

SMALL

BUSINESS EXCHANGE

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June 22, 2017



The Future of U.S. Train Travel

By Heidi Mitchell

Is long-distance train travel in America near its end or just getting started?

Support in Washington for passenger-train service, already tepid, looks ready to lose more steam under the Trump administration. Amtrak funding gets slashed in the White House's 2018 budget, which also calls for the elimination of most long-distance rail service.

And Amtrak leadership is facing heavy criticism for delays in service, a March derailment at New York's Penn Station and the handling of overdue repairs there.

Advocates of faster service and more business-class amenities, meanwhile, see hope in several privately funded projects under way, including a line starting service soon in Florida and efforts to launch a high-speed Dallas-Houston train.

A federal grant for electrification of tracks in California, meanwhile, has breathed new life

into a long-delayed proposal for faster service between San Francisco and Los Angeles.

To get a clear picture of what passenger rail transport might look like going forward, The Wall Street Journal reached out to three experts in rail travel and policy: Andy Kunz, president of the U.S. High Speed Rail Association, a nonprofit advocating for the creation of a high-tech, cross-country rail network; Baruch Feigenbaum, assistant director of transportation policy at the Reason Foundation, a libertarian think tank; and Robert Puentes, president and chief executive of the Eno Center for Transportation, a nonprofit that provides professional development for executives and managers in the transportation sector. Here are edited excerpts.

In a Perfect World...

WSJ: What is your vision of passenger rail transport for America?

■ Continued on page 2

To Keep Winning Federal Contracts, Small Businesses Say They Have to Spend More

By Charles S. Clark

Small businesses upped their efforts to bid on federal contracts, reporting a 72 percent increase in time and money devoted to winning a share of the government's \$90 billion procurement budget, according to the latest annual survey from the American Express OPEN for Government Contracting initiative.

Though overall federal contracting is down 19 percent in fiscal 2015 from fiscal 2010, the survey—completed last summer but released last month—found that, on average, small businesses spent \$148,124 in time and money to bid for federal work. That's a 72 percent increase over

the past six years, and a 15 percent increase since 2013.

The most active contractors, however, are the largest, the AMEX study found. Those with 50 or more employees and \$5 million or more in revenues report being more active than they were five years ago, versus 34 percent that are less active and 29 percent making the same effort as before.

"Small business contractors report that there are now fewer bidding opportunities and increased competition," the summary said. "Nonetheless,

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SBA Chief Promises Women Contractors Greater Efficiency

By Charles S. Clark

Like all of President Trump's agency heads, Small Business Administration chief Linda McMahon is reviewing SBA programs with the goal of making them more "effective and efficient."

"We have to change, and if not, ... those programs have to go," the administrator told a Thursday "Summit for Success" sponsored by American Express Open.

"SBA is working to streamline the process for getting certified for doing business with the government," McMahon told the gathering of contractors and agency specialists in set-asides for women, veterans and minorities. "We're consolidating the contract process and improving certification to make it more user-friendly and effective," she said, citing application forms that are complex. "We're creating more online tools to increase the likelihood of finding contracts that match your capabilities."

But McMahon, co-founder and former CEO of World Wrestling Entertainment, also co-founded—before joining the Trump administration—a startup called Women's Leadership LIVE that provides mentoring services for females in business.

So she commended her agency for helping other agencies meet their small-business contract-

ing goals for women and minorities who have "to compete against the big guys, which can be tough."

She added: "When people think of the SBA, they automatically think loans. But SBA is much more than that. It is a counselor and mentor for networking and helping you all the way, answering your questions—all totally free."

She described her recent visit to Texas to name QMF Steel, a \$6.5 million manufacturer of workplace protective equipment used by federal prisons, as the 2017 National Prime Contractor of the Year. That company "credits its work with the federal government for its success," she said.

The audience of primarily female contractors heard inspirational lessons in becoming an entrepreneur from Leah Busque, the founder and executive chairman of the global online errand-running broker Task Rabbit.

SBA officials also on the program were Kenneth Dodds, SBA's director of planning and liaison; John Lira of SBA's Office of Veterans Business Development; Linda Reilly of SBA's Office of Capital Management; and Robb Wong, associate administrator of the agency's Office of Government Contracting and Business Development.

SOURCE: www.govexec.com

Business Toolkit

Which Organizational Structure is Right for Your Business?

By: Leo Sun

When setting up a new business, you should pay careful attention to designing your company's organizational structure. This should be decided according to your company's size, industry and aims. You should think of organizational structures as communication flowcharts. Poorly conceived organizational structures will result in sluggish, inefficient communication in which managers at various levels are required to deliver information to too many people for too many levels of approval. Well designed organizational structures will produce efficient communication channels and encourage fast, clean decisions. Let's take a look at several of the most common forms of organizational structures.

Functional

The functional structure is the most commonly used by most businesses. It's a top down flowchart with a high ranking executive at the top, with multiple middle managers - such as the human resources, marketing, accounting and engineering department heads - all directly reporting to the top executive. These departments are managed separately from each other by the department heads, and they only answer to the top level manager. The strength of this system is that it's easy to understand, and keeps businesses neatly compartmentalized. However, the weakness is glaring - if a weak, poorly organized executive is at the top, then cases where the right hand fails to talk to the left will occur, causing frustrating problems.

Product

A variant of the functional structure is the product structure, which is designed for larger companies. In this flowchart, a group of the highest executives sit at the top, while different products are separated into mini-companies. For example, a food products company might be split



into beverages, snacks, dairy products, frozen dinners and condiments, with the managers of each segment reporting to the top. In this case, it won't matter if the right hand fails to talk to the left, since products don't depend directly on each other.

