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SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984 • NEWS • INFO • BIDS

Purchasing

Fiscal Year 2016 MBDA Capital Project

The Minority Business Development Agency (MBDA) has announced a solicitation for competitive applications for an operator of this Project in one (1) area. The location of the Project may be in any of the 50 states or Puerto Rico. The applicant should propose a location and the strategic benefits of the location in its proposal.

COMPETITION ID: 2555003

The Project is established to provide technical assistance and business development services that result in awarded financial transactions to Minority Business Enterprises (MBEs). The technical assistance and business development services for this Project are provided through a federal financial assistance award to generate increased financing opportunities for MBEs. In addition, the services provided will assist these firms in creating and retaining jobs. Project/Award Period

The total funding period for the award made under this solicitation is three (3) base years and two (2) optional years.

MBDA anticipates a total of \$500,000 per year to fund the financial assistance awards for the operation of the Project identified in this Federal Funding Opportunity (FFO) through FY 2021. An award is anticipated to be made with a start date of September 1, 2016.

Program Priorities

The Project is required to work collaboratively with the MBDA Network. It is anticipated the Network will refer prospective MBEs clients to the Project for capital access assistance. The MBDA Capital Project will engage the Network and offer its services to assist in securing financial transactions for MBE clients. The Project will also engage clients outside of the Network and provide direct assistance to secure financing for its clients.

Eligible Applicants

For-profit entities (including but not limited to sole-proprietorships, partnerships, limited liability companies and corporations), non-profit organizations, state and local government entities, Native American Tribes and educational institutions are eligible to apply to operate the Project.

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Revenues, employment at black-owned businesses rising fast

By Sarah Nightingale, UC Riverside

A new analysis of recently available U.S. Census data finds that ownership, revenues, and hiring are growing significantly faster among businesses owned by blacks than they are among 'total' businesses in the United States, California, and the Inland Southern California region. Equally impressive, in Inland Southern California, the share of black-owned businesses is converging closer to, and even outstripping, the share of all blacks employed in the region.

The study, released today by the UC Riverside School of Business Administration Center for Economic Forecasting and Development, examines data from the U.S. Census Bureau's newest Survey of Business Owners, which is published once every five years and provides the most current snapshot of the nation's proprietors. The most recent Survey includes data on business owners through 2012 and was released this past December.

The analysis finds that from 2007 to 2012, the number of black-owned businesses grew 40.4 percent

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From 2007 to 2012, the number of black-owned businesses in Inland Southern California increased 24.3 percent.

What Will One in Ten U.S. Construction Workers Do in 2017?

By Tom Gara

One big set of tasks will employ about 10% of all U.S. construction industry workers by 2017, according to FMI, a consulting and investment banking group focused on engineering and construction. And it's not building new suburbs, shopping malls or offices.

Instead, FMI estimated in a report released in February, they will be busy building oil and gas

infrastructure, as the American energy boom rolls ever onward:

In 2008 just 3.8 percent of the total construction workforce was engaged in direct oil and gas construction. By 2012, 6.4 percent – nearly double 2008's number – of that workforce was engaged in direct oil and gas construction. According to FMI's estimates, by 2017 nearly 10 percent of the total U.S. construction workforce will have moved over to this burgeoning segment of the industry.

While spending on construction of residential and non-residential buildings still hasn't returned to 2008 levels, the oil and gas industry grew throughout the crisis and is picking up the pace even more as the economy recovers. FMI expects spending on buildings and other structures to grow at 7-8% in the coming years, but for oil and gas construction, the growth rate is predicted to more than double that.

The costs and benefits of a North American energy boom have been well documented, and FMI says work in the oil fields of North Dakota could have a real impact on efforts to build new houses in suburbs thousands of miles away.

The energy boom "could come at the expense of other construction sectors that are now experiencing their own recoveries," the company warns, and competition for workers "could put constraints on the rebirth of residential construction across the nation as contractors scramble to fill positions."

One set of winners in all this: the tradesmen whose skills are in demand:

One executive of a large global EPC [engineering, procurement and construction] company confirms, "Just like electricity is sold on the spot market when there's an emergency or a hurricane, the price of labor is going to go sky-high. It's a basic supply-demand model. The open-shop-certified welders right now have pushed the rate to \$35 per hour and \$70 per diem. That's the going rate on the Gulf Coast, up from about \$28 per hour a year or two ago."

And the benefits are being felt beyond the U.S.:

Although craft labor shortages are a regional phenomenon, they can still create a ripple effect across the globe in today's flat and shrinking world. As one labor relations manager for a large

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Community Outreach

From the Editor

The City & County of San Francisco set its Meeting Agenda for the Budget and Finance Committee to include the designation of the SF Weekly for its "Outreach Community Advertising and Neighborhood Outreach Advertising". The Small Business Exchange joins other ethnic and neighborhood publications in protesting this designation.

**"Too long have others spoken for us
We wish to plead our own cause."**

[Freedom Journal, 1827]

For 189 years the Black press has been a vehicle for African Americans to attain political and social equity. Through Proposition J the City and County of San Francisco acknowledged the continuing value of ethnic and neighborhood newspapers in designating such newspapers as messengers for the City.

That commitment is being discarded as the City seeks to designate a single **non-minority** and **non-neighborhood** focused newspaper as its messenger.

It appears that San Francisco has become "the worst of times" for its ethnic communities. Eminent domain led the way; gentrification continued it. By silencing the (ethnic and neighborhood) press, San Francisco seeks to complete the job of denying diversity and inclusion.

Hopefully, our Supervisors will seek to repair the damage by recommitting to its diversity and legacy businesses. Expand rather than restrict; advertise opportunities rather than hide them. The ethnic and neighborhood press can be the channel for such inclusion.

From the Editor, El Reportero

Marcos Gutierrez (KIQI), and to whom it may concern:

WE ARE DENOUNCING THAT:

The city is not abiding by Proposition J of 1994, which mandates that 10 percent of the advertising budget goes to outreach minority communities newspapers. The City had been in compliance with the Prop J since it drafting in 1994, until 2015 and this year, which they are planning to allocate the funds to a non ethnic community publication.

Tomorrow Thursday, at 10 am, item #2 and 3 in the attached Budget Finance Committee agenda (attachment View.pdf), the five supervisors members of the said Budget Committee, Farrell, Tang, Yee, and Weiner, will designate the SF Weekly as the Outreach Newspaper for the City and County of San Francisco for the Asian, African-American, Gay and Latino newspaper, by mandate of the SF Purchasing Department, so usurping the true outreach mission of the minority newspapers such as the Sing Tao, SF Bay View, Bay Area Reporter and El Reportero, as the true representatives of these communities and contrary to the spirit and letter of Prop. J.

THIS IS IN VIOLATION OF THE LETTER AND SPIRIT OF THE LAW: PROP J, of 1994. (Please see attachment Outreach Advertising...), which was created and passed by the voters in 1994, to benefit disadvantaged communities newspapers who were not benefiting from the newspaper advertising budget enjoyed by the big dailies. This is to advertise Public Notices for the Board of Supervisors.

Somehow now, an obscure manager at the SF Purchasing Department, has decided that an Anglo, White-owned SF Weekly,

is the true representative of our minority communities, which I consider is a first step, and an intent to depriving these ethnic newspapers from the revenues generated by these advertisements, which are badly needed to keep publishing in the interest of their communities.

