

SMALL

# BUSINESS EXCHANGE

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## Five Reasons Why Millennials Are Great For The Construction Industry

By FMI Corporation

Much has been written about millennials and how they differ from previous generations in their approach to work – and careers in general. Indeed, we see millennials often unfairly saddled with the dubious reputation for being entitled, disloyal, self-centered or optimistic go-getters, but it turns out that they are actually not that different from their older work colleagues.

In fact, in our recent study “Millennials in Construction: Learning to Engage a New Workforce,” we found that millennials are indeed very dedicated and loyal to their companies and want to do more than just punch a clock and take home a paycheck. They are looking to add value, make an impact and find meaning in what they are doing. Company leaders can leverage these realities by ensur-

ing that their young talent has a clear sense of purpose and an understanding of their roles within the larger plan. According to our findings, when the company’s vision is inspiring and clearly communicated, millennials are 25% more likely to stay longer with the company compared to those who don’t understand the company’s vision and direction.

Not unlike other generations that enter the workplace, millennials have new perspectives to share, new ideas about getting things done, and new ways of tackling problems. The following five areas highlight why this new generation is like a breath of fresh air for the construction industry:

Loyalty and dedication. The majority of our survey participants want to stay more than five years with their company, as opposed to

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## AECOM to acquire Shimmick Construction to expand its civil construction capabilities in the Western U.S.

- Expands AECOM’s exposure to the highly-attractive California infrastructure market, and further enhances its design, build, finance and operate capabilities.
- Provides AECOM with leading civil construction capabilities across the Western U.S., which is set to benefit from several years of expected growth from nearly \$180 billion of recently-approved ballot measures.
- Expected to be accretive to AECOM’s adjusted EPS upon closing.

AECOM (NYSE:ACM), a premier, fully integrated global infrastructure firm, and Shimmick Construction today announced a definitive

agreement for AECOM to acquire Shimmick, an established leader in the California and Western U.S. heavy civil construction market. The acquisition, which is subject to customary closing conditions, is expected to close in AECOM’s fiscal fourth quarter.

Shimmick has approximately 1,000 employees and a total backlog<sup>1</sup> of approximately \$1.35 billion that includes a wide portfolio of iconic infrastructure projects. Annually, the company generates approximately \$300 million of revenue and is responsible for put in place construction value<sup>1</sup> of approximately \$400 million. The enterprise value of the acquisition is \$175 mil-

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## An Open Data Hub That Builds Better Citizens

By Laura Bliss

More than 100 American cities host online open data portals brimming with information on crime, housing, transit, traffic, and neighborhood boundaries. Such initiatives have promised to make government more transparent, accountable, and accessible, at a time when the public’s trust is scraping bottom.

But so far, open data has largely fallen short of those lofty ambitions. Part of the problem seems to lie in design: Many online portals are hard for non-expert citizens to use. They keep datasets passively afloat, leaving it up users to know exactly what data they want and how to skim it out, skills which many lack. The numbers are there—but for whom, and for what purpose?

Years in the making, a new tool aims to shift that paradigm. Launched Monday by the global GIS mapping software giant Esri, ArcGIS Hub is an online platform that clusters datasets around specific citywide initiatives, in the hope that people can more readily tap into information applicable to their lives. “Rather than ask what data should be available, this asks cities to think about what people care about,” says Andrew Turner, the chief technology officer of Esri’s R&D Center in Washington, D.C. He estimates he’s spent 15 years theorizing about this tool (and about two years building it with his team).

Take, for example, the city of South Bend, Indiana, an early adopter of the Hub. In some neighborhoods, nearly 25 percent of lots are vacant. For years, resident groups have labored to maintain empty properties in their neighborhoods, out of vested interests in their own home values. The city, meanwhile, has launched a handful of programs designed to keep blight in check, from matching grants for home repairs to legal assistance for property acquisitions.

The Hub lets the city draw these efforts into one common space. A citizen can click through a visual narrative on the city’s progress so far, checking quick stats at abandoned properties in map or charts. If she’s inclined, she can mine full datasets that have long been available through South Bend’s portal, such as demolition orders and code violations, plus additional statistics from federal and state agencies that the Hub layers on.

Rather than mixing in one giant pool for intrepid users to skim out, information sets are grouped into categories of interest (note the graphic above). Unlike “dashboards” cities have built in attempts to engage the spreadsheet-averse, the Hub aims to simplify pathways to the data, rather than the data itself. “You can ask it whatever question you want,” says Turner.

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# Business Toolkit

## What is Needed in an Effective Sales Pitch to Investors?

By: Leo Sun

Any great invention or innovation needs financial backing. Entrepreneurs who have a great idea are often mortified by the prospect of professionally presenting their ideas to a panel of prospective investors. Here are some tips to insure the highest probability of success.

Think about the process you go through when you buy a stock. Will you buy a stock that has unclear growth prospects, muddled financial records and unclear margins? Or will you buy into a company with a clear business plan, focused customer base and a strong, organized financial plan for the next few years? Organization is key in presenting to prospective investors, and the devil, which can be clearly visible to astute investors, is in the details.

Organize your business plan. Explain how your product will make money, and what operating

margins are forecast to look like. Investors like high margins, regardless of sales volume, as long as they are reasonable. Detail your prospective customer base and target demographic. Keep it short - one page is the accepted norm - and concentrate on three things: focus, clarity, uniqueness.

Prepare a comprehensive financial plan. This should naturally flow from your business plan, but investors like solid numbers. Explain how much funding you need to get your idea off the ground, and how much ownership stake you are willing to surrender to investors. Show investors solid math - they need to know the amount of time it will take before their investments become accretive to earnings, and when the company will start to turn a profit. Show a five-year projection of revenue and earnings growth, and be realistic with the risks involved.

