

SMALL

BUSINESS EXCHANGE

BUSINESS TOOLKIT 3
 ACCESS TO CAPITAL 3
 SUB-BID REQUEST ADS 3-6, 7
 PUBLIC LEGAL NOTICES..... 6, 8

YEARS

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Image credit: <http://www.bandt.com.au>

Why the Suburbs Are Where Innovation Will Happen

By Scott Fadness

It was back in 1997 when Harvard Professor Clayton Christensen coined the phrase “disruptive innovation” to describe a process that transforms an industry in which expensive and complicated processes have been the norm. Disruptive innovations introduce simplicity, convenience, accessibility and affordability. Today we face another period of disruption as technologies like the Internet of Things and artificial intelligence spread.

This time of transformative technological change is already having significant impact on all facets of government. What will economic-development strategies look like in an Internet of Things economy? How will first responders and social-services caseworkers harness data to deal with some of our communities’ most pressing social ills? How will public infrastructure evolve to meet the needs of the disruptive innovation

that is occurring in transportation? How will local governments learn to adapt to the pace of disruptive innovation that is occurring all around them?

Some answers can be found in what might seem an unlikely place: the suburbs. Much has been written about the decline of the suburbs, the rise of the cities and the millennial generation’s distaste for the suburban lifestyle. The popular concept of a suburb is often one of a bedroom community that is myopically focused on catering only to the needs of the family. Many might think that the suburbs would be the most resistant to change and adaptation. I disagree.

According to the Urban Land Institute, suburbs account for 79 percent of the population of the 50 largest U.S. metro areas. Employment opportunities in the suburbs are rising: Between 2010 and 2014, the number of suburban jobs increased

■ Continued on page 7

The U.S. Has Forgotten How to Do Infrastructure

By Noah Smith

As Vox’s Matthew Yglesias points out, the problem with high infrastructure costs is that they force us to debate the wrong things. If costs were reasonable, even skeptics would probably agree to fix roads and build better trains. But when the price of maintaining high-quality infrastructure is ridiculously high, the issue gets divided into two camps -- a pro-building contingent that advocates biting the bullet and overspending to maintain transportation networks, and an anti-building group that throws up its hands at the price tag. When this is the debate, the country loses either way, because it ends up either spending too much money or living with potholed roads and trains that never arrive.

The U.S. is in the grips of exactly this sort of dilemma. For some mysterious reason, the same mile of road or train track costs a lot more to

build in the U.S. than in other rich countries like France or Japan. When it comes to trains, the disparity is particularly egregious. During the past few years, people who pay attention to this problem have catalogued a list of potential culprits. But none of these is really satisfying.

One popular villain is union labor. The Davis-Bacon Act, passed in 1931, mandates that infrastructure workers get paid locally prevailing wages, which usually means the wages that union members would receive. Some studies have claimed that this law and other union-friendly policies drive up costs in the U.S.

But unions probably don’t help explain the yawning gap between the U.S. and other rich countries. The reason is that places like France have some of the strongest unions in the world.

■ Continued on page 2

Mayor Lee to Name Jason Elliott as New Chief of Staff

Mayor Edwin M. Lee today announced that Jason Elliott will be promoted to Chief of Staff. Elliott will replace Steve Kawa, who is retiring at the end of June after 25 years at the City and County of San Francisco.

Elliott has served as Deputy Chief of Staff for Mayor Lee since 2014. He has provided leadership on key policy initiatives, including efforts to raise the City’s minimum wage, launch the Department of Homelessness and Supportive Housing and create neighborhood Fix-It teams.

“Jason has worked closely with me since I became Mayor in 2011,” said Mayor Lee. “There is no person better prepared and better trained to bring continuity and steady progress toward my priorities. He is a tireless worker and an effective communicator, and I know that he will bring a determined enthusiasm and commitment to this position every day.”

Elliott served as the Mayor’s Liaison to the Board of Supervisors and Director of Government Affairs from 2011 to 2014. From 2009 to 2011, he was a Policy Advisor for Mayor Gavin Newsom.

“I’m excited about this opportunity and I look forward to addressing the many important issues facing our City today,” said Elliott. “I know that I have big shoes to fill, but I’m fortunate to be able to rely on the support of so many talented colleagues and department heads. Together, we

are ready to carry out the vision of the Mayor and work to make San Francisco a better place for all.”

Kawa served under Mayors Lee, Newsom and Brown, and began his career at the City and County of San Francisco in 1991, working as a Legislative Aide to former Supervisor Tom Hsieh. Kawa helped guide San Francisco through challenging times such as the Great Recession and the aftermath of 9/11, and through historic achievements including marriage equality and universal healthcare access. He also helped oversee unprecedented investments in affordable housing and infrastructure projects.

“Steve has helped shape the policies and the values of this City for the better,” said Mayor Lee. “He has worked tirelessly on the City’s emergency disaster responses to ensure all residents are safe, led countless labor negotiations, and ensured the long-term financial stability of the City through pension reform. Steve was the calm amongst many storms. We are lucky to have had such a compassionate and brave public servant.”

“It has been a great honor to work on behalf of the City I love for so many years,” said Kawa. “I am incredibly grateful to have worked alongside so many passionate and dedicated employees and to have served under Mayors Brown, Newsom and Lee, all of whom I respect deeply.

SOURCE: <http://sfmayor.org>

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Business Toolkit

5 Ways Small Business Owners Can Grow In 2017

By Preston Pysh

In the world of business it is all about growth. Coach Lou Hotlz famously said, "in this world you're either growing or you're dying, so get in motion and grow." As a result, here are five sure-fire ways to grow your business in 2017.

1. Get Better At Search Engine Optimization (SEO)

In the words of Bill Gates, "there will be only two kinds of businesses, those with an internet presence, and those with no business at all." This one statement effectively illustrates the modern business landscape. People go to the internet for almost all information. What kind of internet presence does your small business have? Today you can't just have a sexy website, instead you need to have a means for attracting visitors in the first place. This is where SEO comes in. With roughly 644 million active websites on the net, it is becoming very challenging to be discovered online. SEO involves a series of rules and protocols that helps bring your business out of the background and into the virtual highway. When someone is searching the web after a hailstorm for "Cleveland roofing service," you want your business to be one of the first pages on Google. If you rank high enough organically, that's free advertising. The easiest way to get better at SEO is to simply hire someone. Although that might be the best option for companies with a big enough budget, others might not be so fortunate.