THIS IS A WAY TO SILENCE THE MINORITY PRESS AT TIMES WHEN A GROUP OF POLITICIANS, ALLIED WITH THE FINANCIAL POWER ELITE, WHO WANT TO TAKE OVER AND CONTROL THE CITY OF SAN FRANCISCO IN EVERY LEVEL: POLITICALLY, ECONOMICALLY, AND BY MONOPOLICIZING THE MEDIA. THIS CONSTITUTE A THREAT TO THE FIRST AMENDMENT AS WELL.

I pray that this Budget and Financial Committed meeting tomorrow Thursday, at 10 am, reconsider their action if they have already made their mind against us, the Latino, Asian, Gay, and African community newspapers, by granting the Outreach Advertising to the San Francisco Weekly corporation.

Sincerely,
Marvin Ramirez
Editor for 25 years,
of the bilingual newspaper, El Reportero

From the Editor, SF Bay View

Mary Ratcliff
SF Bay View

Thank you for the link to the agenda for the Budget Committee meeting on Thursday, June 16, 10 a.m., in Room 250, containing the following item. Please explain what makes the SF Weekly the paper African Americans

read to learn what they need to know about what's happening in City government? And the Potrero View newspaper doesn't cover Bayview Hunters Point; both the Potrero View and the Bay View are members of the San Francisco Neighborhood Newspaper Association and are pledged not to "invade" neighborhoods covered by fellow member newspapers.

I mean no disrespect to the SF Weekly or the Potrero View, but in the past, this outreach program targeted only specified "outreach communities," racial groups that tend to be underserved. Outreach to all SF neighborhoods has never before been part of the program in my recollection. If that's the goal, why not simply advertise in all the SFNNA papers? But since the program is generally underfunded and places only a few small ads a year (I've attached a typical ad, the one from this year's bid package), why target affluent neighborhoods where people can afford all the news they want?

The Outreach Community Advertising program was born out of pressure by underserved racial groups on City Hall to inform their people of opportunities and beneficial programs. The Outreach newspapers chosen each year have been indigenous to those communities.

For the Lee administration to propose that white-owned newspapers distributed primarily in white-majority parts of town are the authentic voice and most popular news source for Black San Franciscans -- and for the people-of-color-majority Board of Supervisors to ratify that proposal -- is tantamount to signing an exclusion order from San Francisco for the last 3 percent of the Black population still clinging to the right to call San Francisco

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CALIFORNIA CERTIFICATIONS

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Diversity on the Move

The Workforce Collaborative



Since 2001, TWC has been serving the Oakland/East Bay community.

Incorporated in 2001, the mission of The Workforce Collaborative (TWC) is to enable unemployed, underemployed, and low-income persons in the East Bay to reach self-sufficiency through employment.

The goal of The Workforce Collaborative is to provide opportunities for people at the margins of society to realize personal, economic and social development through participation in education, training, employment, and support services.

The program addresses itself in particular to those clients who, for the most part, are unsuccessful in traditional employment assistance programs due to long-term unemployment, lack of skills, and other issues.

Participants are provided with employment and training services covering four major areas: professional development, skills training, employment, and post employment.

Our Services

The following are some of the services offered by TWC:

Professional development: Potential workers must demonstrate a basic level of professional development – people skills (social, negotiation, leadership, teamwork, and cultural diversity) and personal qualities (self-esteem, self-management, and responsibility). Establishing these foundation skills also enhances a worker's ability to acquire higher education and training skills further down their career path.

Skills Training: Targeted sector job training offers a unique opportunity for participants to learn skills in a variety of areas utilizing, classroom training, hands-on and work experience, job shadowing, and on the job training.

Employment: TWC Participants are offered a network of employment services including: personal counseling, employment workshops, job referrals, job search, and job placement assistance.

Post Employment: We also provide referrals, stabilization services and material support to assist participants with job retention after obtaining employment.

History

The Workforce Collaborative (TWC) was incorporated in 2001. Its' creation was a result of the closure and reuse process of the Oakland Army Base.

During the previous six years, local homeless providers, in partnership with other community-based organizations and private entities, advocated for reuse plans that would bring economic benefit to Oakland and the East Bay's low-income residents.

Much like the base reuse plan for the former Alameda Naval Air Station which spawned the Alameda Point Collaborative, the Oakland Army Base reuse process led to The Workforce Collaborative.

In 2001, The Workforce Collaborative, and other community-based organizations, obtained temporary leases at the closed Oakland Army Base and began providing critical supportive services to the Oakland/East Bay community.

CA SUB-BID REQUEST AD



O.C. Jones & Sons, Inc.

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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Hwy 132 Repair Pavement and Install ITS Elements • San Joaquin County near Vernalis
Caltrans #10-068204 • BID DATE: June 21, 2016 @ 2:00 PM**

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

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

Looking for
Subcontractors, Vendors,
and Suppliers?

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.



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or visit us at www.sbeinc.com

ST. LOUIS, MO SUB-BID REQUEST AD

MBE BIDDING OPPORTUNITY

MBE firms must be certified as follows: To constitute a Minority Business Enterprises, MBE for the purpose of meeting the Metropolitan St. Louis Sewer District (MSD or District) 17% MBE (African American) utilization goal, those MBE firms which have been certified for the industry type of service and/or material for which they are contracted by one or more of the following agencies on or before the date of the bid opening: Missouri Office of Equal Opportunity, City of St. Louis, St. Louis Minority Business Council. **MSD does not accept reciprocity certifications from other certifying agencies.**

Shea-McNally Joint Venture invites qualified contractors, specifically MBEs (African American) certified by the agencies and requirements listed above, to contact Shea-McNally JV (Prime Bidder/Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the **Deer Creek Sanitary Tunnel Clayton Road to RDP) 11731-015.1project.**

The Work under this contract is located in the Greater Metropolitan Area of St. Louis, MO. The MBE (African American) utilization goal is 17% of the total contract price. The Engineer's Cost Estimate is \$205,192,000. The Work consists of the construction of a deep rock tunnel, large diameter shafts, drop shafts and structures, sanitary sewers and appurtenances, diversion structures, junction chambers, manholes, paving, fencing, dog park improvements, grading, electrical and other associated work. Plans and Specifications are available for free electronic download. Please go to MSD website, <http://www.stlmsdplanroom.com/other.php?job=736&jobName=11731-015.1+DEER+CREEK+SANITARY+TUNNEL+%28CLAYTON+RD.+TO+RDP%29>

**Owner: Metropolitan St. Louis Sewer District
DEER CREEK SANITARY TUNNEL (CLAYTON RD. TO RDP)
Letting No. 11731-015.1
BID DATE: July 21, 2016 AT 2:00 PM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, mechanical rock excavation, 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, 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, slide gates, electrical and controls work, landscaping, dewater pump station, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as MBE (African American) must submit current valid certification documents with proposal. Shea McNally JV have set up an FTP site where you can view all plans and specifications for your convenience. Please contact Brett Campbell at (909) 594-0982 (brett.campbell@jfshea.com) to receive instructions on accessing the FTP Site.