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# Public Policy

## California Governor Jerry Brown and Michael Bloomberg Launch "America's Pledge"

California Governor Jerry Brown and Michael Bloomberg launched America's Pledge on climate change, a new initiative to compile and quantify the actions of states, cities and businesses in the United States to drive down their greenhouse gas emissions consistent with the goals of the Paris Agreement.

"Today we're sending a clear message to the world that America's states, cities and businesses are moving forward with our country's commitments under the Paris Agreement - with or without Washington," said Governor Jerry Brown, who was recently named Special Advisor for States and Regions ahead of the United Nations' 23rd Conference of the Parties to the Framework Convention on Climate Change (COP23).

Since the White House announcement of its intention to withdraw from the Paris Agreement, an unprecedented number of U.S. states, cities, businesses, and colleges and universities have

reaffirmed their support for the Paris Agreement through collaborations including the "We Are Still In" declaration, the Climate Mayors coalition of cities, the U.S. Climate Alliance group of states, and others.

Building on this positive momentum, the America's Pledge initiative will for the first time aggregate the commitments of these and other "non-Party actors" in a report on the full range of climate-related activities across the whole of U.S. society. The process of developing America's Pledge will also provide a roadmap for increased climate ambition from U.S. states, cities, businesses and others, and will transparently demonstrate to the international community how and in which ways these entities can help the U.S. deliver on its pledge under the Paris Agreement.

"In the U.S., emission levels are determined far more by cities, states, and businesses than they

are by our federal government - and each of these groups is taking action because it's in their own best interest," said Michael Bloomberg, the United Nations Secretary-General's Special Envoy for Cities and Climate Change. "Reducing emissions is good for the economy and good for public health. The American government may have pulled out of the Paris Agreement, but American society remains committed to it - and we will redouble our efforts to achieve its goals. We're already halfway there."

In 2015, during the lead-up to the Paris conference on climate change, the U.S. submitted its "Nationally Determined Contribution" committing to reduce emissions 26-28% against 2005 levels by 2025. Last weekend, the G20 Leaders' Declaration took note of the Trump Administration's decision to withdraw from the Paris Agreement, confirming that "it will immediately cease the implementation of its current nation-

ally-determined contribution" while underscoring that "the Leaders of the other G20 members state that the Paris Agreement is irreversible." Through the America's Pledge initiative, Brown and Bloomberg will work to demonstrate continued climate leadership across U.S. society, and that subnational action can significantly reduce U.S. greenhouse gas emissions at a time of limited federal leadership.

Commissioned by Brown and Bloomberg, the Rocky Mountain Institute and the World Resources Institute will jointly lead an inclusive analytical effort supporting America's Pledge, with involvement by a broad set of stakeholders to be announced later this year. In November, Brown and Bloomberg, along with other U.S. governors, mayors, and business leaders, will compile and showcase existing climate commitments of U.S. subnational and non-state actors at

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# Access to Capital

## Small Business Credit Cards vs. Lines of Credit

All small business owners need a certain amount of capital to open their doors, keep them open, and pursue new opportunities. With so many options on the table, it's critical to explore the pros and cons of each one. Here's a look at two of the most popular: credit cards versus business lines of credit.

### TYPES OF CREDIT

The largest similarity between small business credit cards and lines of credit is that they fall into the same credit category. Namely, they are both revolving loans, which exist in contrast to installment loans. With revolving lines of credit, the creditor sets a spending or credit limit. You, the borrower, may spend up to that limit or spend nothing at all. When you repay the amount you have spent, you can then re-spend the funds, repay them, and spend them again, hence the moniker "revolving."

### APPLICATION PROCESS

When you apply for a credit card, the institution extending credit looks closely at your credit reports, credit scores, and several other factors indicating your creditworthiness. With a line of credit from a platform lender, however, the

process is slightly different. Platform lenders do not take credit scores into account, making these loans potentially easier to access for small business owners with less than perfect credit. Instead, lenders harness multiple data points – ranging from seller ratings, to social media engagement, to sales numbers, to bank account records, and much more – to determine your creditworthiness.

### FUNDING TIME

Once a credit card application is accepted, it typically takes a few weeks for the credit card company to print and issue the card. However, in some cases, credit card processors can rush the printing process and overnight the card to the recipient. In contrast, lines of credit are funded within a day or two after approval, and to access the funds, you simply transfer them to your bank account.

### INTEREST AND FEES

Credit cards charge varying interest rates, but one study indicates that the average APR for credit card debt is 21 percent. Some borrowers face penalty rates up to 33 percent or higher. Additionally, credit card companies often charge

late fees and over-the-limit fees that may be higher than \$30. In contrast, the interest rates on a small business line of credit from Kabbage range from 1 to 12 percent per month, and there are no fees for early repayment.

### REPAYMENT TIMES

One of the biggest complaints about credit cards is that they lock consumers into debt. In particular, this tends to happen when the borrower only makes the minimum payment every month. Credit card providers often charge only a percent or two of the total balance as the minimum payment, and if a borrower pays this amount, he may take decades to pay off just a few thousand dollars in debt.

To illustrate, imagine a small business owner pays \$2,000 for a new computer using a credit card, the creditor charges an 18 percent interest rate, and the borrower only pays the minimum payment each month. In that case, it takes the borrower over 30 years to repay the loan, and he pays roughly \$4,900 in interest and fees over the original purchase price.