If you're strapped for cash, I have two important recommendations. First, there is a free website that teaches small business owners how to optimize their websites for Local SEO. I can't recommend this resource highly enough. Second, there is a book titled *The Ultimate Guide to Link Building*. This is an incredible resource to help people understand how to do SEO the right way.

2. Understand Lean Operations

A key element to running a business is organization and prioritization. Do not allow your busi-

ness organization to disintegrate into an array of convoluted finger-pointing when it comes to operations. A good book to reference regarding lean business operations is *Good to Great* by Jim Collins. *Good to Great* evaluates the qualities of companies that not only grew but also maintained success beyond their growth periods. The book discusses the importance of simplification in business operations. Collins and his associates found that great businesses comply with three major operational components: level five leaders, the right staff and confronting brutal facts.

Once businesses understand the intersection of those three components, the managers continue to optimize and simplify operations. What are bare bones to your small business? More importantly, what activities give you 80% of the value for 20% of the time? Those are the things you need to optimize and mistake-proof. As an additional resource, read *The Lean Start-Up* by Eric Ries. This book helps new business owners create a culture of lean operations from the first day.

3. Focus On Free Cash Flow

A small business needs to define their free cash flow. Businesses typically calculate free cash flow based on what is left over after all necessary financing expenditures are paid and non-cash items are adjusted on the net income. When a small business owner starts to think about business decisions from a free cash flow vantage point, new opportunities and perspectives are gained. More specifically, growth opportunities become more apparent. Where many business owners lose sight of this important consideration is when they make huge capital investments into infrastructure that has large depreciation costs and little long-term value is created. Having a balance sheet full of stagnant assets that add little long-term value creates a financially inefficient company. This is one of the reasons Warren Buffett and Charlie Munger have been so successful through the years; they have always

■ Continued on page 7

The U.S. Has Forgotten How to Do Infrastructure

■ Continued from page 1

Strikes by rail workers are commonplace. Yet France's trains cost much less.

Japan is another counterexample. The median salary for a Japanese construction worker in 2014 was about 4 million yen a year, which at current exchange rates is roughly \$36,000. Construction workers in the U.S. make about the same -- an average of \$37,890 in 2016. Now, it's possible that the average Japanese worker is capable of building much more in an hour than the average American worker, meaning U.S. laborers could still be overpaid in the relative sense. But it seems unlikely that the difference is that huge. The numbers are pretty clear -- high wages

aren't the big culprit in U.S. costs.

Another bogeyman is land-acquisition costs. People think of China's authoritarian government forcing millions of people to move in order to build dams and highways, and assume this must be why it can get things done so much more cheaply than in the democratic U.S.

But this is also probably a red herring. As transit blogger Alon Levy notes, land-acquisition costs are much higher in Japan, where eminent domain laws are weaker. So much for the U.S. being the land of property rights! And yet, somehow, Japan still lays train track much more cheaply.

Explanations based on geography -- the U.S. is too spread out, or New York City is too dense

-- also fail to stand up to scrutiny. Cumbersome environmental impact reviews are a possible culprit, but it's hard to believe that countries such as France would be so willing to pave over their natural beauty and slaughter endangered species that their trains would cost only half as much as America's as a result.

There is reason to suspect that high U.S. costs are part of a deeper problem. For example, construction seems to take a lot longer in the U.S. than in other countries. In China, a 30-story building can be completed in only 15 days. In Japan, giant sinkholes get fully repaired in one week. Even in the U.S. of a century ago, construction was pretty fast -- the Empire State Building went up in 410 days.

Yet today, it takes the U.S. many years to spend the money that Congress allocates for infrastructure. New buildings seem to linger half-built for months or years, with construction workers often nowhere to be found. Subways can take decades. Even in the private sector, there are problems -- productivity in the homebuilding sector has fallen in recent decades.

That suggests that U.S. costs are high due to general inefficiency -- inefficient project management, an inefficient government contracting process, and inefficient regulation. It suggests that construction, like health care or asset management or education, is an area where Americans have simply ponied up more and more cash over

■ Continued on page 8

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Access to Capital



Where To Find Small Business Loans Online

By Anita Campbell

Small businesses have more choices and options for loans and financing than ever. And the good news is you have access to a wide range of resources at your fingertips, without leaving your office -- all through the Internet.

Online lending marketplaces and alternative funding sources make getting financing so much easier today than a decade ago.

In this article, I cover some of the common financing and loan options existing today and where to find them online. You can do much of your research online, and even apply directly online for a loan or funds in many instances.

As you research options, keep in mind the terminology is evolving. Often the definitions of financing type vary from source to source. Some financing sources today simply call everything "small business loans" even if the financing really takes the form of a cash advance or line of credit or something else.

Here are some options:

SBA Loans

SBA Loans are loans that are backed by guarantees from the U.S. Small Business Administration. They are issued through private lenders authorized to make SBA loans.

An efficient way to get started with SBA loans is at the SBA.gov website. While you can't apply directly online for an SBA loan, you can do a lot of the research and preliminary steps online:

- Research the different types of SBA loans.
- Learn the information you need to gather.
- Find SBA lenders. The SBA Linc website helps connect small businesses with SBA lenders.

Lines of Credit and Traditional Loans

If you need money for day-to-day cash flow, a line of credit could be the solution. Small business lines of credit are an excellent choice because you draw on them only as needed, and you only pay interest on the portion you use.



Image credit: <http://www.mibibook.com>

A loan, on the other hand, delivers the funds in a lump sum and you repay the loan with interest, usually in monthly payments.

Today an extremely efficient option is to visit an online financing marketplace, such as Biz2Credit.com, Lendio.com or Fundera.com. Such fi-

ancing marketplaces match up businesses to lenders. You can apply directly online at such marketplaces, saving time and getting access to multiple funding sources in one place.

■ Continued on page 6

California Sub-Bid Request Ads



DESILVA GATES
CONSTRUCTION

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

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

**CITY OF PALO ALTO – PUBLIC WORKS DEPARTMENT, AIRPORT DIVISION
APRON RECONSTRUCTION PHASE 1
(BID SET A)
IFB NUMBER 167808, AT PALO ALTO AIRPORT, PALO ALTO, CA.
Disadvantaged Business Enterprise Goal Assigned is 11.2%**

OWNER: CITY OF PALO ALTO • 250 Hamilton Avenue, Palo Alto, CA 94301
Bid Date: JUNE 7th, 2017 @ 3:00 P.M.