Customer

If your company offers services, such as health-care, you can use the customer-based organizational structure. This is simply a variation of the product structure, in which the different business segments at the bottom are each split into a spe-

cific customer group - for example, inpatients, outpatients and free clinic patients. The managers of each segment would then report directly to the hospital president at the top. This is also designed to avoid overlap, confusion and redundancies.

Regional

If your company gets really big and starts to go national or global, you need to split your company structure into regional segments. This is also a variant of the functional structure, with the top executives based in your home country

at the top, with the reporting segments being comprised of regional managers. This insures that your demands in different markets are being met in a localized fashion. Localization is the goal here, in all aspects - pricing, real estate and product lines. Large companies which have tried to use a single pricing strategy on a static product line across multiple geographic markets have often failed miserably, being eaten alive by smaller regional competitors.

Matrix

The matrix structure is often used by video game and movie companies, with various departments, all equal, working in tandem to produce a single final product. In this case, a strong manager at the top - such as a video game publisher or movie director - acts as a team leader to insure that each segment receives the data they need to complete their separate task. For example, in the production of a movie, one department might work on the music, the other might work on special effects, while another one works on the recorded film. Each segment must receive some information from the other - for example, a special effects team will need access to the filmed footage - and it's the job of the movie director (at the top) to make sure all the threads of the web are connected to each other, then produce the finished product.

Other Structures

While most companies use a variation of the functional structure, it's up to you to figure out which structure best fits your company. You can also mix and match the best parts of each to create a customized structure. Just remember, the reason for having an organizational structure is to maintain communication and to make sure that there are as few redundancies as possible.

SOURCE: www.businessdictionary.com

The Future of U.S. Train Travel

Continued from page 1

MR. KUNZ: Our vision [at the U.S. High Speed Rail Association] includes a network of fast trains connecting America's metro areas as our main form of national transportation. This would be seamlessly integrated with local rail, bus and bicycle networks in each city, and supported by dense, walkable communities around the stations.

In 2009 we laid out a national high-speed-rail [HSR] vision map showing a 17,000-mile HSR network of 220-mph trains to be built in phases for completion by 2030. This was modeled after the European HSR network that had evolved over 30 years. Then China built a much larger national network in nine years, so we now have China's HSR network as the best global model.

MR. PUENTES: The country's 100 largest metropolitan areas are primarily behind the recent growth in Amtrak passengers: Ten major cities are responsible for nearly two-thirds of total ridership. Driving the connection between these metropolitan areas are 26 short-distance corridors, or routes traveling less than 400 miles, that carry 83% of all Amtrak passengers. States now have formalized relationships with Amtrak

to upgrade tracks, operate routes and redevelop stations.

To continue the growth, my vision is a system where the federal government and states broker a new agreement between Amtrak and the states to share operating costs and other responsibilities for corridors longer than 750 miles; refine, empower and create a dedicated funding source

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Editorial Staff
President & CEO:
Gerald W. Johnson
gwj@sbeinc.com

Production Manager:
Nabil Vo
nvo@sbeinc.com

Graphics Design:
Domingo Johnson
doming0@mac.com

Webmaster:
Umer Farooq
umer@octadyne.com

Marketing:
Kim Johnson
kjita1@gmail.com

Managing Editor:
Valerie Voorhies
vvv@sbeinc.com

Diversity Outreach Manager:
Rosalie Vivanco
rvivanco@sbeinc.com

Marketing:
Tim Rosaire
tim.rosaire@earthlink.net

Writer:
Cheryl Hentz
cheryl.hentz@gmail.com

SBE Northeast Manager:
Leslie McMillan
lmcmillan@sbeinc.com

Contact Info:

Small Business Exchange, Inc.
795 Folsom Street, 1st Flr, Room 1124, San Francisco, CA 94107
Email: sbe@sbeinc.com • Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255

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Access to Capital

Corporate Venture Capital Can Be a Blessing or a Curse. Here's What Every Entrepreneur Should Consider.

By David Hall

Considering corporate investment for your company? If so, you're not alone. Last year, the combined value of corporate venture capital financing hit \$64.9 billion. That's a ten-year high and a sign that companies are doubling down on startup investments in pursuit of innovation.

Still, knowing whether a corporate investment is right for you and your company takes some careful consideration.

Understanding corporate venture capital

While corporate VC is a subset of venture capital, they are not the same. Corporate VC investments typically leverage the company's balance sheet to make direct equity investments, rather than investing through a fund. Additionally, the corporation usually offers a range of other strategic opportunities for the startup beyond cash, including accelerator-like mentorship and guidance, access to certain tech or business development resources, and even the potential to become one of the startup's all-important initial or marquee customers.

Receiving an investment from a major company can be a significant imprimatur of credibility for a young startup and may help that startup get market and media attention, 'play big' in deal conversations with potential customers, recruit key management talent, and a host of other benefits.

When corporate capital makes

In my experience, working with startups that are deciding between the two types of capital, the answer isn't always clear cut. Here are six things I suggest entrepreneurs and startups consider before making a decision:

The later the better. The lift from a corporate venture capital investment may only be ephemeral at the early stages when the startup has so much to prove to define the business – product/market fit, customer acquisition efficiency, recurring monetization strategy. However, I've seen it work great in later rounds, where the startup is more established and more appropriately values the contributions of a strategic corporate investor versus when it is just starting to figure out its business.

Leaders or followers. The most common drawback from accepting corporate VC is that some corporations tend to be less valuation sensitive than most traditional VCs and have gotten a reputation in the industry for marking up a startup's valuation to unsustainable prices relative to the progress of the company. I've seen several deals with solid underlying businesses that had substantial valuations in early rounds only to have the company re-priced. The best ways I've seen strategic corporate investors participate is to follow in a round led by a traditional venture capital, and many corporate investors will only invest in startups with a strong traditional venture capital lead.