Conversely, lines of credit are set up so that the borrower can actually repay the loan. In particu-

lar, Kabbage embraces a six or twelve-month repayment schedule on its loans. This type of setup encourages borrowers to repay their loans in a timely fashion, helping to inoculate their businesses against long-term, unsustainable repayment schedules.

### SPENDING RESPONSIBILITY

A great deal of research has been done on how credit cards affect consumer spending habits, and it indicates that consumers are often less guarded when spending with a credit card than with cash. As a result, these consumers often end up spending more than they would if they were spending cash. Additionally, in some cases, consumers using credit cards are willing to spend up to twice as much on a product as they would be willing to if spending cash.

Unfortunately, lines of credit have not been exposed to the same level of scrutiny as credit cards, and as a result, there isn't a lot of conclusive evidence as to how lines of credit affect people's spending habits. However, as you can only make transfers from your line of credit to your bank account once per day, that can help with budgeting and avoiding overspending.

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## California Sub-Bid Request Ads

**SHIMMICK**  
CONSTRUCTION

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

SLBE (Alameda CTC) Subcontractor/Supplier Bids Requested For:

City of Fremont  
Warm Springs BART West Access Bridge and Plaza Project  
City Project No. PWC 8804  
Bid Date: August 1, 2017 at 2:00PM  
Fax all quotes to 510-777-5099

Requesting certified SLBE (Alameda CTC) Subcontractor and Supplier Quotes on: **Ready-Mix Supplier, Aggregate Supplier, Misc. Metals Supplier, Structural Steel Supplier, Pipe Supplier, Station Plaza Furnishings, Bridge Bearing Pads, Electrical, Communications, Fencing, Railing, Rebar, Mechanical, Civil & Utilities, Elevator & Escalator, Masonry, Concrete Flatwork, Structural Steel Erection, Structural Concrete, Landscaping, Signs, Striping, Driven Pile, Demolition, Water Pollution Prevention, Construction Testing, Trucking**

Plans and specifications are available through BidSync, may be purchased through ARC (408)262-3000, or are available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at [aosho@shimmick.com](mailto:aosho@shimmick.com).

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with **bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.**

**DESILVA GATES**  
CONSTRUCTION

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

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor for the project listed below:  
**CITY OF PALO ALTO – PUBLIC WORKS DEPARTMENT, AIRPORT DIVISION  
APRON RECONSTRUCTION PHASE 1  
(BID SET A)  
IFB Number 167808C,  
AT PALO ALTO AIRPORT, PALO ALTO, CA.  
Disadvantaged Business Enterprise Goal Assigned is 11.2%  
OWNER: CITY OF PALO ALTO  
250 Hamilton Avenue, Palo Alto, CA 94301  
BID DATE: JULY 20th, 2017 @ 3:00 P.M.**

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

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

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

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

# California Sub-Bid Request Ads

Charles Pankow Builders, Ltd. is seeking certified and qualified SBE, DVBE and WeBuild subcontractors interested in assisting Pankow with a budget on our proprietary conceptual drawings to aid us in this pursuit of the

## Roosevelt High School Comprehensive Modernization Project.

Pankow is seeking participation from the following trades: **Demolition & Abatement, Concrete Reinforcing, Concrete Ready Mix, Structural Steel Framing, Metal Decking, Metal Fabrications & Stairs, Architectural Woodwork, Insulation, Roofing and Waterproofing, Sheet Metal and Flashings, Applied Fireproofing, Doors, Frames and Hardware, Specialty Doors and Frames, Entrances, Storefronts, & Curtain Walls, Plaster and Gypsum Board Assemblies, Tiling, Ceilings, Flooring, Painting and Wall Coverings, Visual Display Units, Signage, Toilet Partitions and Accessories, Laboratory Equipment, Theater and Stage Equipment, Window Treatments, Specialty Casework, Seating, 14 20 00 - Elevators, Site Clearing and Grading, Erosion and Sedimentation Controls, Asphalt Paving, Site Concrete, Pavement Markings and Bumpers, Fences and Gates and Planting and Irrigation.**

The Project includes the demolition of numerous existing structures, infrastructure, hardscape and landscape areas. The Project also includes construction of new classroom buildings, new administration building, new gymnasium building, new auditorium, new wellness center, new lunch shelter along with associated site work, utility infrastructure, landscaping, hardscape, athletic courts and off-site improvements as needed. The Project will also include limited modernization of existing structures including programmatic access and exterior painting and finishes.

Additionally, this is a Public Works project, as defined in Labor Code section 1720, and must be performed in accordance with the requirements of Labor Code sections 1720 to 1815 and Title 8 CCR sections 16000 to 17270, which govern the payment of prevailing wage rates on public works projects. Furthermore, Pankow is affiliated with the Carpenters, Laborers and Cement Masons.



## DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Visit this link for the **OUTREACH ORDER FORM:**

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

## CAHILL CONTRACTORS, LLC

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 677-0611

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

Special Inspections

**PARCEL O - SELECT TRADES**  
455 Fell Street, San Francisco, CA 94102

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

**BID DATE: 8/1/17 @ 3PM**

**BID DOCUMENTS:**

Please contact Colby for access to documents on BuildingConnected.



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

Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the City of Fremont Warm Springs BART West Access Bridge and Plaza Project in Warm Springs, CA.