Shea McNally JV

(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
667 Brea Canyon Road, Suite 22, Walnut, CA 91789
909-595-4397, 909-869-0827 (fax)

California Sub-Bid Request Ads



591 Camino de la Reina, Suite 1250 | San Diego, CA 92108
TEL: (619) 814-3700 ext. 3719 | FAX: (619) 814-3770
msheldon@pulice.com
Equal Opportunity Employer

Invitation to Bid from certified SBE & Non-SBE Union Subcontractors, Material and/or Suppliers, and Professional Services for:

**INLAND RAIL TRAIL – SAN MARCOS TO VISTA [SEGMENTS 2A, 2B, 3A, 3D & 4]
CIP 1223023 (CONTRACT 5007013)**

OWNER: San Diego Association of Governments (SANDAG)
LOCATION: San Marcos, CA - Vista, CA
COUNTY: San Diego
BID DEADLINE: June 29th, 2016
SBE Goal: 14%

Plans and Specifications can be downloaded for free at:

<https://www.planetbids.com/portal/portal.cfm?CompanyID=14207&BidID=27195>

The project generally consists of the following:

Approximately four miles of an 8-10 foot wide multiuse Class 1 bike path, parallel to the railroad tracks. Work will include landscaping and irrigation, lighting, black chain link fence, drainage improvements and water quality ditches, signing and striping, two-foot wide graded shoulders, retaining walls, and one bike bridge over Buena Creek. The Additive Alternates, if awarded, will also include the purchase of traffic signals and installation at intersections with railroad crossings, Vista Village SPRINTER Station improvements, and Soroptimist Park landscaping.

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

AGGREGATE	ASPHALT PAVING	CONCRETE SUPPLY	CLEAR & GRUB	DEMO
ELECTRICAL	EROSION CONTROL	FENCING	GUARD RAILING	HDPE
IRRIGATION	LANDSCAPING	MASONRY	MINOR CONCRETE	MISC. METALS
PRECAST	REINFORCING STEEL	SHORING	SIGNS	STEEL TRUSS
STRIPING	STUCCO	SURVEYING	SWPPP	TRUCKING

Subcontractors must be registered in good standing with the California Department of Industrial Relations (DIR) prior to submitting a bid for work on this project. It is a requirement of the bid documents that the DIR registration number be provided with the bid for all listed subcontractors. Subcontractor proposals that do not contain a current DIR registration number will not be considered.

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

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

TAFT ELECTRIC COMPANY
1694 EASTMAN AVENUE, VENTURA, CA 93003
Contact: Christopher Selvey • cselvey@taftelectric.com
Phone: (805) 642-0121 • Fax: (805) 650-9015

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

**Los Angeles World Airports
Remain Over Night (RON) West Electrification Project
Location: Los Angeles (LAX), California
BID DATE: June 28, 2016 @ 2:00 PM**

SEEKING: 237130: Power and Communication Line and Related Structures Construction; 237310: Highway, Street, and Bridge Construction; 237990: Other Heavy and Civil Engineering Construction

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

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

We Are An Equal Opportunity Employer



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

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

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

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

BID DATE: JUNE 21st, 2016 @ 2:00 P.M.

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

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

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

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

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

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



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

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

**City of San Leandro Annual Overlay / Rehabilitation 2015-16
Project No. 2016.0050 - Bid No. 15-16.016, Local Business Enterprise Goal Assigned is 25%**

OWNER: City of San Leandro • Engineering and Transportation Department
835 East 14th Street, San Leandro, CA 94577

BID DATE: JUNE 24, 2016 @ 11:00A.M

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

Adjust Iron, Electrical, Cement Treatment, Minor Concrete, Paving Fabric, Striping, Speed Cushions, Trucking, Street Sweeping, Hot Mix Asphalt (Type A) Material.

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

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 LBE 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 LBE goal.

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

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences

ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com

California Sub-Bid Request Ads

CAHILL CONTRACTORS, LLC
Colby Smith at estimating@cahill-sf.com
(415) 986-0600.

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

Piling & Shoring / Exterior Building Maintenance / Solar Photovoltaic System / Solar Hot Water System / Fire Sprinkler

EDDY & TAYLOR - DESIGN-BUILD BID - SELECT TRADES
227 Taylor Street, San Francisco, CA 94102

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

BID DATE: 7/11/16 @ 2PM

Voluntary Pre-bid Meeting/Job-Walk: NONE

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

Kiewit Infrastructure West Co. (Kiewit)

Kiewit is seeking sub-quotes from Disadvantaged Business Enterprises (DBE) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBE's must be certified by one of the following agencies prior to bid opening: California Department of Transportation (Caltrans); City of Los Angeles; Los Angeles County Metropolitan Transportation Authority (Metro); Tribal, State and Local governments; or an independent certifying organization.

Project Owner: San Diego Association of Governments (SANDAG)
Project Name: Inland Rail Trail, San Marcos to Vista, Segments 2A, 2B, 3A, 3D and 4 Project
Project Location: All locations are in the County of San Diego, City of Vista, City of Oceanside, or San Marcos along the Sprinter Train Track (please see project description)
Project Bid Date / Time: June 30, 2016 at 2:00 p.m.

Project Description:

The scope of work for the Inland Rail Trail, San Marcos to Vista, Segments 2A (Buena Creek Road to Cherimoya Drive, Segment 2B (Phillip Street to Buena Creek), Segment 3A (Mar Vista Drive to Phillip Street), Segment 3D (N. Melrose Drive to West Los Angeles Drive and North Melrose Drive to Soroptimist Park), and Segment 4 (Oceanside Boulevard and No. Melrose Drive) Project consists of building approximately four (4) miles of a Class 1 bicycle facility, located between North Melrose Drive and West Bobier Drive in Oceanside, to the San Diego County/San Marcos boundary at Cherimoya Drive.

The project will be built in two separate segments: the first segment is from Mar Vista Drive in the City of Vista to Cherimoya Drive at the San Diego/San Marcos boundary; and the second segment is from the North Melrose Drive and West Bobier intersection to Main Street and South Santa Fe intersection in the City of Vista. This is an 8-foot to 10 foot wide multiuse bike path that is located mostly within the existing North County Transit District (NCTD) Right-of-Way, parallel to the railroad tracks. This bike path will connect to future bike paths or existing sidewalks. Work will include landscaping and irrigation, lighting, black chain link fence along both sides of the path, drainage improvements and water quality ditches, signing and striping, as well as two-foot wide graded shoulders on each side of the path, retaining walls, one bike bridge over Buena Creek near the Buena Creek Transit Station. The Additive Alternates, if awarded, will also include the purchase of traffic signals and installation at intersections with railroad crossings, Vista Village Sprinter Station improvements, and Soroptimist Park landscaping. In addition, this scope includes procurement of all materials and performing all other work necessary to complete the work in accordance with the project plans and Special Provisions. This project is a SWPPP Risk Level 2.

Kiewit is requesting quotes in the areas described, but not limited to:

Traffic control, aggregates, piles and caissons, curbs and gutter, prefabricated bridges, fences, gates, guardrails, traffic signs and signal, lighting and signals, landscaping contractors, ready mix supply, concrete reinforcing installation, metals and electrical work.

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Subcontractors performing any on-site work must be signatory to the appropriate union labor agreements that govern its work. Plans and specifications are available at the address listed below or provided to you through Kiewit's electronic use of SmartBidNet by contacting us.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For information, assistance or questions regarding the project, project schedule, requirements of the contract, scope of work licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact Art Patamalai at the number listed below or at art.patamalai@kiewit.com



Kiewit

Kiewit Infrastructure West Co.