M&A is the new R&D. With recent several examples (Unilever/DollarShaveClub; Walmart/Jet), large companies are buying downstream startups with more frequency, and in some cases, paying a huge price. Many of these corporations realize that it is easier and more cost effective for them to buy growth vs building new, high-growth products/services internally. As a result, getting introduced to these acquisitive corporations earlier – and with an investment – is a great

way to stay on the radar of the corporate's C-suite and have a path to exit.

The corporation's chief concern is the corporation. Corporations are big places with an unknowable array of independent forces affecting the success or failure of what is typically a very small deal in the eyes of the corporation. After all, a \$5 million investment doesn't move the needle for a multi-billion dollar corporation. Several times I've seen an executive's pet investment get quickly deprioritized in the wake of a plummeting stock price or a change in management where the internal champion leaves or is promoted away from oversight of the investment. For example, not too long after the AT&T/Time Warner merger was announced, it was revealed that Time Warner's head of investments, Rachel Lam, would be leaving the firm as well as the relationships she'd built with portfolio companies over her 14-year stay.

Visit link below for the full article:

www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=2039&pageID=25

California Sub-Bid Request Ads

Mission Bay Development Group, LLC
is actively seeking **General Contractors for the upcoming Mission Bay Blocks 33-34 Public Improvements Scope 3 (Terry Francois Blvd and Mariposa St) project.**

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

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

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

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

Proposed scope of work for this project includes but is not limited to demolition, storm drain, sewer, low pressure water, reclaimed water, rough and fine grading, concrete road-base, asphalt wearing surface, concrete curb/gutter, concrete sidewalk, irrigation, landscape, and site furnishing work.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Tuesday, July 11, 2017 at 10:00 AM. MBE, WBE, LBE, and SBE subcontractors are strongly encouraged to attend.

For additional information, please contact Cathy Serrano at (415) 355-6644 or email cathy_serrano@tmi-cm.com

REQUEST FOR CERTIFIED DBE
SUBCONTRACTORS, SUPPLIERS &
TRUCKERS FOR:
**Vegetation Control and Gore Paving
Caltrans (State of California Department
of Transportation)**
Contract No. 04-4G9704
Various Locations in Alameda County
Bid Date: June 27, 2017 @ 2:00 PM

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

Clearing and Grubbing, Construction Area Signs, Construction Materials, Erosion Control, Portable Changeable Message Signs, Prep WPCP, Roadway Excavation, Sign Work, Street Sweeping, Temporary Erosion Control, Trucking and Vegetation Control.

Plans and Specifications are available for review at our office, or can be downloaded online at the following website:

<http://www.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=04-4G9704>

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

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California Sub-Bid Request Ads



Corp. Office - 720 12th Street, Richmond, CA 94801
Phone: 510-234-4200 Fax: 510-234-4221 www.altenconstruction.com

INVITATION FOR SUBCONTRACTOR'S BID

We request sub bids / material quotes from Certified DVBE, LBE, SLBE, SLRBE, MBE, WBE, SBE & all others for:

Title: **Glenview Elementary School - Increment 3** Est. **\$30M-\$32M** Owner: **Oakland USD**
Bid Date & Time: **7/14/17 @ 2PM** Site Location: **4215 La Cresta Ave, Oakland, CA 94602**

SCOPE: ADCo/Turner Group/Alten JV is under contract to bid out this Lease Leaseback Guaranteed Max Price Project. Includes rebuilding a new school in same location in 3 increments. Incr. 1 - Removal & Site Work (complete), Incr. 2 - Construction of Retaining Walls & Sitework (Complete) & Incr. 3 - Construction!

Plans & Specifications, Schedule, Traffic Control Plan & Trade Packages Available on Procore - 6/12/17
Local Outreach Mtg. at Site - 6/22/17 @ 12PM - Lunch Provided - Please RSVP to bids@altenconstruction.com
Last Day for Pre-Bid RFI - 7/6/17

Mechanical, Electrical, Plumbing & Fire Sprinkler Subs must be prequalified with OUSD / PLA Required - Includes Local Hire / See 00 70 00 General Conditions Item 13 & 00 71 00 Special Conditions Item 8 for Insurance Requirements / CALGreen & CHPS

Your firm must be registered with the DIR to bid on this project <https://www.dir.ca.gov/dlse/dlsePublicWorks.html>
Note your License Number & DIR Registration Number on your bids

We will implement a CCIP (Contractor Controlled Insurance Program) on this Project
All Subcontractors will be required to comply with Alten's/JV's standard subcontract

TRADES NEEDED (but not limited to): Earthwork; Tree Removal; Drilled Cast-in-Place Piers; Storm Drainage; Natural Gas Distribution; Bio Treatment Soil Mix; Water Utilities; Sanitary Sewer; Misc. Paving & Paving Tiles; Playground Markings; Site & Street Furnishings; Import Top Soil; Landscape & Irrigation; Chain Link Fences & Gates; Site Concrete; Reinforcing Steel; Structural Concrete; Polished Concrete Floors; Shotcrete; Structural Steel; Steel Decking; C.F. Metal Framing; Arch. & Landscape Metal Fabrications; Metal Stairs & Ladders; Pipe Railings; Gypsum Sheathing; Site Carpentry; Int. Arch. Woodwork; Waterproofing; Insulation; Vapor & Air Barriers; Metal Window Panels; Fiber-Cement Paneling; SBS Mod. Bit. Membrane Roof; Standing Seam SM Roof; Sheet Metal & Flexible Flashing; Roof Hatches; Auto. Smoke Vents; Fireproofing & Firestopping; Joint Sealants; Expansion Control; Misc. Doors, Frames & Hardware; Access Doors & Frames; Service Doors; Sound Control Door Assemblies; Smoke Curtain; Sectional Doors; Entrances & Storefronts; Alum. Windows; Unit Skylights; Glazing; Fire Rated Glass & Framing; Gyp Board Shaft Wall Assemblies; Non-Structural Metal Framing; PC Plaster; Gypsum Board; Tiling; Acoustical Panel & Linear Wood Ceilings; Resilient Linoleum Tile Floor & Base; Resilient Athletic Floor; Epoxy-Resin Terrazzo Floor; Urethane Cement Comp. Floor; Tile Carpet; Wall Coverings; FRP; Acoustical Board Material; Sound Absorbing Wall Panels & Units; Ext. & Int. Painting; Textured Acrylic Finish; Markersboards; Vinyl Tackboard Panels; Display Cases; Signage; Toilet Accessories & Partitions; Wall Protection; Fire Extinguishers & Cabinets; Plastic Lockers & Wood Benches; Ext. Sun Control Devices; Food Service Equip.; Projection Screens; Stage Curtains; Gym & Playground Equip.; Misc. Window Coverings; Entrance Floor Mats; Misc. Bench Tables; Hydraulic Elevators; WC Lifts; Fire Sprinklers; Plumbing; HVAC; Electrical; Communications; Electronic Safety; and Final Cleaning.