[http://www.alamedact.org/app\\_pages/view/8080](http://www.alamedact.org/app_pages/view/8080)

Subcontractors and Suppliers for the following project:

**Warm Springs BART West Access Bridge and Plaza Project**  
Owner: City of Fremont  
**Bid Date: August 1, 2017 @ 2:00 P.M.**

**Local Business Enterprises (LBEs)**

wanted for the following scopes, including, but not limited to: Aggregates, AC Paving, Bird Control Devices, Cast in Place Concrete, Precast Concrete, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Concrete Accessories, Concrete Washouts, Canopy, CIDH, CCTV, Clear & Grub, Demolition, Dewatering, Elevators & Escalators, Elastomeric Bearing Pads, Earthwork, Erosion Control, Electrical, Falsework, Fencing & Gates, Fire Alarm & Detection System, Fire Suppression, Fire-stopping, Finishes, Non-Shrink Grouting, HVAC, Hydro-seeding, Instrumentation and Controls, Joint Protection, Landscaping, Masonry, Metal Doors and Access Doors, Metals, Metal Decking, Metal Wall Panels, Modified Bitumen Roofing, Lime Treatment, Openings, Pavement Markings, Painting and Anti-Graffiti Coating, Piling, Piping, Plumbing, Quality Control, Safety Specialties, Site Furnishings, Structural Steel, Station Identification Pylons, Sheet Metal & Flashing, Shoring, Signage, Site Clearing, Street Sweeping, SWPPP, Synthetic Turf, Tiling, Thermal & Moisture Protection, Trucking & Hauling, Vibration Monitoring, Utility Structures, Waterstops, Wayfinding System, Wire-Mesh Barrier Screens and Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested Alameda County Transportation Commission (CTC) certified LBE/SLBE/VSLBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Quotes are due NO LATER THAN July 31, 2017 at 5 PM.**

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

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

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

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

Prevailing Wages apply.

**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 100001147

# Turner

Turner Construction Company, representing the County of Alameda as their Construction Manager at Risk (CMR), formally announces the upcoming bidding opportunity on the project listed below. Bidders are required to meet Project Stabilization/Community Benefit Agreement (PSCBA) requirements and make a good faith effort to meet Enhanced Construction Outreach Program (ECOP) goals. Prospective bidders are encouraged to visit the County of Alameda website for information on certification, ECOP, and PSCBA requirements.

## Cherryland Community Center

Approximate Construction Value: Fifteen Million Dollars (\$15,000,000)  
Owner: County of Alameda

The project scope includes ground-up construction of an approximately 17, 500 square-foot multipurpose community center located on two adjoining lots (278 Hampton Road and 17482 Boston Road). The scope also includes improvements to the Meek Estate parking lot, located behind the Community Center site, at the end of Boston Road. This advertisement is for all trade packages associated with the project. The estimate construction start is September, 2017.

This advertisement is for all trades, including:

Trade Package #	Trade Package Name	Trade Package #	Trade Package Name	Trade Package #	Trade Package Name
BP1.00.1	GENERAL CONDITIONS	BP6.20	FINISH CARPENTRY	BP9.60.1	FLOORING
BP1.00.2	FINAL CLEAN	BP7.50	ROOFING, ACCESSORIES, AND WATERPROOFING	BP9.60.2	TERRAZZO
BP2.31	SITE DEMOLITION & EARTHWORK	BP8.10.1	DOORS, FRAMES, HARDWARE	BP10.10.1	TOILET PARTITIONS, TOILET ACCESSORIES, FIRE PROTECTION SPECIALTIES, VISUAL DISPLAY SURFACES, WALL PROTECTION, STAGE CURTAIN
BP2.50	SITE UTILITIES	BP8.10.2	ROLL UP DOORS	BP10.10.3	BOOK DEPOSITORY AND STACK SYSTEM
BP2.74	SITE PAVING	BP8.10.3	OPERABLE PARTITIONS	BP11.04	FOOD SERVICE EQUIPMENT
BP2.75	SITE CONCRETE	BP8.40	GLAZING, EXTERIOR AND INTERIOR	BP12.49	ROLLER SHADES
BP2.90	LANDSCAPE AND IRRIGATION	BP9.20.1	DRYWALL AND INSULATION	BP15.90	PLUMBING
BP3.30	STRUCTURAL EXCAVATION AND CONCRETE	BP9.20.2	PLASTER	BP16.00	ELECTRICAL
BP5.10	STRUCTURAL STEEL	BP9.30	TILE		
BP5.50	MISC. METALS	BP9.90	PAINTING		

### Plans and Specifications

Plans, Specifications, Requirements, and other job documents will be available July 10, 2017. Please go to <https://turnernorcal.box.com/s/kx8ab0qc0t38qzic5shsuqy3q9kq5x6n> to access the documents. You will be asked for your own user name and password.

### Pre-Bid Meeting/Job-Walk

#### INFORMATIONAL Pre-Bid Meetings and Job-Walks:

**Jobsite Walk: July 13 from 7:00 a.m. to 7:30 a.m., 278 Hampton Road, Hayward.**

**Pre-Bid Meeting: July 13 from 8:30 a.m. to 10:00 a.m., 1401 Lakeside Drive, Rm 1107, Oakland.**

### Requests for Information

**Pre-Bid Requests for Information (RFIs) are due July 19 at 2:00 p.m.**

### Prequalification

Bidders interested in working with Turner on this project will be required to prequalify before being awarded the work. Submit prequalification packages online at [www.turnerconstruction.com/sub-contractors](http://www.turnerconstruction.com/sub-contractors). Non-prequalified subcontractors may bid the work, and will have 72 hours to submit an acceptable prequalification package if they are the apparent low bidder. Contractors are encouraged to submit a prequalification package by July 19.