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


Adjust Iron, Cement Treated Base, Clearing and Grubbing/Demolition, Cold Plane, Electrical, Emulsion Supplier, Joint Seal, Minor Concrete, Minor Concrete Structure, Prime Oil Supplier, Reinforced Concrete Pipe, Jacked Reinforced Concrete Pipe, Corrugated Metal Pipe, Roadway Excavation, Striping, Survey/Staking, Underground, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A).

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site available through the City of Palo Alto's Purchasing and Contract Administration bid Portal: http://www.cityofpaloalto.org/gov/depts/asd/planet_bids_how_to.asp.

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

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

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



GOLDEN GATE
CONSTRUCTORS

11555 Dublin Boulevard • Dublin, CA 94568-2909 • Phone: (925) 829-9220
Estimator: ALAN MCKEAN • Website: www.desilvagates.com
An Equal Opportunity Employer

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

**SOUTH MCDONNELL ROAD REALIGNMENT PROJECT – TBP NEW ROADWAY,
Contract No. 10515.71 TBP 0009,
Local Business Enterprise Goal Assigned is 30%**

**OWNER: CITY AND COUNTY OF SAN FRANCISCO c/o WECOR BUILDERS
San Francisco International Airport,
676 North McDonnell Road, San Francisco, CA 94128
BID DATE: June 2, 2017 @ 2:00 P.M.**

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

EROSION CONTROL, SWPPP / WATER POLLUTION CONTROL PLAN, TRAFFIC CONTROL PLAN, FENCE, ELECTRICAL, STRIPING / SIGNAGE, MINOR CONCRETE, DEMOLITION / CLEARING, TRUCKING, TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner.

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

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

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

California Sub-Bid Request Ads



Kiewit

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

Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the City of Yuba City Public Works Department 5th Street Bridge Replacement Project in Yuba City, CA.

www.californiaucp.org

Subcontractors and Suppliers for the following project:

5th Street Bridge Replacement Project

Contract No. 17-01

Federal-Aid Project No. BR15-5163(027)

Owner: City of Yuba City

Bid Date: June 22, 2017 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Asphalt Milling & Paving, Aggregates, Biologist, Bridge Trestle, Bridge PTFE Bearings, Clear & Grub, CIDH, Cast in Place Concrete, Crash Cushion, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Concrete Washouts, Demolition, Dewatering, Drill & Bond Dowels, Detectable Warning Systems, Earthwork, Erosion Control, Fencing, Filter Fabric, Hydroseeding, Joint Sealant, K-Rail, Lighting Bridge and Street, Landscaping, Metals, MBGR, Pavement Markings, Piling, Piping, Polymer Fiber, Precast Concrete, Quality Control, Retaining & Sound Walls, Rock Slope Protection, Shoring, Signage, Street Sweeping, SWPPP, Support of Excavation, Survey, Slurry Seal, Temp Pedestrian Staircase, Traffic Control, Temp & Permanent Traffic Signals, Tree Removal, Thermal & Moisture Protection, Trucking & Hauling, Vibration Monitoring and Water Truck.

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

Subcontractor and Supplier Quotes are due NO LATER THAN June 21, 2017 at 5 PM.

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

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

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

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

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DIR # 100001147



O.C. Jones & Sons, Inc.
General Engineering Contractor

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Navy Drive Widening
Port Contract No. 08-04-6
Federal Aid Project No. 07-01-07274
Port of Stockton
BID DATE: June 7, 2017 @ 3:00 PM

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

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, SWPPP, Rain Event Action Plan, Adjust Utilities to Grade, Cold Plane AC, Clearing & Grubbing, Imported Borrow, Erosion Control, Lime Stabilized Soil, AC Dike, Geosynthetic Pavement Interlayer, Roadside Signs, Concrete Pipe, Sewer Pipe, Curb Inlet Catch Basin, Manhole, Canal Liner, Sewer Bypass System, Rock Slope Protection, Minor Concrete, Fencing, Object Marker, Midwest Guardrail System, Alternative Flared Terminal System, Concrete Barrier, Striping & Marking, Signal and Lighting, Guard Post, Modify Existing Highway Grade Crossing Case, Highway Grade Crossing Warning System, Tie Removal, Bumping Pose, Underground Utilities and Construction Materials

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



Proven Management, Inc.
225 3rd Street, Oakland, CA 94607
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified DBE/SBE/WBE/MBE subcontractors, suppliers, and truckers for the following project:

BART EARTHQUAKE SAFETY PROGRAM
FRUITVALE STATION & COLISEUM STATION
BART Contract No. 15PJ-130B /
FHWA Project No. STPLZ-6000(060)
Bids: June 6, 2017 @ 2 pm
Subcontracting Goal - DBE 12%

The work in this contract includes but is not limited to: Demolition; Asbestos & Lead-Based Paint Abatement; Concrete Restoration; Portland Cement Concrete; Conc Forming; Falsework; Rebar; Post-Tensioning; CIP Concrete; Non-Shrink Grout; Epoxy Injection; FRP Column Casings; Metal Welding; Structural Steel Framing; Metal Decking; Cold-Formed Metal Framing; Metal Stairs/Railings; Metal Fab; Decorative Metal; Wood Casework; Bldg, Roof & Deck Insulation; Alum Plate Panel System; Metal Wall Panels; Thermoplastic Membrane Roofing; Flashing/Sheet Metal; Metal Roofing; Firestopping; Window Restoration & Replacement; Metal Doors/Frames; Overhead Coiling Doors; Alum Windows; Door Hdwr; Glazing; Tile Replacement/Restoration; Plaster & Drywall; Tile; Acoustical Panel Ceilings; Metal Plank Ceilings; Resilient Tile Flooring; Epoxy Resin Terrazzo; Painting; Toilet & Janitorial Accessories; Bird Control Devices; Residential Appliances; Plumbing & HVAC; Electrical; Fire-Suppression Standpipe; Wet-Pipe Sprinkler System; Sanitary Sewerage; Storm Drainage; Refrigerant Piping; HVAC Ducts, Casings, Fans; Circuit Breakers & Panelboards; Lighting; Telephone, Public Address, Alarm, CCTV Systems; Earthwork; AC Paving; Clearing/Grubbing; Conc Paving, Curbs, Gutters & Walks; Parking Bumpers; Pavement Markings; CL Fences/Gates; Planting/Irrigation

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please contact Ben Pearce at ben@provenmanagement.com. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer



O.C. Jones & Sons, Inc.
General Engineering Contractor

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Pave narrow areas from edge of shoulders to Soundwalls - Hwy 85 San Jose
Caltrans #04-4G9904
BID DATE: June 7, 2017 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Dust Control Plan, Clearing & Grubbing, Roadway Excavation (Naturally Occurring Asbestos), Irrigation, Prime Coat, AC Dike, Tack Coat, Minor Concrete, Rock Slope Protection, Misc. Iron & Steel, Inlet Protection, Temporary Hydraulic Mulch, Temporary High-Visibility Fence, Storm Culvert, Pavement Marker and Construction Materials

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

REQUEST FOR CERTIFIED DBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

BART Earthquake Safety Program
Fruitvale & Coliseum Station
Oakland, CA
Contract No. 15PJ-130B
Bid Date: June 6, 2017 @ 2:00 PM

Work types requested, but are not limited to, the following:

TEMP TRAFFIC CONTROL, PROJECT SIGNS, DEMO, ASBESTOS ABATEMENT, REBAR, CIP CONCRETE, DRILL & BOND DOWELS, ARCHITECTURAL WORK, PLUMBING, ELECTRICAL, FIRE SUPPRESSION STANDPIPE, AC PAVING, CONCRETE PAVING, CL FENCE, BUILDING WORK FOR BREAK-ROOMS, PLANTING & IRRIGATION, JANITORIAL SERVICES, PRESTRESSING, HOLD DOWN ASSEMBLIES, EXCAVATION AND BACKFILL, SHORING, COMMUNICATIONS WORK, MATERIALS TESTING, COLUMN CASINGS, TILE WORK, HVAC WORK, ALUMINUM PANEL WORK, CONSTRUCTION MATERIALS, SECURITY SERVICES, & TRUCKING.

Plans and Specifications are available for review at our office, or can be downloaded online at the following website: <https://suppliers.bart.gov>

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

Gordon N. Ball, Inc.

Attn: Serina Sirna
333 Camille Ave., Alamo, CA 94507
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com

An Equal Opportunity Employer

SMALL BUSINESS EXCHANGE

Mission Bay Development Group, LLC is actively seeking General Contractors for the upcoming Mission Bay Blocks 29-32 and Blocks 33-34 Public Improvements Scope 2 (Joint Trench) project.

The project is subject to the Office of Community Investment and Infrastructure (OCII's) 50% SBE/LBE participation goal for construction subcontracting, suppliers and truckers with first consideration given in the following order: 1) SBEs located in the project area. 2) San Francisco-based SBEs/LBEs. 3) Non-San Francisco-based SBEs which should be used to satisfy the 50% SBE participation goal only if San Francisco-based SBEs are not available, qualified, or if their bids or fees are significantly higher.

To help satisfy the 50% SBE goal, Local Business Enterprises (LBEs) certified by the City and County of San Francisco will be recognized and count towards the overall SBE goal on this project.

To search for certified LBEs/SBEs, please use: http://mission.sfgov.org/hrc_certification

The project manual and bid documents will be made available to each interested General Contractor. Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to pick up a set at the Mission Bay Office, 410 China Basin Street, San Francisco, CA 94158.

Proposed scope of work for this project includes but is not limited to demolition, joint trench, street lighting, traffic signalization, natural gas, and restoration work.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Wednesday, May 31, 2017 at 10:00 AM. MBE, WBE, LBE, and SBE subcontractors are strongly encouraged to attend.

CAHILL CONTRACTORS, LLC

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

CAHILL CONTRACTORS, LLC requests bids from Certified SBE Subcontractors and Suppliers for the following TRADES:

Site Clearing & Demolition / Windows, Storefronts, Glazing & Skylights / Shoring & Underpinning / Piles, Drilled Piers, Ground Improvements / Personnel Hoist / Crane Service

1296 SHOTWELL ST.
SENIOR AFFORDABLE HOUSING (SELECT TRADES)
1296 Shotwell St.,
San Francisco, CA 94110

This is a CMD project with construction workforce and prevailing wage requirements.

BID DATE: 6/16/17 @ 2PM

Voluntary Pre-Bid Meeting:
6/1/17 @ 10AM, Cahill's Office
425 California St., Suite 2200
San Francisco, CA 94104

BID DOCUMENTS:
Please contact Colby for access to documents on BuildingConnected.

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.





California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

**BART EARTHQUAKE SAFETY PROGRAM AERIAL STRUCTURES
FRUITVALE STATION AND COLISEUM STATION**

Contract No. 15PJ-130B

Bid Closing Date: JUNE 6, 2017 @ 2:00 PM

DBE GOAL: 12%

CONTACT:

Robert Rosas

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300

Walnut Creek, California 94596

PH: 925-932-7900 FAX: 925-279-2269

PROJECT SCOPE:

The work in this Contract includes but is not limited to providing structural retrofit of pier foundations, columns and pier caps; demolition of selected existing facilities; shoring for excavation support; excavation; steel and concrete structure retrofit at girders, and stairs; drilling and bonding dowels in concrete; electrical work at piers and the main concourse, defined as the covered area between station entrances; architectural work at stairs and curtain walls, retrofit of escalator trusses, restoration of paving, striping, sidewalks, signage, traffic control, utilities. Optional Work: Breakrooms improvements at Coliseum station and/or Fruitvale station may be included at the discretion of the District as described in the Contract Documents. Duration of Project is 1200 Calendar Days.

Note: This project includes a Buy America Clause and Owner Controlled Insurance Program (OCIP)

Subcontractors and Suppliers being solicited include but not limited to:

Construction Staking, Traffic Control System, Project Signs, Construction Area Signs, Construction Site Mgmt., Prepare SWPPP, Rain Event Action Plan, Storm Water Annual Report, Temporary SWPPP Devices, Street Sweeping, Temporary Concrete Washout, Temporary Fence (Type ESA), Abatement (Asbestos/Lead) & Demolition, Select Structure Concrete Removal, Pre-Stressing/Post Tensioning, Concrete Reinforcing, Concrete Reinforcing (Foundation), Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Fiber Reinforced Polymer Column Casing, Structural Steel Framing, Architectural Work (Aluminum Walls, Glazing and Storefronts), Fire Suppression, Plumbing & HVAC, Electrical and Communication, Earthwork, Shoring and Underpinning for Safeguarding Structures, Asphalt Paving, Concrete Paving, Minor Concrete (Concrete Curbs, Gutters, and Walks), Signage and Pavement Markings, Chain Link Fences and Gates, Utilities, Building General Contractors for Breakroom(s) Optional Improvements, Temporary Fence, Trucking, Portable Toilets, Concrete Supply and Placement.