Plans & Specifications are available for review and take-off in our offices in Richmond & Oakland

Invitations will be sent out from Alten's New On-Line Planroom via Procore

Bid Coordinator: Karin Romeo x26 / Chief Estimator: Erik Andresen x15 / Estimator: Jon Kidwell x33
Phone: 510-234-4200 Fax: 510-234-4221 Email: bids@altenconstruction.com

For bids to be considered, they must be received at our office by email/fax one 1/2 hr prior to bid closing time.
PREVAILING WAGE RATES, INSURANCE FORM CG2010 11/85 (EQUIVALENT IS CG2010 0704 & CG203 COMBINED) & WKLY CERTIFIED PAYROLL RPTS SUBMITTED ON LCP TRACKER ARE REQUIRED.
100% PERFORMANCE & PAYMENT BONDS MAY BE REQUIRED. ADCO/TURNER GROUP/ALTEN JV WILL PAY UP TO 1.5% OF BOND PREMIUM

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Gold Ridge RCD

2776 Sullivan Rd • Sebastopol, CA 95472 • Phone: 707-823-5244 • Fax: 707-823-5243
Contact: William Hart • William@goldridgercd.org

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

Valley Ford Cheese Company • Rainwater Harvesting System • Location: Valley Ford, Sonoma County, CA

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

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

The project includes the following components:

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

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

Specific trades/licenses requested: a current California Class A General Engineering License is required.

THIS IS A PREVAILING WAGE PROJECT. Certification of insurance for General Liability and Workers' Compensation are required. Letters of Intent required by 5 PM, Friday, June 23, 2017 to attend a **mandatory** bid tour at 10 AM, Friday, June 30, 2017. **Bids are due by 5 PM on Friday, July 20, 2017.** See full RFB for more details.

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PROJECT: RUNWAY 17/35 ASPHALT REHABILITATION PHASE 1A SOUTHERN CALIFORNIA LOGISTICS AIRPORT AUTHORITY - CC17-111 CITY OF VICTORVILLE, CA

****THIS PROJECT HAS A 7 % DBE GOAL****

BID DATE: JUNE 29, 2017 • BID TIME: 2:30 P.M.
Please respond by 5:00 p.m., JUNE 28, 2017

We are seeking quotes from all small business concerns - **CERTIFIED DBE** including, but not limited to, the following work items:

AC DIKE, AC PAVING, AGGREGATES, COLD PLANE, CONCRETE, LANDSCAPE/IRRIGATION, SWPPP, TRAFFIC CONTROL, ELECTRICAL, CONSTRUCTION AREA SIGNS, EROSION CONTROL, EXCAVATING, MARKING & STRIPING, PIPE SUPPLY, MOBILIZATION, TRUCKING / HAULING, QC, WATER/WASTEWATER SUPPLY.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE'S firms from the City of Victorville website using the Project No. CC17-111 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

Non-DBE'S Subs/Suppliers: Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.



6985 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

To Keep Winning Federal Contracts, Small Businesses Say They Have to Spend More

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over the past three years, nearly half of prime contract bids were successful, and two-thirds of subcontracting participation likewise yielded some contracting activity."

In the area of set-asides, the survey found that minority contractors in fiscal 2015 invested \$152,969 seeking contracts, 6 percent more than the \$144,676 investment made by Caucasian-owned companies. By contrast, women-owned contractors continue to spend less time and money seeking federal contracts, the survey found. Women-owned firms reported investing \$107,774 on average in 2015, only 58 percent

of the amount invested by men-owned firms (\$170,621).

Asked why contracting activity is lower now than it was five years ago, 62 percent of active contractors agreed with the statement that "It's getting harder to win contracts because there are more bidders for each opportunity," up from 52 percent in the 2013 survey. Also, 60 agreed that "It's getting harder to win contracts because there are fewer bidding opportunities due to contract bundling," up from 47 percent agreement three years ago.

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



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

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

RUNWAY 17/35 REHABILITATION - PHASE 1A
Victorville, CA

Bid Closing Date: JUNE 29, 2017 @ 2:30 PM
DBE GOAL: 7%

CONTACT:

Robert Rosas
Brosamer & Wall Inc.
1777 Oakland Blvd, Suite 300
Walnut Creek, California 94596
PH: 925-932-7900 FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Demolition of Existing Runway, Earthwork Grading, Cement Treatment Base, Crushing, Aggregate Supply, Asphalt Paving, Cement Supply, Electrical, SWPPP and Erosion Control, Grinding Existing Asphalt Concrete, PCC Pavement, Pipe Supply, Quality Control & Quality Assurance, Reinforcing Steel, Runway Grooving, Saw-cut and Joint Seal, Airport Security, Traffic Control Devices, Signage, Striping (Removal and Installation).