**Emailed, faxed, or hand delivered bids are due no later than 10:00 a.m., TUESDAY, July 25, 2017.**

**EMAIL TO:** [mguzman@tcco.com](mailto:mguzman@tcco.com)

**FAX TO:** 510-267-0787

**HAND DELIVER TO:**

**Attn: Marlene Guzman**

**300 Frank H. Ogawa Plaza, Suite 510  
Oakland, CA 94612**

**Turner requires that subcontractors also comply with Project Stabilization/Community Benefit Agreement (PSCBA) requirements.**

**Turner has the following goals for the project:**

**Minority Owned Business Enterprise – 15%, Woman Owned Business Enterprise – 5%,  
Local Business Enterprise – 60%, Small Local Business Enterprise – 20%**

Please direct all questions to Marlene Guzman at 510-267-8105 or [mguzman@tcco.com](mailto:mguzman@tcco.com).

## 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](mailto:sbe@sbeinc.com)**

# California Sub-Bid Request Ads



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

Soil Nails, Shotcrete, AC Paving, Micro Tunneling, Minor Concrete, Rebar, Clear & Grub, Dewatering, Cement-Bentonite Cut-Off Wall, Hydroseeding, Electrical, Fencing, Furnish & Install Rip Rap, Silt Fence, Sand Bags, Fiber Rolls, Supply CMB, Supply Decomposed Granite, Supply Drain Rock, Supply Filter Sand, Supply Rip Rap, Supply Asphalt Concrete, Supply Misc. Metals

## TRAMPAS CANYON DAM AND RESERVOIR

San Juan Capistrano, Orange County, CA

Santa Margarita Water District

Contract Number 1773  
Project Code: C00C73

**BID DATE August 9, 2017 @ 2:00 p.m.**

Sub & Vendor Scopes and Bids Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Jerry Pabbruwee

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

Plans/specs are available for viewing at our office by appointment or via ftp. 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. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

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

**Sukut Construction, LLC**  
An Equal Opportunity Employer



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

Clear & Grub, PCC Flatwork, Fencing/Gates, Electrical, Export Dirt, Purchase Class 2 Aggregate Base, Striping, Asphalt Paving, Hydromulch

## AIRFIELD SAFETY GRADING AND

## ACCESS CONTROL GATES

Santa Ynez Airport

900 Airport Road, Santa Ynez, CA

County of Santa Barbara

Project No. 8763-AIP16

**BID DATE August 2, 2017 @ 2:00 p.m.**

Sub & Vendor Scopes and Bids Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

Plans/specs are available for viewing at our office by appointment or via ftp, 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. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

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

**Sukut Construction, LLC**  
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](mailto: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: July 27, 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](mailto: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.

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

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

**GRADE CROSSINGS IMPROVEMENT PROJECT**

**CALTRAIN CONTRACT #17-J-C-044**

**Bids: 08/15/2017 @ 2 PM**

**SUBCONTRACTING GOAL – SBE – 35%**

Demolition; Earthwork; Aggregate Base Courses; Underground Ductwork & Structures; Subdrainage Systems; Station Platforms, Sidewalks, Curbs & Gutters; AC Paving; Micro Surfacing; Pavement Stripes & Markings; Welded Wire Mesh Fence; Concrete Forming/Finishing; Rebar; CIP Concrete; Metal Fabrications; Pedestrian Exit Gates & Guardrails; Joint Sealants; Detectable Warning Tactiles; Signage; Traffic Signals; Ballast & Walkway Aggregate; Timber Crossties & Switch Ties; Rail; Track Removal/Salvage; Track Construction; Concrete Grade Crossings; Thermite Rail Welding.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE/DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE/DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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

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## Small Business Credit Cards vs. Lines of Credit

Continued from page 3

### ACCESSIBILITY TO CASH

With a line of credit, once you transfer the funds to your bank, you can use them as you wish. You can write checks, use your debit card, or withdraw cash from your bank. In contrast, if you want to take cash off a small business credit card, you may face certain limitations.

Namely, some credit cards limit a certain dollar amount or percentage of the balance as cash. Additionally, it is routine in the credit card industry to start charging interest on cash advances immediately. For example, some cards offer low introductory interest rates, but those typically only apply to purchases or balance transfers, and they generally do not apply to cash advances. As a result, accessing cash is more difficult and more expensive using a credit card compared to a line of credit.

Credit cards and business lines of credit can both offer an effective way for small business owners to access funding. Unfortunately, small business credit cards can lock business owners into debt for decades, while lines of credit are set up so that they can be repaid relatively quickly. However, in some cases, business owners may prefer the small minimum payments associated with credit cards. Ultimately, the right decision depends on your unique budget and business objectives.

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

**ADVERTISE YOUR AD HERE**

Advertise your Sub-Bid Requests in the Small Business Exchange

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



# Why Millennials Are Great For The Construction Industry



## Continued from page 1

jumping ship in the near term. Given good opportunities for career advancement, support for education, a collaborative culture, and competitive pay and benefits, this group of workers will go above and beyond to drive organizational success.

**Innovative thinking.** In an industry that is changing dramatically through emerging technologies and new delivery systems, millennials welcome the opportunity to provide input and new ideas that promote corporate innovation. As one survey participant stated, “I’m free to be creative and try new things.” Progressive companies like DPR Construction, for example, encourage employees to use a special website to submit ideas for improvements, which can be related to software, tools or company protocols among other things.

**Tech-savviness with a personal touch.** It is true that many millennials adopt new technologies and gravitate toward digital media more easily compared to their older colleagues. However, when it comes to learning new skills at work, our research showed that 86% of respondents favored face-to-face feedback rather than a digital setting. This mix of tech-savviness, combined with a need for personal

interaction, can help companies drive change across multiple generations while infusing the industry with a fresh new perspective.