10704 Shoemaker Ave.,
Santa Fe Springs, CA 90670

Tel: (562) 946-1816 • Fax: (562) 490-8644

Contact Art Patamalai at art.patamalai@kiewit.com

Kiewit Infrastructure West Co.
is an Equal Opportunity Employer.

We encourage qualified women, minorities, veterans, individuals with disabilities, and other to apply.



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:

Resurface ramps, construct MGS, concrete barrier, curb ramps
Hwy 24/580 Oakland

Caltrans #04-4H2224 • BID DATE: July 6, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Treated Wood Waste, A.C Dike, Cold Plane AC, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Structure Excavation (Type Z-2 Aerially Deposited Lead), High Friction Surface Treatment, Prime Coat, Data Core, Tack Coat, Minor Concrete, Roadside Signs, Detectable Warning Surface, Pre/Post Construction Survey, Misc. Iron & Steel, Electrical, Delineator, Object Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Pedestrian Barricade, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Traffic Operations System, Signal & Lighting 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.



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One in Ten U.S. Construction Workers

Continued from page 1

global industrial contractor says, "There is a huge skilled international workforce from India and the Philippines that has filled the industry's jobs in the Middle East and Africa for the past decade. Today, this workforce is being lured to countries like Australia, Chile and Canada where they can increase its salary tenfold. This is starting to have an impact on international companies' ability to staff their work in lower-paying regions of the world."

Source: <http://blogs.wsj.com>



Photo credit: Reuters

The Workforce Collaborative

Continued from page 3

The Workforce Collaborative provided the initial home for BACSIC, the Bay Area Construction Sector Initiative Collaborative, a group of community-based organization and educational institutions, promoting the training and hiring of local residents into the construction trades on local public construction projects. The Workforce Collaborative continues to participate in the local hire initiatives of the City of Oakland as well as the Port of Oakland's Maritime and Aviation Project Labor Agreement (MAPLA).

The Workforce Collaborative has also had ongoing collaborative relationships with Adult Education. In its early years, Oakland Adult Education classes for GED, Computer Literacy, Customer Service, Front Office Medical staffing, as well as Contextualized Ba-

sic Ed and Digital Literacy for warehouse operations, were provided at TWC's office.

In 2008, TWC began its partnership with the College of Alameda and industry partners in the creation of ATLAS (Alameda Transportation and Logistics Academic Sector Initiative).

In 2009, along with the East Bay Asian Local Development Corporation (EBALDC), Women's Initiative for Self-Employment (WISE), Operation Hope, and LIFETIME, TWC joined with the United Way of the Bay Area to create SparkPoint Oakland. Located at Coliseum Gardens in East Oakland, Sparkpoint provides financial stability services to community residents.

Source: http://go_15616.localon.com/Success-Stories

Legal, Legislation & Policy

Text of the Commission to Study Reparation Proposals for African-Americans Act

114th CONGRESS

Duration: January 3, 2015 to January 3, 2017

1st Session

H. R. 40

IN THE HOUSE OF REPRESENTATIVES

January 6, 2015

Mr. Conyers introduced the following bill; which was referred to the Committee on the Judiciary

A BILL

To acknowledge the fundamental injustice, cruelty, brutality, and inhumanity of slavery in the United States and the 13 American colonies between 1619 and 1865 and to establish a commission to examine the institution of slavery, subsequently de jure and de facto racial and economic discrimination against African-Americans, and the impact of these forces on living African-Americans, to make recommendations to the Congress on appropriate remedies, and for other purposes.

Section 1. Short title

This Act may be cited as the "Commission to Study Reparation Proposals for African-Americans Act".

Section 2. Findings and purpose

(a) Findings

The Congress finds that—

(1) approximately 4,000,000 Africans and their descendants were enslaved in the United States and colonies that became the United States from 1619 to 1865;

(2) the institution of slavery was constitutionally and statutorily sanctioned by the Government of the United States from 1789 through 1865;

(3) the slavery that flourished in the United States constituted an immoral and inhumane deprivation of Africans' life, liberty, African citizenship rights, and cultural heritage, and denied them the fruits of their own labor; and

(4) sufficient inquiry has not been made into the effects of the institution of slavery on living African-Americans and society in the United States.

(b) Purpose

The purpose of this Act is to establish a commission to—

(1) examine the institution of slavery which existed from 1619 through 1865 within the United States and the colonies that became the United States, including the extent to which the Federal and State

Governments constitutionally and statutorily supported the institution of slavery;

(2) examine de jure and de facto discrimination against freed slaves and their descendants from the end of the Civil War to the present, including economic, political, and social discrimination;

(3) examine the lingering negative effects of the institution of slavery and the discrimination described in paragraph (2) on living African-Americans and on society in the United States;

(4) recommend appropriate ways to educate the American public of the Commission's findings;

(5) recommend appropriate remedies in consideration of the Commission's findings on the matters described in paragraphs (1) and (2); and

(6) submit to the Congress the results of such examination, together with such recommendations.

Section 3. Establishment and duties

(a) Establishment

There is established the Commission to Study Reparation Proposals for African-Americans (hereinafter in this Act referred to as the "Commission").

(b) Duties

The Commission shall perform the following duties:

(1) Examine the institution of slavery which existed within the United States and the colonies that became the United States from 1619 through 1865. The Commission's examination shall include an examination of—

(A) the capture and procurement of Africans;

(B) the transport of Africans to the United States and the colonies that became the United States for the purpose of enslavement, including their treatment during transport;

(C) the sale and acquisition of Africans as chattel property in interstate and intrastate commerce; and

(D) the treatment of African slaves in the colonies and the United States, including the deprivation of their freedom, exploitation of their labor, and destruction of their culture, language, religion, and families.

(2) Examine the extent to which the Federal and State governments of the United States supported the institution of slavery in constitutional and statutory provisions, including the extent to which such governments prevented, opposed, or restricted efforts of freed African slaves to repatriate to their homeland.

(3) Examine Federal and State laws that discriminated

against freed African slaves and their descendants during the period between the end of the Civil War and the present.

(4) Examine other forms of discrimination in the public and private sectors against freed African slaves and their descendants during the period between the end of the Civil War and the present.

(5) Examine the lingering negative effects of the institution of slavery and the matters described in paragraphs (1), (2), (3), and (4) on living African-Americans and on society in the United States.

(6) Recommend appropriate ways to educate the American public of the Commission's findings.

(7) Recommend appropriate remedies in consideration of the Commission's findings on the matters described in paragraphs (1), (2), (3), and (4). In making such recommendations, the Commission shall address among other issues, the following questions:

(A) Whether the Government of the United States should offer a formal apology on behalf of the people of the United States for the perpetration of gross human rights violations on African slaves and their descendants.

(B) Whether African-Americans still suffer from the lingering effects of the matters described in paragraphs (1), (2), (3), and (4).

(C) Whether, in consideration of the Commission's findings, any form of compensation to the descendants of African slaves is warranted.

(D) If the Commission finds that such compensation is warranted, what should be the amount of compensation, what form of compensation should be awarded, and who should be eligible for such compensation.