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from ebidboard.com website. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



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

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

Terminal 1 Boarding Area B Project – Bid Package 4.1 –
Trade Package TP#31 Site Demolition, Earthwork & Paving
Owner: City and County of San Francisco c/o Austin – Webcor, a Joint Venture
BID DATE: June 28, 2017 @ 2:00 PM

Items of work include but are not limited to: Temporary Erosion Control Installation, Maintenance and Removal. Pavement, Slab and Footing Demolition. QC/QA Testing, Sawcutting, Water Truck Rental, Street Sweeper Rental, Trucking, Survey, Traffic Control, Shuttle Services, Striping Removal & New Striping Installation. MBGR, Misc Metals, Fixed and Removable Bollards, Class II Contaminated Material Off Haul Including Dump Fees, Soil Stabilization Fabric. Haul and Dispose of Asphalt Concrete Containing Petromat, Haul and Dispose of California Hazardous Material at Class I Landfill, Haul and Dispose of Non Hazardous Materials at Landfill.

Plans, specifications and bid documents (including the Project Labor Agreement, LBE forms, and local hire requirements) may be downloaded from the project's BuildingConnected site. Please send a request to view these documents to estimating@graniterock.com so that we may email you the link. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Subcontractors are encouraged to contact GGC Estimating with questions regarding bonding assistance, obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. This will be a prevailing wage job. GGC intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer



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

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:
SOUTH MCDONNELL ROAD REALIGNMENT PROJECT – TBP NEW ROADWAY,
Contract No. 10515.71 TBP 0009,
Local Business Enterprise Goal Assigned is 30%
OWNER: CITY AND COUNTY OF SAN FRANCISCO c/o WEBCOR BUILDERS
San Francisco International Airport, 676 North McDonnell Road, San Francisco, CA 94128
BID DATE: June 23, 2017 @ 2:00 P.M.

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

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

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

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

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

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

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

Shea McNally JV
BIDDING OPPORTUNITY
MBE/WBE/DBE Certified with the following certifying authority:

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

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

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

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

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

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

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

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



California Sub-Bid Request Ad

ADVERTISEMENT FOR UTILITY SUBCONTRACTOR PRE-QUALIFICATION

Hunt Construction Group, Inc.

- (1) SFIA Airport Security Infrastructure Program TBP 0501 – STA AR Electrical
 - (2) SFIA Airport Security Infrastructure Program TBP 0503 – STA AR Finishes Package
 - (3) SFIA Airport Security Infrastructure Program TBP 0504 – STA AR HVAC & Fire Suppression Systems
 - (4) SFIA Airport Security Infrastructure Program TBP 0505 – STA AR Demolition
 - (5) SFIA Airport Security Infrastructure Program TBP 0506 – STA AR Concrete & Rebar
- Bid or Proposal Due Date and Time: July 19, 2017 @ 2:00 PM**

Hunt Construction Group is seeking statement of Qualifications from prospective Subcontractors to bid the Electrical package for the Station AR Special System Room Build-Out that is part of the Airport Security Infrastructure Program at the San Francisco International Airport.

The SFIA Airport Security Infrastructure Program consists of a new perimeter power and telecommunications duct bank, new fiber infrastructure, the expansion and migration of access control and closed circuit television systems and the build-out of new special systems rooms. The value of the Airport Security Infrastructure Program is \$100 Million.

Trade Bid Package:

0501 – STA AR Electrical

The Station AR Electrical package includes, but is not limited to, new electrical service for the Air Handling Units, additional ITT racks, a new UPS for the active ITT equipment, new lighting and electrical service outlets. The Station AR building is located on the airfield adjacent to the Signature Building on the North Access Road.

0503 – STA AR Finishes Package

A new Special Systems Room will be built-out inside of an existing space adjacent to the medium voltage substation AR. The STA AR Finishes Package build-out will consist of infilling existing openings, new interior walls, new fire-treated plywood wall coverings, a new suspended ceiling, new access panels, painting and an anti-static floor sealant.

0504 – STA AR HVAC & Fire Suppression Systems

A new Special Systems Room will be built-out inside of an existing space adjacent to the medium voltage substation AR. The build-out will consist of a new redundant air handling unit located outside of the building, all new ducting including support structures and insulation, new fire smoke dampers and all associated controls, commission and testing and balancing. Also included in this scope package will be a dry fire suppression system.

0505 – STA AR Demolition

The Station AR Demolition package includes, but is not limited to, the demolition and removal of an existing overhead coiling door, concrete housekeeping pads, a pneumatic pump system and associated piping, an existing air handling system and a section of the exterior apron for the new mechanical pad. The Station AR building is located on the airfield adjacent to the Signature Building on the North Access Road.

0506 – STA AR Concrete & Rebar

The Station AR Demolition package includes, but is not limited to, a new mechanical pad on the apron adjacent to the new Special Systems Room for dual air handler units and the ducting supports. The Station AR building is located on the airfield adjacent to the Signature Building on the North Access Road.

In order to receive a prequalification packet, interested bidders must contact Liz Thoron with Hunt Construction Group (contact information below). Complete prequalification packets are due June 30, 2017 by 2:00PM. Bidders are advised to allow for adequate time to process the prequalification forms.

Applicants shall submit, and be evaluated on, information with respect to their experience on projects of similar size, scope, and complexity. The information shall include general and specific experience, claim and surety history, financials, ability to meet schedule and budget requirements and skills in general management and coordination.

Those applicants who meet pre-qualification criteria and are deemed pre-qualified to perform work related to their respective trades, will be invited to submit a bid. Applicants who do not submit the pre-qualification application or do not meet the prequalification criteria will be ineligible to bid.

It is the Projects' intent to achieve strong community support in the construction through use of Local Business Enterprises and local construction workforce. Subcontractors will be allowed to have second-tier and third-tier subcontractors in order to meet the City's Local Business Enterprise (LBE) participation goals and goals established by

Hunt Construction Group. Bid discounts for certified LBE-certified contractors do apply to the trade packages.