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at the Districts Offices for plan room locations please call BART at 510-851-3174. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



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

DBE & SBE Subcontractor/Supplier Bids Requested For:
San Francisco Bay Area Rapid Transit District
Construction of Hayward Maintenance Complex Project Turntable Relocation • Contract No. 01RQ-190
Revised Bid Date: June 13, 2017 at 2:00PM
Fax all quotes to 510-777-5099

Requesting certified DBE & SBE Subcontractor and Supplier Quotes on: Misc. Suppliers, Safety Suppliers, Asphalt Suppliers, Concrete & Cement Suppliers, Rebar Suppliers, Lumber Suppliers, Pipe Suppliers, Electrical & Signals Suppliers, Tools Suppliers, Structure Excavation, Structure Backfill, AC Paving, Aggregate Base, Aggregate Subbase, Asphalt Concrete, Paving Asphalt, Place Asphalt Concrete Dike & Misc., Concrete Structure, Minor Concrete Structure, Reinforcing Steel, Railroad Work, Reinforced Concrete Pipe, Subsurface Drain, Filter Fabric, Permeable Material, Plastic Pipe, Misc. Iron & Steel Frame, Cover & Grate, Signal & Lighting, Truck Rental, Truckers, Fuel Systems, Cutting, Construction Equipment Rental, Demolition, Fencing, Waterline Relocation

Contract Documents may be obtained from the District Secretary's Office, San Francisco Bay Area Rapid Transit District, in person on the 23rd Floor at 300 Lakeside Drive, Oakland, CA 94612 or are available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Jerry Blazek by email at jblazek@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.**

Long Island (Babylon), NY Sub-Bid Request Ad

Shea McNally JV
BIDDING OPPORTUNITY

MBE/WBE/DBE Certified with the following certifying authority:

A DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.

Inviting qualified contractors, specifically
MBE/WBE/DBE firms certified/eligible as listed above,
to contact Shea McNally JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is located in Long Island (Babylon), New York.

The Work consists of:

Southwest Outfall Replacement, Capital Project No. 8108
Owner: County of Suffolk – Dept. of Public Works-Yaphank, NY
Capital Project No. 8108
BID DATE: June 29, 2017 at 11:00 AM

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a **MBE/WBE/DBE** in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205 or certified by EPA** shown above to obtain current certification.

Shea McNally JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiore at (909) 595-4397, Steven.Fiore@jfshea.com, to receive instructions on accessing the FTP Site.

Shea McNally JV
An EEO Employer
(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
909-594-0990 • 909-869-0827 (fax)
Attn: Dennis Poulton, Chief Engineer



McGuire and Hester

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

Contact: John Gasiorowski • An Equal Opportunity Employer

Sub Bids Requested From Qualified **Alameda County S/LBE, MBE, WBE**
Subcontractors & Suppliers for
Alameda County General Services Agency - Santa Rita Jail Pedestrian Ramp Replacement
Project# 14030 • Location: Dublin, CA
Bid Date: June 9, 2017 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: **Survey, Fencing, Sawcut/Demolition, Trucking, Piping Specialties, Aggregate, Reinforcing Steel, Concrete, Railings/Bollards, and Painting/Coatings.**

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

Public Legal Notices

CLARK CONSTRUCTION



(An Equal Opportunity Employer)

is issuing a Request for Proposal (RFP) for the SFMTA Central Warehouse and Overhead Lines Facility (Burke Warehouse) project for the following trades: Micropiles, Storage Racks, and Fire Protection

• RFP Due Date - July 10, 2017 at 2 pm

A **mandatory** Pre-Bid Meeting will be held at the project site located at 1570 Burke Avenue, San Francisco CA, 94124, on **June 5, 2017 at 2:00 pm**

RFP Documents Can be Downloaded at: <https://clarkconstruction.box.com/v/SFMTAWarehouseRFP>

Clark Construction Group- California, LP

Contractor License #839892

180 Howard Street, Suite 1200, San Francisco, CA 94105

Phone: 415-767-7016 • Fax: 415-767-7099

Contact: Plamen Ivanov • plamen.ivanov@clarkconstruction.com

CITY OF LODI

DBE CONSULTATION MEETING JOIN US

The City of Lodi Transit Division is in the process of calculating its 3-Year Goal for Disadvantaged Business Enterprises to participate in projects funded by the Federal Transit Administration (FTA). The federal fiscal years covered are 2017/18, 2018/19 and 2019/20.

The City will host a meeting on Tuesday, June 13th at 12:00PM in the Carnegie Forum Small Conference Room (307 W. Pine Street) to discuss the goal setting methodology and receive input from stakeholders in our region.

Please RSVP if you or a member of your organization are interested in attending. Light refreshments will be provided.

CONTACT

Julia Tyack, DBE Liaison Officer
jtyack@lodi.gov
(209) 333-6800 EXT. 2076
221 W. Pine Street Lodi, CA 95240

UCLA

UCLA

UCLA BIDDING OPPORTUNITIES

Please refer to the below-listed website for public notices of prequalification and bidding opportunities over \$200,000 at UCLA:

<http://www.capitalprograms.ucla.edu/>

If you would like to register to receive free email notifications of bidding opportunities over \$200,000 at UCLA, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Subscription/Subscribe>

To be added to our Rotating Bidder's list for bidding opportunities under \$200,000, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Contracts/Overview>

SMALL
BUSINESS
EXCHANGE

Small Business Loans Online

■ Continued from page 3

Microloans

Microloans are loans for small businesses, in small amounts. If you're concerned that your business is too small or too young to interest a bank, a microloan may be for you.

Accion.org provides microloans, starting at \$500 on up. First time borrowers can apply directly online at the Accion website.

The SBA also has a microloan program, in amounts up to \$50,000, with the average amount being \$13,000. Start your research for SBA microloans here.

Business Credit Cards and Charge Cards

If you need credit for smaller or routine purchases, such as for travel expenses or online software licenses, then a business credit card is useful. Charge cards are similar to credit cards, except that you have to pay off the balance monthly.

Don't rely on personal credit cards. Rather, apply for a business card so that you establish credit in your business name and so as not to max out personal credit cards.

You can go to the website of a card provider such as American Express or Discover, or to a bank such as Chase or Capital One, and apply directly online.

Cash Advances and/or Merchant Advances

Cash advances are a form of financing made against your future receivables or credit card receipts. Like any type of financing there are pros and cons. Cash advances may not require a credit check, minimize paperwork, and often the money is available quickly (in minutes or hours). However, the fees and interest can be expensive.

Kabbage.com is a unique funding source for alternative financing because the Kabbage platform connects to a number of services used for commerce transactions, such as QuickBooks, Etsy, Amazon or Stripe. Kabbage quickly verifies the business's information through direct connection with the transaction service.