**Balance.** Millennials are looking for a healthy work-life “integration.” This can be difficult to attain in the construction industry, which often requires long hours, remote work or challenging work conditions. However, if employers want to recruit and retain star talent they will need to reconsider some of their traditional corporate policies and practices and find new ways to create a healthy work-life blend for their young employees.

**Collaboration and communication.** Many millennials grew up with parents, teachers and counselors who were their best friends and role models. As such, they are excellent team players and care about the company’s success – not just their own jobs. The timing for this kind of mindset is perfect: new virtual design and construction tools and integrated project delivery methods will all require higher levels of collaboration within and among project teams. Having these young people focused on a common purpose, effective processes, excellent communication, and solid relationships will help transform the industry over time.

**SOURCE: [www.fminet.com](http://www.fminet.com)**

## California Sub-Bid Request Ads



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

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Micro Small Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Pacheco Conduit Inspection and Rehabilitation Project in south Santa Clara County, CA.

<http://www.pd.dgs.ca.gov>

Subcontractors and Suppliers for the following project:

**Pacheco Conduit Inspection and Rehabilitation Project**  
Project No. 91214001 & 91221006  
Contract No. C0629

**Owner: Santa Clara Valley Water District**  
**Bid Date: July 26, 2017 @ 2:00 P.M.**

**Small Business Enterprises and Micro (SBEs)**

wanted for the following scopes, including, but not limited to: Biologist, Concrete, Clear & Grub, Concrete Supply, Concrete Reinforcement Supply & Install, Demolition, Dewatering, Earthwork, Erosion Control, Fencing, Grouting, Metals, Noise & Vibration Monitoring, Periodic Photographic Documentation, Polyurea Liner, Painting & Coatings, Piping & Valves, Quality Control, Structural Steel, Signage, Street Sweeping, SWPPP, Traffic Control, Weko-Seal Installation, Water Truck.

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

**Subcontractor and Supplier Scopes**  
**are due July 21, 2017 and**

**Quotes NO LATER THAN July 25, 2017 at 5 P.M.**

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

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

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

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

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CA Lic. 433176  
DIR # 1000001147

## AECOM to acquire Shimmick Construction

### Continued from page 1

lion and the transaction is expected to be accretive to AECOM’s adjusted EPS upon closing.

The addition of Shimmick provides AECOM with leading civil construction capabilities across the Western U.S., which is set to benefit from several years of expected growth from the nearly \$180 billion of recently-approved ballot measures, including Measure M in Los Angeles, Measure RR in San Francisco and Sound Transit 3 in Seattle. In addition, the California legislature recently passed the \$52-billion Road Repair and Accountability Act, which will significantly increase transportation-specific spending in the state over the next decade. These developments in California are expected to support nearly double-digit annual growth projected over the next four years in the state’s infrastructure market, which will begin to address its estimated \$190 billion of unmet infrastructure needs.

“Shimmick’s civil infrastructure expertise provides an immediate complement to our leading North American design practice, further enhancing our integrated delivery offering as governments and their constituents have approved hundreds of billions of dollars to improve infrastructure across the Western U.S.,” said Michael S. Burke, AECOM’s chairman and chief executive officer. “As momentum across our Americas infrastructure markets builds, enhancing our construction capabilities is a critical next step to ensure we best capitalize on the tremendous opportunities in front of us.”

With Shimmick’s strong execution track record and AECOM’s leading project management and design market presence, AECOM will be better positioned to capture a greater share of the market spend, especially as clients increasingly procure services on an integrated basis.

<sup>1</sup> Inclusive of its proportionate share of revenue from unconsolidated joint-ventures.

Visit link below for the full article:  
[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2069&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2069&pageID=25)

## An Open Data Hub That Builds Better Citizens

### Continued from page 1

The Hub is also meant to be an exchange. Leaders and locals alike can log onto the platform to organize community meetings, build maps and charts, and flag errors and data gaps: almost like a social network built on civic duty.

Virtually any local issue upon which data can be brought to bear—be it blight remediation, bike fatalities, or tree canopy cover—could be wielded as an organizing principle within the Hub. By participating in an initiative, citizens make themselves known to their leaders, creating, theoretically, a positive feedback loop for accountability. There are certain things the platform does not address. It presumes that cities (which can buy the service for a price depend-

ing on their population size) keep data available in modern, standardized formats—which not all do. Some data remains “closed” because it’s sitting in a dusty filing cabinet.

Similarly, the Hub isn’t designed to streamline government operations from the inside, a goal of many open data efforts. It’s for external, public use—more like a road, says Turner. “The government provides it and says: Here are the rules, now do what you want,” he says. “From there, community grows, businesses form, governments operate, tourists and residents get around.”

Dozens of cities already use Esri’s ArcGIS software to underpin their open data efforts. Long Beach, California, which launched its portal ear-

lier this year, welcomed the Hub’s features as a new way to help citizens track the city’s progress on a local ballot initiative funding \$150 million in infrastructure upgrades.

“If I just put the information out there on its own, it adds no value,” says Bryan M. Sastokas, Long Beach’s chief information officer and head of technology and innovation. “But if citizens have the ability to add their own analysis and questions—for example, about which neighborhoods’ streets are being repaired first—“then we know that maybe there’s different information we should be looking at, or didn’t realize we had it, or ways of applying it differently.”

The Hub may be a more welcoming doorway into the open data universe, but its success still

depends on an independently motivated citizenry, with some level of search-engine savvy (and access). Pew estimates that 65 percent of Americans search online for government data every year, yet just 10 percent find what they need. Most of them aren’t searching for housing code violations or bus crash rates—rather, they just want to check on a car registration, or the hours of a neighborhood park. The best urban data hub would also answer these simpler, more transactional queries—in addition to serving those spread-sheet-diving, civic-minded heroes among us.