Bid documents, including drawings, specifications, and the Instruction to Bidders for the Project will be made available to pre-qualified Subcontractors on July 03, 2017. A Pre-bid meeting for the qualified Subcontractors will be held on July 12, 2017. Location and time of Pre-bid meeting will be sent after the qualifying round is complete

Applicants must fill out the pre-qualification forms completely. All pre-qualification forms must be submitted to Hunt Construction no later than June 30, 2017 @ 2:00 PM. Submission via Building Connected is preferred but e-mail submissions will be accepted – liz.thoron@aecom.com; 415-720-5292.

Hunt Construction Group is an Equal Employment Opportunity Employer.

Applicants shall submit Pre-Qualification Forms by June 30, 2017 no later than 2:00 PM.

Bid Documents Issued to Prequalified Subcontractors July 03, 2017

Pre-Bid Conference July 12, 2017

Bid Due Date July 19, 2017 no later than 2:00 PM



Public Legal Notices

CALIFORNIA STATE UNIVERSITY STANISLAUS

NOTICE TO CONTRACTORS CENTRAL PLANT BOILER REPLACEMENT PROJECT 10800 CSU STANISLAUS One University Circle, Turlock, CA 95382

The Trustees of the California State University will receive sealed bid proposals in room MSR270, at the above address, for furnishing all labor and materials for construction of the Central Plant Boiler Replacement Project #10800, for the CSU Stanislaus campus.

Proposals will be received in the above-mentioned room until 2:00 p.m. on July 27, 2017 in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consists of removal of one (1) existing 300hp hydronic natural gas fire tube boiler and one (1) existing heating water expansion tank and appurtenances. New work involves a new 300 hp boiler equal to the existing, a new bladder type heating water expansion tank, a new air and dirt separator, and modifications to piping, controls and equipment in accordance with the plans and specifications prepared by Nexus Engineering, Attn: Travis Haveman at (209) 572-7399. Plans and specifications may be seen at the office of the University and Plan Rooms. Engineer's construction estimate is \$587,500.

Plans and specifications will be available for review and purchase after June 23, 2017 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.

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 July 6, 2017 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.

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 B and/or a C-20 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: Tim Overgaauw, (209) 664-6626.



calottery

CALIFORNIA STATE LOTTERY Invitation for Bid (IFB) #50087 Low Voltage Installation Services

The California State Lottery (Lottery) will be releasing this IFB to invite bid responses from qualified Bidders to provide communications equipment and low voltage installation, cabling, connectivity and project management services at the Lottery Headquarters and selected Lottery facilities throughout California.

The Lottery anticipates releasing this IFB in June 2017. The IFB will be available to download on the Lottery website at www.calottery.com/Vendor. For information, contact Tina Miranda by email at tmiranda@calottery.com.

CNS-3022109#



REQUEST FOR PROPOSALS FOR THE INTERNATIONAL TERMINAL "A" FOOD HALL & CAFE, HISTORIC RESTAURANT, AND COFFEE KIOSK CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is accepting proposals for the following opportunities:

• International Terminal "A" Food Hall and Café Concession Lease

The Minimum Annual Guarantee ("MAG") for the first year of the lease shall be \$495,000.00. The term of the lease is ten (10) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 6% of Gross Revenues achieved up to and including \$2,500,000.00; plus 8% of Gross Revenues achieved from \$2,500,000.01 up to and including \$3,000,000.00; plus 10% of Gross Revenues achieved over \$3,000,000.00.

• International Terminal "A" Historic Restaurant Concession Lease

The Lease is for a restaurant brand which has been in operation in the City of San Francisco for 30 years or more, with no break in San Francisco operations exceeding two years. The Minimum Annual Guarantee ("MAG") for the first year of the lease shall be \$330,000.00. The term of the lease is ten (10) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$1,000,000.00; plus 10% of Gross Revenues achieved from \$1,000,000.01 up to and including \$1,500,000.00; plus 12% of Gross Revenues achieved over \$1,500,000.00.

• International Terminal "A" Coffee Kiosk Concession Lease

The Minimum Annual Guarantee ("MAG") for the first year of the lease shall be \$165,000.00. The term of the lease is eight (8) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 6% of Gross Revenues achieved up to and including \$1,000,000.00; plus 8% of Gross Revenues achieved from \$1,000,000.01 up to and including \$1,500,000.00; plus 10% of Gross Revenues achieved over \$1,500,000.00.

Small, local and disadvantaged businesses are encouraged to participate.

Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Monday, July 3, 2017 until 2:00 p.m. on Friday, July 7, 2017.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information about these concession opportunities, please contact:

- IT-A Food Hall and Café Concession Lease, call Mr. Tomasi Toki, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at tomasitoki@flysfco.com.
- IT-A Historic Restaurant Concession Leases, and
- IT-A Coffee Kiosk Concession Leases, call Mr. Trevor Brumm, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at trevor.brumm@flysfco.com.

CNS-3022279#

Visit www.sbeinc.com to download a
PDF version of the latest *SBE Newspaper* and
SBE Daily Newsletter

Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Monday, July 3, 2017 until 2:00 p.m. on Friday, July 7, 2017.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Clarissa Mamaril, Principal Property Manager, Revenue Development and Management Department at 650.821.4500.

CNS-302220#

ABLE: Asian Black Latino Enterprises



Why the Growth of Black Businesses is Skyrocketing

Black entrepreneurs have seen their businesses grow in leaps and bounds over the decades. But what barriers still remain for their success?