■ Continued on page 8

CALIFORNIA STATE UNIVERSITY STANISLAUS

REQUEST FOR QUALIFICATIONS FOR COLLABORATIVE DESIGN-BUILD SERVICES Library Renovation, Project Number ST-01406 Stanislaus

The Trustees of The California State University, through this Request for Qualifications (RFQ), is requesting Statements of Qualifications (SOQ) from interested and qualified design-builders (Respondents) to provide design and construction services for the above-reference Project. The Trustees will select a design-build team consisting of a general contractor and architect (Design-Builder) based on qualifications and proposed fees (a design competition is not utilized). This is a two-phased delivery process: Design Phase, and Design-Build Phase, and there will be a separate contract for each phase.

Respondents shall be prequalified with the Trustees, and shall submit their prequalification application no less than ten business days prior to the SOQ submittal due date. A technical review committee shall review the respondents' SOQ and, based on the criteria identified in the RFQ, the committee shall select no more than five finalists to receive the Request for Proposals.

SOQ Submittal Due Date: July 18, 2017

Deadline for Submittal of SOQ: 2:00 p.m.

**Estimated Design and Construction Cost:
\$ 40,032,000.00**

License Requirement: B

**RFQ Respondents Conference
and Site Inspection:**

Date and Time: June 15, 2017, 10:00 a.m.

Location: Library, Room 201

For directions call (209) 667-3623.

**RFQ documents are available at the location
and website specified below. Please contact
that office.**

California State University, Stanislaus

Procurement Office

Attn: Debra Da Rosa

One University Circle

Turlock, CA 95382

Telephone: (209) 667-3987;

Website: www.e-ARC.com/ca/modesto

The Trustees require a three percent Disabled Veteran Business Enterprise participation. When it nears time to bid trades, the selected Design-Builder shall contact the Trustees' DVBE Coordinator at (209) 667-3243.

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 35.02-c). All contractors and all tiers of subcontractors submitting proposals or bids on this project shall register to bid public works projects with the Department of Industrial Relations, and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

DEPARTMENT OF MOTOR VEHICLES (DMV)

Statewide DMV Field Office Elevator Inspection and Preventative Maintenance Services. Project No. 17-103

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, permits, equipment and travel necessary to perform inspections, test, preventive maintenance and nonscheduled repair for five (5) hydraulic elevators, and two (2) dumbwaiters located at DMV Field Offices statewide.

The bidder shall possess a valid **C11** contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). In addition, the bidder shall possess a valid **C16** contractor license issued by the CSLB to perform fire protection systems services, or subcontract out the fire protection systems services to a subcontractor that possesses a valid **C16** contractor license issued by the CSLB. All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses and certifications for the work they perform under the contract. All bidder and subcontractor contractor licenses and certifications shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. **(Estimate: \$159,000.00)**

Bid Opening: June 14, 2017 at 3:00 p.m.

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

5/25, 6/1/17

CNS-3013536#

SMALL BUSINESS EXCHANGE

City and County of San Francisco Outreach Advertising June 2017

The Assessment Appeals Board resolves legal and value assessment issues between the Assessor's office and property owners. We have three vacancies on Board 1, which oversees all downtown properties - high rise residential, office, commercial, hotels. Board 1 also oversees all properties over \$50 million in assessed value throughout the City. Assessment appeal hearings are quasi-judicial, conducted in a manner similar to a court setting, with evidence and testimony presented by the parties. The Board then evaluates the evidence and testimony, and renders its decision.

To be eligible for seat appointment, you must have a minimum of five years professional experience in California as either a: (1) public accountant; (2) real estate broker; (3) attorney; or (4) property appraiser accredited by a nationally recognized organization, or certified by either the Office of Real Estate Appraiser or the State Board of Equalization. For more information regarding the Assessment Appeals Board call (415) 554-6778.

The San Francisco Arts Commission Galleries presents free exhibitions in three Civic Center locations. City Hall ground floor: *Jim Marshall's 1967*, featuring 80 photographs of Summer of Love-era icons by the legendary rock 'n' roll photographer. SFAC Main Gallery (War Memorial Veterans Building, 401 Van Ness, Ste. 126): *Tiny Bubbles*, a contemporary group show showcasing nine artists known for producing dark and often funny narratives set in imaginary worlds; *Civic Art Collection Focus: Roy De Forest*, including early paintings by the legendary Bay Area Funk artist and *Innards and Upwards*, *A San Francisco Wunderkammer*, a magical installation by Alison Peabworth made from and filled with recycled treasures. Lastly, *Sugar Circus*, a two-person exhibition in partnership with Creativity Explored at C + M (Coffee and Milk) cafe, located in the lobby of the Veterans Building. Visit sfartscommission.org for more information.

Count on WIC for Healthy Families

WIC is a federally funded nutrition program for Women, Infants, and Children. You may qualify if you are pregnant, breastfeeding, or just had a baby; or have a child under age 5; and have a low to medium income; and live in California. Newly pregnant women, migrant workers, and working families are encouraged to apply.

WIC provides Nutrition Education and Health information, breastfeeding support, checks for healthy foods (like fruits and vegetables), and referrals to medical providers and community services.

You may qualify for WIC if you receive Medi-Cal, CalFresh (Food Stamps), or CalWORKS (TANF) benefits. A family of four can earn up to \$3,793 before tax per month and qualify. Enroll early! Call today to see if you qualify and to make an appointment. Call City and County of San Francisco WIC Program at 415-575-5788.

This institution is an equal opportunity provider

**Board of Supervisors Regularly Scheduled Board Meetings
Come and see your local government at work, the
Board of Supervisors hold weekly meetings most
Tuesdays at 2:00 p.m. in Rm. 250 of San Francisco
City Hall.**

CNS-3014413#

Why the Suburbs Are Where Innovation Will Happen



Image credit: Shutterstock

Continued from page 1

by 9 percent, compared to 6 percent in urban areas. Employment growth produces more tax revenue, providing suburban governments with greater flexibility to adapt to disruptive innovation.

Suburbs have other advantages as well. Less bureaucracy allows for more nimble adaptation of policies and regulations, and suburban communities typically have far less internal red tape to navigate than larger cities, so suburban governments can pivot more quickly as technology changes.