(c) Report to Congress

The Commission shall submit a written report of its findings and recommendations to the Congress not later than the date which is one year after the date of the first meeting of the Commission held pursuant to section 4(c).

Section 4. Membership

(a) Number and appointment

(1) The Commission shall be composed of 7 members, who shall be appointed, within 90 days after the date of enactment of this Act, as follows:

(A) Three members shall be appointed by the President.

(B) Three members shall be appointed by the Speaker of the House of Representatives.

(C) One member shall be appointed by the President pro tempore of the Senate.

(2) All members of the Commission shall be persons who are especially qualified to serve on the Commission by virtue of their education, training, or experience, particularly in the field of African-American studies.

(b) Terms

The term of office for members shall be for the life of the Commission. A vacancy in the Commission shall not affect the powers of the Commission and shall be filled in the same manner in which the original appointment was made.

(c) First meeting

The President shall call the first meeting of the Commission within 120 days after the date of the enactment of this Act or within 30 days after the date on which legislation is enacted making appropriations to carry out this Act, whichever date is later.

(d) Quorum

Four members of the Commission shall constitute a quorum, but a lesser number may hold hearings.

(e) Chair and Vice Chair

The Commission shall elect a Chair and Vice Chair from among its members. The term of office of each shall be for the life of the Commission.

(f) Compensation

(1) Except as provided in paragraph (2), each member of the Commission shall receive compensation at the daily equivalent of the annual rate of basic pay payable for GS-18 of the General Schedule under section 5332 of title 5, United States Code, for each day, including travel time, during which he or she is engaged in the actual performance of duties vested in the Commission.

(2) A member of the Commission who is a full-time officer or employee of the United States or a Member of Congress shall receive no additional pay, allowances, or benefits by reason of his or her service to the Commission.

(3) All members of the Commission shall be reimbursed for travel, subsistence, and other necessary expenses incurred by them in the performance of their duties to the extent authorized by chapter 57 of title 5, United States Code.

Visit link for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1644&pageID=25

Fiscal Year 2016 MBDA Capital Project

Continued from page 1

The successful applicant will possess experience in assisting firms in obtaining large scale financial transactions to include traditional and alternative sources. The successful applicant should have access to a nationwide network of capital stakeholders, which is a key component to the successful implementation of this award.

The successful applicant should demonstrate experience in facilitating training sessions, conducting financial analysis with clients, matching vetted clients with sources of capital, assisting clients with presenting case for accessing capital, educate and assisting firms in joint ventures, teaming arrangements, mergers and acquisitions.

The successful applicant should have knowledge and/or experience with advocating on behalf of minority business enterprises and facilitating financing for transactions in global markets. It is also anticipated that the mission of successful Project applicant will align with both the mission of MBDA and the MBDA Capital Project objectives.

Special Mention: Current Operators of a MBDA Business Center and/or Project are not eligible to apply for this Federal Funding Opportunity Announcement.

Submission Requirements

Applicants must review and adhere to the full Announcement of FFO and appendices.

A completed application must be transmitted and time-stamped at www.Grants.gov no later than 11:59 p.m. Eastern Time (ET) on June 15, 2016. Applications received after the closing date will not be considered.

Pre-application Teleconference

On May 16, 2016 MBDA conducted a pre-application teleconference for the MBDA Capital Project.

You can now download the presentation and access the recording. The recording of the pre-application conference will be available through the close of the competition.

Questions

Applicants may submit questions in writing to mbdabusinesscenters@mbda.gov. Questions submitted to MBDA may be posted as part of an FAQ document, which will be periodically updated on this website.

Note: The MBDA Capital Project program is not a grant program to start or expand an individual business. Applicants must be able to operate a business center and provide business consulting services to eligible minority-owned firms as set forth in the Announcement of Federal Funding Opportunity. Applications that do not meet these requirements will not be considered by MBDA for funding.

Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371258-00

Fictitious Business Name(s):

1.) **Irving Partners**
2.) **Scinto Group**
Address
554 Irving Street,
San Francisco, CA 94122
Full Name of Registrant #1
Madeleine Scinto
Address of Registrant #1
554 Irving Street,
San Francisco, CA 94122

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/3/2016**

Signed: **Madeleine Scinto**

This statement was filed with the County Clerk of San Francisco County on **6/1/2016**.

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

Filed: **Sonya Yi**
Deputy County Clerk
6/3/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371345-00

Fictitious Business Name(s):

Symphony Tower Apartments
Address
265 Fell Street,
San Francisco, CA 94102
Full Name of Registrant #1
Bianne Chan
Address of Registrant #1
58 Condon Court,
San Mateo, CA 94403

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/31/1985**

Signed: **Bianne Chan**

This statement was filed with the County Clerk of San Francisco County on **6/9/2016**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
6/9/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371165-00

Fictitious Business Name(s):

AES Acne Clinic
Address
222 Columbus Avenue, Suite 320
San Francisco, CA 94133
Full Name of Registrant #1
AES Beauty, Inc. (CA)
Address of Registrant #1
222 Columbus Avenue, Suite 320
San Francisco, CA 94133

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/26/2016**

Signed: **Kimberly Pigliucci**

This statement was filed with the County Clerk of San Francisco County on **5/26/2016**.

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

Filed: **Susanna Chin**
Deputy County Clerk
5/26/2016

6/2/16 + 6/9/16 + 6/16/16 + 6/23/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371379-00

Fictitious Business Name(s):

Apple Janitorial
Address
1812 Lane Street #7,
San Francisco, CA 94124
Full Name of Registrant #1
Jaime Montoya
Address of Registrant #1
1812 Lane Street #7,
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 **6/13/2016**

Signed: **Jaime Montoya**

This statement was filed with the County Clerk of San Francisco County on **6/13/2016**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
6/13/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371326-00

Fictitious Business Name(s):

Bay Area Hot Dogs
Address
450 5th Street,
San Francisco, CA 94107
Full Name of Registrant #1
Lorenzo Robles
Address of Registrant #1
400 Inverness Dr.,
Vallejo, CA 94589

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/7/26**

Signed: **Lorenzo Robles**

This statement was filed with the County Clerk of San Francisco County on **6/8/2016**.

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

Filed: **Fallon Lim**
Deputy County Clerk
6/8/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371102-00

Fictitious Business Name(s):

Custom Auto
Address
251 Capp Street,
San Francisco, CA 94110
Full Name of Registrant #1
Rendy Bautista
Address of Registrant #1
251 Capp Street,
San Francisco, CA 94110

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/24/2016**

Signed: **Rendy Bautista**

This statement was filed with the County Clerk of San Francisco County on **5/24/2016**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
5/24/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370859-00

Fictitious Business Name(s):

Interactive Animatics
Address
333A San Jose Avenue,
San Francisco, CA 94110
Full Name of Registrant #1
Adam Brougher
Address of Registrant #1
333A San Jose Avenue,
San Francisco, CA 94110

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/9/2016**

Signed: **Adam Brougher**

This statement was filed with the County Clerk of San Francisco County on **5/9/2016**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
5/09/2016

6/2/16 + 6/9/16 + 6/16/16 + 6/23/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0370918-00

Fictitious Business Name(s):

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

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

Signed: **Terje Arnesen**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371221-00

Fictitious Business Name(s):