For a quick snapshot of that progress, let's take a look at the Black Enterprise 100s, our annual listing of America's largest black-owned businesses. First published in 1973, the combined annual revenues of the companies on that list was \$492 million (an inflation-adjusted \$2.6 billion today). Fast forward to our most recent BE 100s report - <http://www.blackenterprise.com/lists/be-100s-2016/> and you'll find that the 100 largest industrial/service companies generated combined annual revenues of \$19.1 billion. This does not include an additional \$7.2 billion in annual revenues generated by a separate list of the 60 largest auto dealerships, nor does it include the revenues of companies on additional rankings of the largest black-owned advertising agencies, banks, asset management companies, private-equity firms and investment banks. The nation's largest black-owned company, World Wide Technology Inc., led by CEO David L. Steward, reported \$5 billion in revenues—more than 10 times that of the companies on the original "Top 100" list combined.

Progress in the growth of black entrepreneurship is not limited to the largest U.S. companies. In 1972, the U.S. Census Bureau recorded 195,000 black-owned firms. By 2007 (the most recent census figures available), that number had grown to 1.9 million, of which 6 percent were employer firms generating annual revenues of nearly \$1 million each—about the size of the

smallest companies on our original Top 100 list. For most of the last two decades, in particular, the growth of black-owned enterprises has outpaced that of mainstream companies.

Turning Points

It's clear that over the past 40 years, black businesses have grown more rapidly and into a wider array of industries, from tech and food services to engineering and financial services, than at any previous time in American history. This is due in part to barriers to capital, corporate contracts and government contracts being lowered or eliminated by anti-discrimination legislation and equal opportunity efforts as a result of the triumphs of the 1960s Civil Rights Movement, and the subsequent election of African-American mayors in major cities in the 1970 and 1980s (most notably, Mayor Maynard H. Jackson, Jr. in Atlanta).

Concurrently, and perhaps more significantly, was the ability of African-American entrepreneurs to move beyond marketing to only black consumers, as a result of legal and de facto segregation, to eventually compete in national and even international markets. Through the 1980s, the nation's largest black-owned businesses were led by companies such as Berry Gordy's Motown record company in Detroit and John H. Johnson's Johnson Publishing Company (best known for *Ebony* and *Jet* magazines) in Chicago, which catered primarily to black Americans. Today, none of the 10 largest BE 100s companies target African-Americans or any specific ethnic market. The watershed event in this tran-

sition: the landmark \$985 million acquisition of Beatrice International Foods by Reginald F. Lewis in 1987. The deal created America's first black-owned company with more than \$1 billion in revenues, while serving customers who were not only not African-American, but not American at all—nearly all of its businesses operated in Europe.

Breaking Down Barriers

What is the state of black entrepreneurship today, and what must happen for it to continue to grow and diversify nationally, as well as globally? The challenges are many, and include those that all entrepreneurs face. However, the following factors are critical for black entrepreneurs to continue to break barriers and compete:

- **Entrepreneurial education.** Once upon a time, rugged individualism, intrepid determination and subject matter expertise—in food service, publishing or hair-care products manufacturing—was enough to start and grow a significant business. Today, African-American business owners must be students and ultimately masters of entrepreneurship itself, including developing a capacity for raising capital, financial management, strategic planning, brand positioning, mergers and acquisitions and other nuts and bolts of growth beyond mom-and-pop status.
- **The need to achieve scale.** It's relatively easy to start a business, especially given the popularity of entrepreneurship as a viable and legitimate career objective among younger

Americans, and young black Americans in particular. The challenge today for black-owned businesses is achieving the scale necessary to compete, whether for government contracts or to do business with large multinational corporations.

- **Greater access to financing.** Despite the progress made by black entrepreneurs over the past 20 years in particular, very few have been able to gain access to the predominantly white private equity, angel investor and venture capital communities that have driven investment in the innovative new companies and industries currently fueling our economy, especially in the technology space. A growing number of programs and initiatives are working to better prepare black entrepreneurs to establish relationships within those communities, and to do a better job of attracting interest and competing for investment. Perhaps most notable among these is the NewMe Accelerator brought to the national consciousness by CNN's "Black In America 4: The Promised Land—Silicon Valley."

The entrepreneurial spirit among African-Americans is more robust than ever, inspired by role models ranging from Oprah Winfrey and Magic Johnson to Daymond John of *Shark Tank* reality TV fame and hip hop icon Russell Simmons. I personally look forward to the emergence of a new generation of African-American entrepreneurs, with even greater accomplishments to celebrate in the years to come.

SOURCE: www.americanexpress.com

The Future of U.S. Train Travel

Continued from page 2

for future rail investments; and complete a national rail plan that fosters a stronger relationship between public agencies and private capital and management firms.

MR. FEIGENBAUM: I work for a free-market think tank. So in general I oppose subsidies to transportation modes that don't recover their costs.

Having said that, I support funding for transit targeted at low-income passengers and the disabled even though transit does not come close to covering its costs. That does not mean we sup-

port every transit project; I oppose many because I see them as a poor use of taxpayer funds.

High-speed rail is different. In Europe and Asia, HSR's biggest customer is businesspeople who do not need a taxpayer subsidy. As a result I don't believe in subsidizing high-speed rail. My vision is limited to building out areas in which rail can be profitable or break even, like the Northeast Corridor between Boston and D.C., as well as a direct line between Los Angeles and San Francisco. I have looked at the Midwest, and although Chicago is a good city, no other cities in that region have sufficient central-city employment/population density and good enough

local transit systems to make HSR work.

MR. KUNZ: First off, Baruch, the biggest customers of HSR around the world are people... all sorts of people, not just businesspeople, but families going on trips, students, retired people, young professionals, schoolchildren, basically their entire society. In countries that have HSR, it becomes their main form of transportation for everyone.

And your statement that no other cities in the Midwest have sufficient density or local transit systems to make HSR work is completely false. If you look all around the world at the 20-plus

countries that have high-speed rail, most of them serve smaller cities than the size of U.S. cities, and they get enormous ridership. The point is to create a network so the HSR lines connect all the major cities together, and along the way are also connecting into smaller cities. This gives wide access to the populations in the smaller cities, with access to opportunities along the line.