**SOURCE: [www.citylab.com](http://www.citylab.com)**

# Public Legal Notices



## "Below Market Rate" Ownership at The Austin

The twelve new homes consist of two studios, six one-bedrooms, and four two-bedroom homes. Prices range from \$208,191 - \$279,476 without parking and \$241,809 - \$315,001 with parking. Buyers must be first-time homebuyers and must not exceed the following income levels:

### 100% of Area Median Income 2017

One-person household \$80,700; Two-person household \$92,250; Three-person household \$103,750, Four-person household \$115,300, etc.

Applications are due on August 10, 2017 by 5:00pm. Please contact Josh Frizzell at The Austin's Sales Center for an application and more information; josh@theaustinsf.com and (415) 606-4914.

Units available through the San Francisco Mayor's Office of Housing and Community Development and are subject to monitoring and other restrictions. Visit [www.sfmohcd.org](http://www.sfmohcd.org) for program information.

### Outreach Ads July 2017 CONCESSION OPPORTUNITIES AT SAN FRANCISCO INTERNATIONAL AIRPORT

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

**International Terminal "A" Food Hall and Café Concession Lease**  
**International Terminal "A" Historic Restaurant Concession Lease**  
**International Terminal "A" Coffee Kiosk Concession Lease**  
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. Small, local and disadvantaged businesses are encouraged to participate.

For more information visit [www.flysfo.com/business-at-sfo/current-opportunities](http://www.flysfo.com/business-at-sfo/current-opportunities) or contact Revenue Development and Management at 650-821-4500.

### CONCESSION OPPORTUNITIES AT SFO

SFO is accepting proposals for the International Terminal Boarding Areas A and G Newsstand and Specialty Retail Concession Leases. The Request for Proposals includes 3 Newsstand Leases and 2 Specialty Retail Leases.

The proposed minimum annual financial offers range from \$210,000.00 to \$1,200,000.00. Terms are seven years. Rent shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. 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.

For more information, visit [www.flysfo.com/business-at-sfo/current-opportunities](http://www.flysfo.com/business-at-sfo/current-opportunities) or contact Clarissa Mamaril at 650.821.4500 or via e-mail at [clarissa.mamaril@flysfo.com](mailto:clarissa.mamaril@flysfo.com).

The Assessment Appeals Board resolves legal and value assessment issues between the Assessor's office and property owners. We have three vacancies on Board 1, which oversees all downtown properties - high rise residential, office, commercial, hotels. Board 1 also oversees all properties over \$50 million in assessed value throughout the City.

Assessment appeal hearings are quasi-judicial, conducted in a manner similar to a court setting, with evidence and testimony presented by the parties. The Board then evaluates the evidence and testimony, and renders its decision.

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

Over 100 sites throughout San Francisco are serving free lunches and snacks to anyone age 18 and under every weekday through August 18. No registration or proof of need is required: show up at a site during designated serving times and you will be served a free lunch and/or snack. Find a site near you at [www.dcyf.org](http://www.dcyf.org)!

Everyone is invited to join the Department of Elections and the Public Library in celebration of National Disability Voter Registration Week and the exhibit "Patient No More: People with disabilities securing civil rights." July 18 beginning at 5:00 pm at the Main Library 100 Larkin Street.

CNS-3022991#

### 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](http://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/Public-Works.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.

# "America's Pledge"

Continued from page 2

COP23, to be hosted by the Government of Fiji in Bonn, Germany.

In addition, the America's Pledge initiative will work to quantify the aggregate impact of these commitments on projected future emissions, comparing against both a business-as-usual (BAU) trajectory of projected greenhouse gas emissions under likely Trump Administration policies, and the U.S. Nationally Determined Contribution of 26-28% reductions against a 2005 baseline by 2025.

Finally, the America's Pledge initiative will present a game plan for raising the bar and expanding the map when it comes to non-Party actors driving down U.S. emissions. This set of options, which will highlight the significant levers available to states, cities, and businesses to further reduce U.S. emissions, will serve as a playbook for enhanced ambition among U.S. climate leaders who are committed to meeting America's commitments under the Paris Agreement.

"I am convinced that to be effective, action to address climate change must be taken at all levels of society, including by mayors, governors, local leaders, chief executive officers and others," said United Nations Secretary-General António Guterres. "This is demonstrably not an issue that can be addressed by national governments alone. The effort to aggregate and quantify the actions of subnational authorities and non-Party stakeholders in the United States via 'America's Pledge' is welcome."

Organizations that would like to become involved in America's Pledge can visit <http://www.americaspledgeonclimate.com>.

## California's Climate Leadership

Last week, on the eve of the G20 Summit, Governor Brown announced that the State of California will convene the world's climate leaders in San Francisco in September 2018 for the Global Climate Action Summit, where representatives from subnational governments, businesses, investors and civil society will gather with the direct goal of supporting the Paris Agreement.

Last month, Governor Brown was named Special Advisor for States and Regions ahead of this year's United Nations Climate Change Conference (COP 23) by the Prime Minister of Fiji Frank Bainimarama - incoming president of COP 23. This followed meetings with Germany's top environmental official, Minister Barbara Hendricks, in San Francisco, and with China's President Xi Jinping during the Governor's week-long trip to China.

Governor Brown continues to build - and grow - strong coalitions of subnational partners committed to curbing carbon pollution in both the United States through the U.S. Climate Alliance and around the globe with the Under2 Coalition.