Patch
Address
995 Market Street, #1500, San Francisco, CA 94103
Full Name of Registrant #1
Glass Health, Inc.
Address of Registrant #1
995 Market Street, #1500, San Francisco, CA 94103

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

Signed: **Brett Plotzker**

This statement was filed with the County Clerk of San Francisco County on **6/1/2016**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
6/1/2016

6/9/16 + 6/16/16 + 6/23/16 + 6/30/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371288-00

Fictitious Business Name(s):

Pinnacle Career
Address
1801 Jefferson Street, Suite 302, San Francisco, CA 94123
Full Name of Registrant #1
Buqing Pang
Address of Registrant #1
1801 Jefferson Street, Suite 302, San Francisco, CA 94123

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/6/2016**

Signed: **Buqing Pang**

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

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

Filed: **Jennifer Wong**
Deputy County Clerk
6/6/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0371284-00

Fictitious Business Name(s):

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

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/6/2016**

Signed: **Francisco J. Cifuentes**

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

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

Filed: **Jennifer Wong**
Deputy County Clerk
6/6/2016

6/9/16 + 6/16/16 + 6/23/16 + 6/30/16

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME File No. 0365823-00

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

1.) **Acqua e Sapone Acne Clinic**
Located at **222 Columbus Avenue, Suite 320**
San Francisco, CA 94133

This fictitious business name was filed in the County of San Francisco on **7/17/15** under file **0365823-00**

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

Full Name of Registrant #1
Acqua e Sapone Acne Clinic
222 Columbus Avenue, Suite 320
San Francisco, CA 94133

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

Signed: **Kimberly Pigliucci**

This statement was filed with the County Clerk of San Francisco County on **5/26/2016**.

Filed: **Susanna Chin**
Deputy County Clerk
5/26/2016

6/2/16 + 6/9/16 + 6/16/16 + 6/23/16

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 9535A (ID No. FCA16112) ESER BOND 2014 - PIER 26 FIREBOAT BERTH REPLACEMENT PROJECT

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on June 29, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfdpw.org/biddocs. Please visit the Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at the north apron of Pier 26 and includes demolition of the existing fender system as required and construction of a new fender system, new bridge area, and miscellaneous repairs and improvements on the north apron. The time allowed for completion is 160 consecutive calendar days. The Engineer's estimate is approximately \$1,850,000. For more information, contact the Project Manager, **Gabriella Cirelli** at 415-557-4707.

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

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 5%. Call Kelly Dwyer at 415-558-4080 for details. In accordance with Administrative Code

Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **June 14, 2016** at 1:00 p.m. at 30 Van Ness Ave, 3rd Floor in University Conference Room, followed by a site visit at 2:00 p.m. at Pier 26

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

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

Class "A" license required to bid.

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

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

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

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

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

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

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former and new distribution including demolition and disposal of existing equipment. The contractor will be required to maintain electrical service in a continuous fashion, furnish and install new transformer, feeders, and related equipment for a complete operable system in accordance with the plans and specifications. Plans and specifications may be seen at the office of the University and Plan Rooms. Engineer's construction estimate is \$231,000.

Plans and specifications will be available for review and purchase after June 17, 2016 by requesting them from ARC by going to www.e-ARC.com/ca/modesto then clicking on "Public Planroom" or by calling the ARC Modesto location at (209) 524-2924 asking for the PlanWell Department. Plans and specifications cost approximately \$100 plus tax and shipping payable to ARC and are non-refundable.



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 2807J[R] (ID No. FCE16092) AS-NEEDED PAVEMENT PRESERVATION CONTRACT NO. 1

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on June 29, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfdpw.org/biddocs. Please visit the Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at various locations throughout San Francisco, California and consists of micro-surfacing pavement preservation, traffic routing, and all associated work. The time allowed for completion is 730 consecutive calendar days. The Engineer's estimate is approximately \$3,200,000. For more information, contact the Project Manager, Paul Barradas at 415-554-8249.

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

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 20%. Call Selormey Dzikunu at (415) 554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall

submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. If there is no pre-bid conference scheduled, all bidders will receive 15 points. Refer to CMD Form 2B.

This project will not have a pre-bid conference.

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

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

Class "A" license required to bid.

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

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

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

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

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

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

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CALIFORNIA STATE UNIVERSITY STANISLAUS

NOTICE TO CONTRACTORS CORP YARD SWITCHGEAR PROJECT CSU STANISLAUS One University Circle, Turlock, CA 95382

The Trustees of the California State University will receive sealed bid proposals in room MSR290, at the above address, for furnishing all labor and materials for construction of the Corp Yard Switchgear Project, for the CSU Stanislaus campus.

Proposals will be received in the above-mentioned room until 2:00 p.m. on July 12, 2016 in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consists of the replacement of existing mini substation and utility style transformer replacing with a single utility style pad mounted trans-

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. in the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions.

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the Department of Industrial Relations (DIR), 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.

A mandatory pre-bid walkthrough has been scheduled for June 28, 2016 at **10:00 am.** Interested bidders should assemble at the Facilities Services Plan Room, Building #4 on the campus map.

The Trustees require the successful bidder to achieve three percent (3%) DVBE participation in contracting construction projects as established in the bidding documents, and bidders shall identify the DVBEs to be used to satisfy this requirement in their bids. The University is granting a DVBE bid incentive of up to 1% as described in the Contract General Conditions. Bidders shall contact the Trustees' DVBE Coordinator at (209) 667-3243 or Debbie DaRosa at (209) 667-3987

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by contractors, licensed in the State of California with a C-10 license, and registered with the DIR to bid public works projects. The bid packages must be requested from the Trustees, located at CSU Stanislaus, One University Circle, Turlock, CA 95382, Attention: Debbie DaRosa, (209) 667-3987.

Public Legal Notices



**GOLDEN GATE BRIDGE
HIGHWAY & TRANSPORTATION DISTRICT**

NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2016-FT-29, Del Norte Forward Loading Door Installation**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District by Tuesday, July 12, 2016, at **2:00 p.m., PT**, at which time bids will be publicly opened and read.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by **Tuesday, June 28, 2016, at 4:30 p.m., PT**.

The Bid Documents are available for download on the District's website. To download the Bid Documents, go to the District's website home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2016-FT-29.

To inspect and obtain the Bid Documents, please contact the Contracts Office, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by email at contractsoffice@goldengate.org, by telephone at (415) 923-2318, or by facsimile at (415) 923-2384.

/s/ Aida S. Caputo, Contracts Officer

Dated: 6/13/2016

6/16/16

CNS-2890340#

SMALL BUSINESS EXCHANGE

SUB-BID REQUEST AD



Is requesting quotes from qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

Clear & Grubb, Demo Minor, Earthwork & Base, Fence, Minor Flat Conc., Landscape, Erosion Control, Minor Conc Struct, Plane AC, Paving Asphalt Conc, AC Dike & Misc Recycle AC – Disposal, Rebar, Rock Slope Protect, Sign Struct, Signs Roadside, Stripe & Mark, Struct Conc Footing & Wall, Struct Steel Bridge, Traffic Control, Trucking Dirt Haul, Underground Drainage, Underground Sewer Pipe Aggregate, Rip Rap Mat'l, Struct Steel

Inland Rail Trail, San Marcos to Vista,

Segments 2A, 2B, 3A, 3D, and 4

Located in San Diego County, California

SANDAG

CIP 1223023 IFB 5007013

BID DATE June 30, 2016 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahsen

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

Plans/specs are available for viewing at our office by appointment, 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 Construction will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

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.