Visit link for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=2040&pageID=25

SOURCE: www.wsj.com

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376250-00

Fictitious Business Name(s):
D&H Holiday Inc.
 Address
1223 32nd Avenue, San Francisco, CA 94122
 Full Name of Registrant #1
D&H Holiday Inc. (CA)
 Address of Registrant #1
1223 32nd Avenue, San Francisco, CA 94122

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

Signed: **Linda Ling Han Li, President**

This statement was filed with the County Clerk of San Francisco County on **6/5/2017**

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

Filed: **Sonya Yi**
 Deputy County Clerk
 6/5/2017

6/8/17 + 6/15/17 + 6/22/17 + 6/29/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376217-00

Fictitious Business Name(s):
Digital Disclosure
 Address
2011 Clement Street Unit 2, San Francisco, CA 94121
 Full Name of Registrant #1
Felton James Jackson III
 Address of Registrant #1
2011 Clement Street Unit 2, San Francisco, CA 94121

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/1/2017**

Signed: **Felton James Jackson**

This statement was filed with the County Clerk of San Francisco County on **6/1/2017**

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

Filed: **Susanna Chin**
 Deputy County Clerk
 6/1/2017

6/8/17 + 6/15/17 + 6/22/17 + 6/29/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376268-00

Fictitious Business Name(s):
Kia Consulting
 Address
168 Welsh Street, San Francisco, CA 94107
 Full Name of Registrant #1
Abdolrahim Kiakojouri
 Address of Registrant #1
1300 22nd Street, San Francisco, CA 94107

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/05/2017**

Signed: **Abdolrahim Kiakojouri**

This statement was filed with the County Clerk of San Francisco County on **6/5/2017**

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

Filed: **Jessa Lazo**
 Deputy County Clerk
 6/5/2017

6/8/17 + 6/15/17 + 6/22/17 + 6/29/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376193-00

Fictitious Business Name(s):
Mandarin House SF
 Address
3452 Mission Street, San Francisco, CA 94110
 Full Name of Registrant #1
Sanyou Investment Partners (CA)
 Address of Registrant #1
3452 Mission Street, San Francisco, CA 94110

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/12/2017**

Signed: **Robert Feng Hui**

This statement was filed with the County Clerk of San Francisco County on **5/31/2017**

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

Filed: **Sonya Yi**
 Deputy County Clerk
 5/31/2017

6/15/17 + 6/22/17 + 6/29/17 + 7/6/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376210-00

Fictitious Business Name(s):
Tikka Masala
 Address
98 Judah Street, San Francisco, CA 94122
 Full Name of Registrant #1
Original TMJ Corp (CA)
 Address of Registrant #1
98 Judah Street, San Francisco, CA 94122

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/6/2012**

Signed: **Arshad Malik**

This statement was filed with the County Clerk of San Francisco County on **5/31/2017**

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

Filed: **Fallon Lim**
 Deputy County Clerk
 5/31/2017

6/8/17 + 6/15/17 + 6/22/17 + 6/29/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376118-00

Fictitious Business Name(s):
Presidio Therapy Services
 Address
1 Letterman Drive, Ste C-3500, San Francisco, CA 94129
 Full Name of Registrant #1
Presidio Therapy Services, LLC (DE)
 Address of Registrant #1
1 Letterman Drive, Ste C-3500, San Francisco, CA 94129

This business is conducted by **A LIMITED LIABILITY COMPANY**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/19/2017**

Signed: **Andrew Salamon, CEO**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375809-00

Fictitious Business Name(s):
Saigon Barbeque
 Address
331 Thornton Avenue, San Francisco, CA 94124
 Full Name of Registrant #1
Tina Luong
 Address of Registrant #1
331 Thornton Avenue, San Francisco, CA 94124
 Full Name of Registrant #2
Hoang Nguyen
 Address of Registrant #2
331 Thornton Avenue, San Francisco, CA 94124

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

Signed: **Tina Luong**

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

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

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

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



CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
 CHANGE OF NAME
 CASE NO. CNC 17-553124

PETITIONER OR ATTORNEY
Rapunzel, Rosaroso
19 Morrell Street, San Francisco, CA 94109

TO ALL INTERESTED PERSONS:
 1. Petitioner **Rapunzel, Rosaroso** for a decree changing names as follows:

Rapunzel, Rosaroso changed to
Samantha Rosaroso Tan

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

NOTICE OF HEARING
 Date: **August 24, 2017** Time: **9:00 AM**
 Dept: **514** Room: **514**

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

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

NEYL WEBB, Clerk
 DATED - JUNE 19, 2017

6/22/17 + 6/29/17 + 7/6/17 + 7/13/17

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
 CHANGE OF NAME
 CASE NO. CNC 17-553101

PETITIONER OR ATTORNEY
Sani C Patel
120 Hyde Street, San Francisco, CA 94102

TO ALL INTERESTED PERSONS:
 1. Petitioner **Sani C Patel** for a decree changing names as follows:

Sani C Patel changed to **Sunny C Patel**

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

NOTICE OF HEARING
 Date: **August 15, 2017** Time: **9:00 AM**
 Dept: **514** Room: **514**

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

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

BOWMAN LIU, Clerk
 DATED - JUNE 09, 2017

6/15/17 + 6/22/17 + 6/29/17 + 7/6/17

CHANGE OF NAME

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

PETITIONER OR ATTORNEY
Jocelyn Kirsch
45 Bartlett Street, San Francisco, CA 94110

TO ALL INTERESTED PERSONS:
 1. Petitioner **Jocelyn Kirsch** for a decree changing names as follows:

Jocelyn Sarah Kirsch
 changed to
Sarah Vaughn

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

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

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

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

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

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