05/29/2019**

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

Filed: **Mariedyne L. Argente
Deputy County Clerk
05/29/2019**

05/30/19 + 06/06/19 + 06/13/19 + 6/20/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386648-00

Fictitious Business Name(s):
Yes U Can Dance
Address
1647 Taraval Street, San Francisco, CA 94116
Full Name of Registrant #1
Martina Wong
Address of Registrant # 1
11 Forest View Drive, San Francisco, CA 94132

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/1/2019**

Signed: **Martina Wong**

This statement was filed with the County Clerk of San Francisco County on **05/22/2019**

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

Filed: **Melvin Galvez
Deputy County Clerk
05/22/2019**

05/23/19 + 05/30/19 + 06/06/19 + 06/13/19

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386720-00

Fictitious Business Name(s):
CABRIO TAXI
Address
26 Pier #71, San Francisco, CA 94105
Full Name of Registrant #1
Abraham Pedicabs LLC (CA)
Address of Registrant # 1
955 Grove Street #3, San Francisco, CA 94117

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/9/2011

Signed: **Lawrence Geoffrey Abraham**

This statement was filed with the County Clerk of San Francisco County on 05/29/2019

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

Filed: **Sonya Yi**
Deputy County Clerk
05/29/2019

05/30/19 + 06/06/19 + 06/13/19 + 6/20/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386664-00

Fictitious Business Name(s):
WORTHY ONE CLEANING SERVICE
Address
550 Somerset Street, San Francisco, CA 94134
Full Name of Registrant #1
Marcus West
Address of Registrant # 1
550 Somerset Street, San Francisco, CA 94134

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

Signed: **Marcus West**

This statement was filed with the County Clerk of San Francisco County on 05/21/2019

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

Filed: **Sonya Yi**
Deputy County Clerk
05/23/2019

05/30/19 + 06/06/19 + 06/13/19 + 6/20/19

The Future of Identifying Defective Roofs with Drones

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

By **John Lack**,

Technology, including the use of drones, continues to impact the construction industry in many ways. Drones have come a long way in their design and features, including advancements in software that have made them readily available in the construction industry.

There are many examples of drones being used in construction, including quick surveys of job sites, building mapping, land surveying, showing job progress to clients, monitoring job sites, inspecting structures, evaluating dangerous situations to eliminate accidents, and keeping projects on schedule.

Many companies, including inspection firms and insurance companies, are using drones to inspect and evaluate roof conditions. They may want to observe:

- Is the roof clean?
- What kind of roof is it?
- Has it been maintained?
- Are there areas of patching?
- Are the rooftops on the correct roof curbs?
- Does the roof have a proper pitch?
- Is there any puddling of water?
- Is the gas, electric, or refrigeration piping properly and securely installed?
- How are the areas of flashings?
- Is gravel washing into the gutters?
- If there are shingles, are any missing or delaminating?

Also, the inspectors are looking for collateral indicators. Collateral indicators are the exposed

surfaces that can quickly identify if the roof has been in a hail storm such as dents in A/C fins, aluminum flue caps, satellite dishes or wind damages at uplift area such as roof edges, outside corners, and parapet walls.

When someone inspects a roof, he or she would typically observe the roof from ground level and then set up a ladder and physically walk the roof. This can involve steep pitches and areas that are difficult to access, resulting in unsafe conditions and inefficient inspection.

With a drone, the inspector doesn't have to pull out a ladder. He or she stays on the ground and uses a high-resolution camera to get a close-up look at the roof, including those hard-to-get-at areas. This can make documentation with photos cost effective and efficient. This can also eliminate the possibility of damaging certain roofing materials, such as clay tiles, slates, and metals, by walking on them.

When I first heard of drones inspecting roofs, I was not too keen on the idea. After all, 90% of roof leaks occur at the flashing. I wondered how a drone could possibly inspect the flashing effectively from the air. Then, I found out about drones with aerial thermography imaging.

Thermography imaging can detect water infiltration under the roof membrane and facades. An area could look dry on the surface, but underneath be saturated with water. Mapping of these areas can show the extent of the damage as well as the area where the leaking is occurring. This can help eliminate any guesswork when contractors must remove areas of the building's exterior for an accurate assessment.

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

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No. 0000002148

Contract ID No. 1000013711

SHOREVIEW PARK RENOVATION FEDERAL PROJECT FUNDED BY COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 P.M. on June 12, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bid Opportunities and Payments webpage at www.sfpublishworks.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract consists of renovation of an existing park along Lillian Ct between Rosie Lee Lane and Beatrice Lane in San Francisco. The scope of work includes environmental /hazmat soil management, site demolition, tree removal, grading and drainage, concrete paving, concrete walls, pedestrian scale lighting, electrical work, structural footings, plumbing and connections, synthetic turf playground surfacing; trellis structure; landscape planting, site furnishings, irrigation system and utilities, play equipment, and adult exercise equipment. The time allowed for completion is 210 consecutive calendar days. The Architect's estimate is approximately \$1,100,000. For more information, contact the Project Manager, **Paulina Araica** at 415-581-2558.

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

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States head-

quarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Small Business Enterprise (SBE) program. The SBE participation goal is **20%**. Bidder shall perform good faith efforts steps if Bidder cannot meet this goal. Chapter 14B 10% Bid Discount is not applicable to this Contract. Call Ian Fernando at 415-581-2307 for details.

A pre-bid conference will be held on **May 29, 2019 at 1:30 p.m. at 30 Van Ness Ave, 5th Floor, Main Conference Room.**

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

Class "A" license required at time of award.

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

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations and the Federal General Prevailing Wage Determinations of the Secretary of Labor under the Copeland Act. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

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

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

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

5/30/19

CNS-3257324#

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