Sukut Construction, LLC

An Equal Opportunity Employer

Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need. www.sbeinc.com

PUBLIC NOTICE

DISADVANTAGED BUSINESS ENTERPRISE (DBE)

**PROGRAM PROPOSED
THREE-YEAR OVERALL
GOAL & METHODOLOGY FOR
FEDERAL FISCAL YEARS 2017 – 2019**

This announcement will serve as notice of Santa Clara Valley Transportation Authority's (VTA) proposed Disadvantaged Business Enterprise (DBE) Overall Goals for 13.0% for Federal Transit (FTA)-assisted contracts for the three-year period Federal Fiscal Year (FFY) 2017–2019. VTA will achieve its proposed overall goal using race-conscious measures. The overall goal is expressed as a percentage of FTA funds VTA projects to utilize for the U.S. Department of Transportation (DOT) DBE Program, 49 Code of Federal Regulations, Part 26. The triennial goal is established to achieve a "level playing field" for DBEs to participate in VTA's FTA-assisted contracting opportunities.

VTA's FFY 2017-2019 FTA overall DBE goal and goal methodology report will be made available at our website at vta.org/osdb and for public view at VTA's Office of Small and Disadvantaged Businesses during the business hours of 9:00 a.m. – 4:00 p.m. Monday through Friday. For more information, please email us at osdb@vta.org or at the address below:



**Santa Clara Valley Transportation Authority
Office of Small and Disadvantaged Business
3331 North First Street, Building B-1
San Jose, CA 95134-1927
(408) 321-5962**

1606-0729

Revenues, employment at black-owned businesses rising fast

Continued from page 1

in the U.S., 32.3 percent in California, and 24.3 percent in Inland Southern California. This compares to 3.4 percent, 5 percent, and 8 percent growth among total businesses in the three geographies, respectively.

"Strong growth in the number of businesses owned by African Americans occurred between 2007 and 2012, a period that included the Great Recession," said Robert Kleinhenz, executive director of research at the Center for Economic Forecasting and Development and one of the report's lead authors. "Given today's stronger economic conditions, there is little reason to believe the expansion won't continue."

The growth in Inland Southern California means that the number of black business owners is very much in step with the total number of blacks employed in the local workforce (7.3 percent vs 6.3 percent). Aligning ownership shares with the share of employees is an important measure of socio-economic advancement.

Jobs at black-owned businesses rose nearly 25 percent

Moreover, in almost every case, black-owned businesses are outpacing total businesses in rev-

enue and hiring growth. From 2007 to 2012, revenue growth soared by 50.4 percent among black-owned businesses in Inland Southern California and jumped significantly at black-owned businesses at the national level (17.4 percent). In California as a whole, however, revenues at these businesses fell by 19.9 percent. Across total businesses during this time, revenues grew by 9.1 percent in Inland Southern California, 8.2 percent in California, and 9.3 percent in the United States.

Hiring saw an even starker contrast with employment growing at black-owned businesses and shrinking at total businesses in all three locations. Jobs at black-owned businesses escalated by 24.3 percent in the region, 11.9 percent in California, and 10.6 percent in the nation. At the same time employment declined among total business's in all three locations (-5.6 percent, -5.4 percent, and -1 percent).

Despite the growth, black-owned businesses lag in terms of their share of the total revenue and employment pie. Black-owned businesses make up 7.3 percent of all Inland Southern California businesses but account for just 1.4 percent of total revenues and employ only 1.9 percent of the local workforce. In California, black-owned businesses comprise 4.8 percent of all businesses but only

Denouncing of the Violation of the Prop. J 1994

Continued from page 2

home. We call on the Budget Committee and the full Board to reject this item.

3. 160580 [Outreach Community Advertising and Neighborhood Outreach Advertising - San Francisco Print Media Co., dba SF Weekly; Central City Extra; Jasmine Blue Media, dba Marina Times; The Potrero View - FY2016-2017] Resolution designating San Francisco Print Media Co., dba SF Weekly, to be the outreach periodical of the City and County of San Francisco for the African American, Chinese, Hispanic, and Lesbian, Gay, Bisexual, and Transgender communities; Central City Extra to be the neighborhood outreach periodical of the City and County of San Francisco for the Central Market and Tenderloin neighborhoods; Jasmine Blue Media, dba Marina Times, to be the neighborhood outreach periodical of the City and County of San Francisco for the Marina and Cow Hollow neighborhoods; and The Potrero View to be the neighborhood outreach periodical of the City and County of San Francisco for the Potrero Hill, Bayview, Mission Bay, and SoMa neighborhoods; to provide outreach advertising for FY2016-2017. (Office of Contract Administration) 5/20/16; RECEIVED FROM DEPARTMENT. 5/31/16; RECEIVED AND ASSIGNED to the Budget and Finance Subcommittee. 6/9/16; TRANSFERRED to the Budget and Finance Committee. The Chair intends to entertain a motion to refer this item to the full Board as a Committee Report for consideration on June 21, 2016.

Mary Ratcliff
SF Bay View
(415) 671-0789
www.sfbayview.com

Source: <http://universityofcalifornia.edu>



Access to Capital



SBA Loans for Your Startup

By **Asheesh Advani**

Despite what you might see on late-night infomercials or some websites, none of the SBA's loan programs involve free money, government grants or no-interest loans. In fact, the SBA doesn't even lend funds directly to entrepreneurs—you'll need to strike up a relationship with a loan officer at your local bank, credit union or nonprofit financial intermediary to access the programs.

But once you do, there's an array of resources aimed at getting you the capital you need to start or expand your small business. Last year, more than \$50 million in SBA loans were being provided per day to U.S. small businesses. For this month's column, I thought I'd review the latest descriptions and eligibility criteria for the SBA's three most popular loan programs.

7(a) Loan Program

The 7(a) is the SBA's most popular loan program. As a small-business owner, you can get up to \$750,000 from your local 7(a) lender, backed by a partial guarantee from the SBA. Note that the SBA is not lending you any money directly. What they are doing is making it less risky for a local lender to provide you with financing. 7(a) loans are typically used for working capital, asset purchases and leasehold improvements. All the owners of a business who hold an ownership stake of 20 percent or more are required to personally guarantee the loan.

Once your lender decides that 7(a) money is what you need, you'll probably start hearing the names of the different 7(a) programs. For example if you're borrowing less than \$150,000, you may be headed toward the Lowdoc program, which was created in 1993 to reduce burdensome paperwork. A Lowdoc loan application is a one-page form; your application is on one side and the lender's request to the SBA for the guaranty for your loan is on the other. The SBA responds to Lowdoc applications within 36 hours.

The SBA Express is a program for lenders with a good SBA-lending track record. It's

aimed at getting money—in this case, as much as \$250,000—quickly into the hands of entrepreneurs. Based on the success of the SBA Express program, the SBA initiated CommunityExpress, specifically designed to improve access to capital for low- and moderate-income entrepreneurs and to provide both pre- and post-loan technical assistance.