Like many communities, our Indianapolis suburb of Fishers has come face-to-face with technological disruption, requiring us to innovate to compete. Three industries of particular importance to Indiana, manufacturing, agriculture and logistics, are all beginning to see major disruption from the Internet of Things. In preparing for that, the city of Fishers has partnered with local leaders in technology, entrepreneurship and higher education to launch Indiana's first Internet of Things lab. Companies will be able to take up residence, temporarily or permanently, in IoT Lab-Fishers for an annual membership fee.

The lab will be dedicated to bringing together the four key components to IoT solutions: "ideation," cloud data, leading-edge hardware and software development. Such support for industry-driven innovation initiatives is a key focus area of Indiana Gov. Eric Holcomb's Next Level Legislative Agenda, which proposes investing \$1 billion over the next 10 years to make the state a global hub for innovation and entrepreneurship.

The advantages that suburbs have for adapting to disruptive innovation should not be a rationale for their complacency. Adaptation needs to be nurtured; it won't happen automatically. Suburbs have an opportunity and, more importantly, an obligation to develop proofs of concept and to share those lessons with other governmental entities.

That means that the narrative of suburban versus urban must change. With open lines of communication between suburbs and cities, suburbs have a chance to redefine themselves as entrepreneurial laboratories of innovation -- and perhaps to cause some disruption of their own.

SOURCE: <http://www.governing.com>

California Sub-Bid Request Ad

Gold Ridge RCD

2776 Sullivan Rd • Sebastopol, CA 95472

Phone: 707-823-5244 • Fax: 707-823-5243

Contact: William Hart • William@goldridgercd.org

The Gold Ridge Resource Conservation District is seeking Minority- and Women-Owned Business Enterprises for the following project:

Valley Ford Cheese Company - Rainwater Harvesting System

Location: Valley Ford, Sonoma County, CA

Construction Timeframe (approximate): Week of July 31 – to the week of October 2. Construction is expected to take 7-10 weeks, exact timing within the allowed timeframe will depend on contractor's schedule.

Project Scope:

The project comprises of construction activities at the Valley Ford Cheese Company, located in Valley Ford, CA. Bids are requested from licensed and qualified contractors for the installation of a rainwater harvesting system. The project occurs within a commercial business on private land. There is one building identified for work, and the building requires modest changes to attach the gutters in a safe and functional manner. Licensed contractors with prevailing wage reporting requirement experience are encouraged to attend the bid tour. More info available at <http://goldridgercd.org/html/for-contractors.htm>

The project includes the following components:

- A. Site preparation work, including trenching;
- B. Excavation of primary and auxiliary tank pad sites;
- C. Installation of gutters, gutter hardware, downspouts, first flush diversion systems, and associated components;
- D. Installation of compacted gravel pad, ring and retaining wall;
- E. Pressure tank and gauge;
- F. Service utility panel;
- G. Acquisition and installation of two auxiliary water storage tanks;
- H. Erosion control measures

Full Request for Bids available at:
www.goldridgercd.org

Specific trades/licenses requested:

a current California Class A General Engineering License is required.

THIS IS A PREVAILING WAGE PROJECT. Certification of insurance for General Liability and Workers' Compensation are required.

Letters of Intent required by 5 PM, Friday, June 23, 2017 to attend a **mandatory** bid tour at 10 AM, Friday, June 30, 2017.

Bids are due by 5 PM on Friday, July 20, 2017.
See full RFB for more details.

5 Ways Small Business Owners Can Grow In 2017

Continued from page 2

looked at the free cash flow of their own business and any new opportunities for growth. To learn more about this idea, I would recommend reading the Berkshire Hathaway Shareholder letters. You can get access to them for free with the previous link, or you can buy a hardcopy online.

4. It's All About The Customers

Small businesses have a fundamental advantage over large corporations. Small businesses can interact with customers at a much more personal level. This is not to say that large corporations do not care about the customers, but it's more challenging to put the CEO or other high-ranking executives face to face with new customers. Small businesses are local and can customize their services to their specific population. Take for example this dental practice in Albuquerque, New Mexico. Recently, I talked to one of the partners at this practice and he told me how important customer interactions were to their overall business model. For him, there was nothing more important than ensuring each customer had a satisfactory visit. Although this might seem like common sense for most busi-

ness interactions, many companies get customer fatigue and complacency. Culture and focus on individual customer interactions is something that many small businesses take for granted and fail to realize the long-term importance. Stephen Covey's The 7 Habits of Highly Effective People demonstrates the value of placing the customer first. One pivotal element to focusing on the customer involves Covey's rule of "seeking first to understand before being understood." We live in an era of complete customization, from social media profiles to iPhone cases. People want what they want. Make sure you understand your customer or client, then you can cater to their specific desires. Additionally, billionaire Tony Hsieh wrote a book titled, Delivering Happiness, and it talks about how an online shoe company uses its customer service to create a competitive advantage over other retailers. Whether you're running a local dental clinic or a large online shoe store, focus on the customer and treat each interaction as a vital source of future growth. This habit is the lifeblood of any great business.

5. Invest The Retained Earnings Intelligently

Your business runs well. You understand the balance sheet, and you want to explore other op-

portunities. You can reinvest your retained earnings back into the operational business, or you can choose to invest in external assets that are non-operational subsidiaries. What is the right decision? Well that's the hard decision. I guess my point for bringing this discussion into the fold is to simply make the reader aware of the idea. Too often business owners think they need to reinvest retained earnings into the organic business. In many cases this is the right decision, but in some instances they aren't doing the hard math. In fact, many business owners that have had successful companies in the first 10 years take the retained earnings and invest in another operational business. The failure comes when the overconfidence from the first success overshadows the realism in the second venture. New ventures that have low odds of success and huge upfront costs could mean the death of both businesses. Instead of taking low-probability choices with huge sums of money, a better choice might be to invest in non-operational assets (either private or public). An interesting book that captures this exact topic is Outsiders by William Thorndike. In Thorndike's research, he finds that business owners that consider a very wide array of investment options - beyond their operational

business model - tend to have the best growth. One must first master their original business, but once that is achieved and retained earnings are being added to the balance sheet, the compounding and optimization of those earnings is what differentiates professionals from amateurs. In short, business owners must become great investors too. Warren Buffett is famous for saying, "I'm a better investor because I'm a businessman, and I'm a better businessman because I'm an investor." For many people, they might see these activities as being the same thing, but for Buffett, investing and operational leadership are different skills that both need mastered.

Small businesses face challenges, and these five ways of growing your small business can differentiate your business from the others. Do not get distracted with spreading operations thin across a multitude of unnecessary platforms. Focus on simplification, customization and understanding your free cash flow. Once you accomplish those vital tasks, learning to invest the retained earnings may be the most challenging task of all, but in business, we call that a good problem.