Eligibility: The eligibility criteria for the 7(a) program are the broadest of all the SBA loan programs, but they're still quite restrictive for startups and businesses related to financial services. See this page on the SBA's website for a list of the types of business that are eligible. In general, all SBA programs are targeted at small companies (that is, businesses with less than \$7 million in tangible net worth and less than \$2.5 million in net income), but typically most banks won't lend to startup businesses that don't have two to three years' worth of financial statements and some owner's equity in the business. Some banks will allow you to use money from relatives as part of your equity, but you're required to formalize these small business loans with a repayment plan that's subordinate to the bank debt.

504 Loan Program

The 504 loan program is intended to supply funds for asset purchases, such as land or equipment. Typically, the asset purchase is funded by a loan from a bank or other lender in your area, along with a second loan from a certified development company (CDC) that's funded with an SBA guarantee for up to 40 percent of the value of the asset—which is generally a loan of up to \$1 million—and a contribution of 10 percent from the equity of the borrower. This financing structure helps the primary lender—the bank—reduce its exposure by relying on the CDC and the SBA to shoulder much of the risk.

Eligibility: Like the 7(a) program, the 504 program is restricted to small businesses with less than \$7 million in tangible net worth and less than \$2.5 million in net income. However, since funds from 504 loans can't be used for working capital or inventory, consolidating or repaying debt, or refinancing, this program

Startup Loans

— Finding The Right Startup Loan For Your New Business



tends to exclude most service businesses that need to purchase land or equipment. Personal guarantees are also required for 504 loans.

7(m) Microloan Program

The Microloan program is presently under budgetary review, and the political winds aren't currently blowing in its favor. The program is intended to provide "small" loans of up to \$35,000 that can be used for a broad range of purposes to start and grow a business. Unlike the 7(a) program, the funds to be loaned don't come from banks; rather, they come directly from the SBA (now you know why it's unpopular with the folks in charge of the budget) and are administered to business owners via nonprofit community-based intermediaries. To find the name of an intermediary micro-lender in your area, visit this page of the SBA's website.

Eligibility: The Microloan program is startup friendly. All new businesses are eligible to apply. Although the maximum loan amount is \$35,000, the average loan is approximately \$10,000. The only catch is that Microloan borrowers typically have to enroll in technical assistance classes administered by

the micro-lender intermediaries. For some entrepreneurs, this is a very helpful resource that provides cost-effective business training. Others, however, perceive it as a waste of time, although it's a necessary pre-condition to getting a Microloan.

Although I promised reviews of just the three top SBA loan programs, I didn't want to fail to mention two other special purpose loan programs targeted at serving particular types of businesses. The Export Working Capital Program provides short-term working capital to small, export businesses, and the DELTA program provides both financial and technical assistance to help businesses dependent on defense installations transition to civilian markets. You can log on to the SBA's website to learn more about these two programs.

The long and short of it is, if you need small-business loan capital, there's probably an SBA program out there for you.

Source: www.entrepreneur.com

5 Tips to Getting Small Business Financing

By **Michael Lockwood**

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

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

Demonstrate that your business generates steady cash flow.

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

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

Maintain a manageable debt load.

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

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

Sustain a positive payment history.

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

Prove business judgment.

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

Shop around for financing.

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

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

ABLE: Asian Black Latino Enterprises

America is missing out on a \$1.4 trillion Latino business opportunity

By Octavio Blanco

America's Latino entrepreneurs are lying in wait -- sitting on a potential \$1.4 trillion in revenue boost to the economy. But a series of financial and cultural hurdles are blocking their progress.

That's the finding of a recent report by the Stanford Graduate School of Business that surveyed roughly 1,800 businesses owned by Latinos.

Latino entrepreneurs are extremely active. Latinos opened 86% of all the new businesses created in the U.S. between 2007 and 2012, according to Remy Arteaga, the lead researcher. But they lagged non-Latino businesses in how much revenue they brought in -- \$155,806 in 2012 versus \$573,209, according to the most recent U.S. Census data.

"When you start looking at that difference, you realize how much money is being left on the table," said Jerry Porras, professor of organizational behavior and change at Stanford's business school.

The biggest issue? A lack of access to capital.

More than half of the those surveyed by Stanford said they were failing to grow due to inadequate funding.

The researchers pointed to the lack of a pipeline between investors and Latino-owned businesses and a dearth of financial education, as well as cultural issues within the Latino community.

Many of the survey's respondents said they had been turned down for funding, primarily by banks. And the researchers noted that less than 1% of companies that receive venture capital funding are Latino-owned.

Edrizio De La Cruz is the Dominican-born founder and CEO of a company that has secured \$6 million in venture funding and just closed its second round. His company, Regalii, was launched in 2013 and provides technology that helps people remotely pay bills of family and friends in other countries.

"I came to live with my dad in the '90s and I always sent money back home to my mom," said De La Cruz, whose business is based in New York's Washington Heights neighborhood, where he grew up.

De La Cruz attended the Wharton Business School's graduate program, which he said gave him the knowledge and connections he needed to get Regalii off the ground.

De La Cruz is an anomaly among the Latino community, however.

Stanford's researchers found that many Latino businesses are unaware of different funding sources available to them. Many also seem resistant to seeking outside funding altogether.

Over half of the Latino businesses in the Stanford survey said they have never requested outside funding, and about two-thirds of respondents said they felt uncomfortable sharing equity with outsiders, fearing they would lose control of their business.

"It's partly cultural," Porras said. "Family is important, and many Latinos feel uncomfortable going beyond it."

About 92% of the businesses surveyed by Stanford tapped money from family and friends. Other funding usually came from personal loans -- either from banks or from credit cards -- not business loans.



Edrizio De La Cruz (center) quit his job as an airplane mechanic to live his dream as a tech entrepreneur. (money.cnn.com)

When Latino entrepreneurs did seek outside funding, researchers found that 42% of respondents were rejected by banks and commercial lenders.

Georgina Randazzo started her office furniture company, Facilitec, with next to nothing. "Just a \$2,000 deposit from a client," she said.

"Some of our big challenges were things like getting credit," said Randazzo, who was born in Mexico City and moved to the U.S. when she was a child.

At first, she secured personal loans and took a small loan from her sister in Mexico. Eventually, she transferred the loans to commercial loans, putting her home down as collateral.

"We started our business in 1993, and in 1995 we were looking to shut it down." That year Boeing hired the company, enabling it to stay afloat.

Still, she didn't get a Small Business Administration loan until 2006 to expand. "Even SBA loans need to be backed up, and when you don't have much, you can't back it up," she said.

Last year was Facilitec's best year -- with \$16 million in sales, Randazzo said.

Georgina and her husband Mark are now thinking about selling the business to their son.

"Luckily, the Latino culture encourages entrepreneurship," said Porras. "But the companies being created are subsistence-businesses. They're not creating wealth for the owners."

To help Latino entrepreneurs gain traction, Porras founded Latino Business Action Network, a non-profit that collaborates with Stanford on the Latino Entrepreneurship Initiative, that identifies Latino-owned companies that are primed to grow into firms making at least \$1 million in revenue and puts them through a six-week intensive program.

In the winter of 2015, the first class of 78 Latino entrepreneurs completed the program, which included interviews with successful Latino business people, mentoring, and networking with venture capitalists and angel investors.

Source: <http://money.cnn.com>



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