SOURCE: www.forbes.com/

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376084-00

Fictitious Business Name(s):

Chic Incorporation

Address

444 Sixth Street, San Francisco, CA 94103

Full Name of Registrant #1

Chic Incorporation (CA)

Address of Registrant #1

444 Sixth Street, San Francisco, CA 94103-4717

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

Signed: **Catherine A. Chow, President**

This statement was filed with the County Clerk of San Francisco County on **5/23/2017**

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

Filed: Fallon Lim
Deputy County Clerk
5/23/17

5/25/17 + 6/1/17 + 6/8/17 + 6/15/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376094-00

Fictitious Business Name(s):

1.) Elite Prep**2.) Elite of San Francisco**

Address

1410 Irving Street, San Francisco, CA 94122

Full Name of Registrant #1

San Francisco Testing Academy, Inc. (CA)

Address of Registrant #1

1410 Irving Street, San Francisco, CA 94122

This business is conducted by A **CORPORATION**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/24/2017**

Signed: **Randolf Arguelles, VP**

This statement was filed with the County Clerk of San Francisco County on **5/24/2017**

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: Margan Jaldon
Deputy County Clerk
5/24/17

5/25/17 + 6/1/17 + 6/8/17 + 6/15/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375855-00

Fictitious Business Name(s):

Plinth Architecture, Urban Design, Interiors

Address

58 West Portal Avenue #328, San Francisco, CA 94127

Full Name of Registrant #1

Sharon Cox

Address of Registrant #1

58 West Portal Avenue #328, San Francisco, CA 94127

This business is conducted by An **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/10/2017**

Signed: **Sharon Cox**

This statement was filed with the County Clerk of San Francisco County on **5/4/2017**

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

Filed: Fallon Lim
Deputy County Clerk
5/4/2017

5/18/17 + 5/25/17 + 6/1/17 + 6/8/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376118-00

Fictitious Business Name(s):

Presidio Therapy Services

Address

1 Letterman Drive, Ste C-3500, San Francisco, CA 94129

Full Name of Registrant #1

Presidio Therapy Services, LLC (DE)

Address of Registrant #1

1 Letterman Drive, Ste C-3500, San Francisco, CA 94129

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 **5/19/2017**

Signed: **Andrew Salamon, CEO**

This statement was filed with the County Clerk of San Francisco County on **5/25/2017**

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

Filed: Sonya Yi
Deputy County Clerk
5/25/17

5/25/17 + 6/1/17 + 6/8/17 + 6/15/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375809-00

Fictitious Business Name(s):

Saigon Barbeque

Address

331 Thornton Avenue, San Francisco, CA 94124

Full Name of Registrant #1

Tina Luong

Address of Registrant #1

331 Thornton Avenue, San Francisco, CA 94124

Full Name of Registrant #2

Hoang Nguyen

Address of Registrant #2

331 Thornton Avenue, San Francisco, CA 94124

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

Signed: **Tina Luong**

This statement was filed with the County Clerk of San Francisco County on **5/2/2017**

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

Filed: Fallon Lim
Deputy County Clerk
5/2/2017

5/11/17 + 5/18/17 + 5/25/17 + 6/1/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375897-00

Fictitious Business Name(s):

San Francisco Battery

Address

379 Vernon Street, San Francisco, CA 94132

Full Name of Registrant #1

Jason Everett Travis

Address of Registrant #1

379 Vernon 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 **5/8/2017**

Signed: **Jason Travis**

This statement was filed with the County Clerk of San Francisco County on **5/8/2017**

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

Filed: Susanna Chin
Deputy County Clerk
5/8/2017

5/18/17 + 5/25/17 + 6/1/17 + 6/8/17

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) Urban Botanica
Located at **345 California Street, Retail #120, San Francisco, CA 94104**

This fictitious business name was filed in the County of San Francisco on **7/15/16** under file **0371792**

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

Full Name of Registrant #1
Botanical Artisans, Inc. (CA)
550 Stetson Street, Moss Beach, CA 94038

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

Signed: **Lisa Berlin-Solberg, President**

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

Filed: **Susanna Chin**
Deputy County Clerk
4/18/2017

5/11/17 + 5/18/17 + 5/25/17 + 6/1/17

The U.S. Has Forgotten How to Do Infrastructure

■ Continued from page 2

the years while ignoring the fact that they were getting less and less for their money. To fix the problems choking U.S. construction, reformers are going to have to go through the system and rip out the inefficiencies root and branch.

Unfortunately, this is going to be hard, given all the vested interests and institutional inertia blocking deep reform of the construction sector. As Yglesias ruefully notes, a study by the Government Accountability Office looking into the problem of high train-construction costs was recently killed by Congress, with no explanation given.

Shenanigans like this can only delay the day of reckoning. The U.S. construction sector is sick, and the disease must be diagnosed. Otherwise, infrastructure debates will continue to seesaw between those who are willing to spend too much and those who are willing to let the system crumble because it costs too much to repair.

SOURCE: www.bloomberg.com/

Small Business Loans Online

■ Continued from page 6

Square and PayPal also offer cash advances. If you have a history of using these services, cash advances may be available by applying right in your online account. Some credit cards also offer advances.

The above should give you an idea of the range of small business loans and financing options you can start checking out online today.

SOURCE: U.S. SBA

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 17-552976

PETITIONER OR ATTORNEY

David De La Cruz Soriano**2378 Fulton Street, San Francisco, CA 94118**

TO ALL INTERESTED PERSONS:

1. Petitioner **David De La Cruz Soriano**
for a decree changing names as follows:

David De La Cruz Soriano changed to
David De La Cruz

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

NOTICE OF HEARING

Date: **June 20, 2017** Time: **9:00 AM** Dept: **514**

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

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

DENNIS TOYAMA, Clerk
DATED - APRIL 18, 2017

5/18/17 + 5/25/17 + 6/1/17 + 6/8/17

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 17-553014

PETITIONER OR ATTORNEY

Jocelyn Kirsch**45 Bartlett Street, San Francisco, CA 94110**

TO ALL INTERESTED PERSONS:

1. Petitioner **Jocelyn Kirsch**
for a decree changing names as follows:

Jocelyn Sarah Kirsch
changed to
Sarah Vaughn

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

NOTICE OF HEARING

Date: **July 11, 2017** Time: **9:00 AM**
Dept: **514** Room: **514**

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

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

DAVID W. YUEN, Clerk
DATED - MAY 04, 2017

6/1/17 + 6/8/17 + 6/15/17 + 6/22/17