The Under2 Coalition, established in May 2015, is an international pact among cities, states and countries committed to limiting the increase in global average temperature to below 2 degrees Celsius - the level of potentially catastrophic consequences - by either reducing their greenhouse gas emissions from 80 percent to 95 percent below 1990 levels or holding emissions to less than 2 annual metric tons per capita by 2050.

Visit link below for the full article:

[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2068&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2068&pageID=25)

# What is Needed in an Effective Sales Pitch to Investors?

Continued from page 2

Provide a realistic forecast based on macroeconomic conditions. Turmoil in the markets has shown us that at any time, any number of economic risks can sink a product's profitability. Rising commodity costs can sink multiple products - raw materials and fuel can adversely impact your product's projected margins, depending on the components. You should outline your financial plan realistically, based on your knowledge of the world markets. This shows foresight and preparedness for turbulent times ahead and will reassure investors.

Outline the impact of prospective competitors. Are there any products in the market that are similar to yours, and how is your product different? What makes your product stand out from the rest of the pack - such as better cost, design, or function? Investors need to be reassured that your product isn't entering a crowded, fragmented marketplace where it will be pronounced dead on arrival. Investors also like products which have high barriers to entry, which are hard to be replicated by just any Chinese factory. Patenting your product can instantly set up high barriers.

Create a Prototype. If your idea is a physical product, investors will want to see a working prototype, rather than fancy sketches. Having a working prototype will give investors hands-on experience with the product, letting the experience speak for itself. You can also detail the costs of the components of the prototype, breaking the cost down section by section, and the savings to be attained through higher volume mass production.

Outline a PR and Advertising Campaign. Investors will want to know how your product will be marketed to the masses. Present it to them as if they are the target audience, and make them want to buy it. A catchy logo or slogan can also help reinforce the image of your product as a complete one, and attract them to your product.

Last but not least, stay professional. Investors - especially venture capitalists and angel investors - are offered products all the time. Make sure you maintain the image of someone who they can trust their money with. Be realistic with your projections and don't exaggerate - professional investors will see through inflated numbers instantly, and your presentation will come off looking like a poorly conceived infomercial.

SOURCE: [www.businessdictionary.com](http://www.businessdictionary.com)

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376634-00

Fictitious Business Name(s):

1. **Agora Lending**  
 2. **Agora Loans**  
 3. **Agora Home Loans**  
 Address  
**180 Montgomery Street, Suite 1000, San Francisco, CA 94104**  
 Full Name of Registrant #1  
**Ethos Lending LLC (DE)**  
 Address of Registrant #1  
**180 Montgomery Street, Suite 1000, San Francisco, CA 94104**

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

Signed: **Adam Carmel**

This statement was filed with the County Clerk of San Francisco County on **6/30/2017**

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: **Morgan Jaldon**  
 Deputy County Clerk  
 6/30/2017

7/6/17 + 7/13/17 + 7/20/17 + 7/27/17 + 8/3/17 + 8/10/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376539-00

Fictitious Business Name(s):

**Brian's Handyman**  
 Address  
**266 Hale Street, San Francisco, CA 94134**  
 Full Name of Registrant #1  
**Brian Luu**  
 Address of Registrant #1  
**266 Hale Street, San Francisco, CA 94134**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/22/2017**

Signed: **Brian Q. Luu**

This statement was filed with the County Clerk of San Francisco County on **6/22/2017**

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  
 6/22/2017

6/29/17 + 7/6/17 + 7/13/17 + 7/20/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376621-00

Fictitious Business Name(s):

**Pete's BBQ**  
 Address  
**2399 Mission Street, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Pete Koutoulas**  
 Address of Registrant #1  
**108 Indio Dr., So. San Francisco, CA 94080**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/19/76**

Signed: **Pete Koutoulas**

This statement was filed with the County Clerk of San Francisco County on **3/31/2017**

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: **Giselle Romo**  
 Deputy County Clerk  
 6/29/2017

7/6/17 + 7/13/17 + 7/20/17 + 7/27/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376618-00

Fictitious Business Name(s):

**Strand SF LLC**  
 Address  
**704 Larkin Street, San Francisco, CA 94109**  
 Full Name of Registrant #1  
**Strand SF, LLC (CA)**  
 Address of Registrant #1  
**704 Larkin Street, San Francisco, CA 94109**

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 **5/15/2017**

Signed: **Adriel Lively, President**

This statement was filed with the County Clerk of San Francisco County on **6/29/2017**

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  
 6/29/2017

7/6/17 + 7/13/17 + 7/20/17 + 7/27/17

## 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-0376734-00

Fictitious Business Name(s):

**CQ Consulting**  
 Address  
**222 Oneida Avenue, San Francisco, CA 94112**  
 Full Name of Registrant #1  
**Claudia Quinonez**  
 Address of Registrant #1  
**222 Oneida Avenue, San Francisco, CA 94112**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/10/17**

Signed: **Claudia Quinonez**

This statement was filed with the County Clerk of San Francisco County on **7/10/2017**

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  
 7/10/2017

7/13/17 + 7/20/17 + 7/27/17 + 8/3/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376736-00

Fictitious Business Name(s):

**Panhandle Plumbing**  
 Address  
**4108 Moraga Street, San Francisco, CA 94122**  
 Full Name of Registrant #1  
**Christopher Bierman-Gwinn**  
 Address of Registrant #1  
**4108 Moraga 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 **7/10/2017**

Signed: **Christopher Bierman-Gwinn**

This statement was filed with the County Clerk of San Francisco County on **7/10/2017**

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  
 7/10/2017

7/13/17 + 7/20/17 + 7/27/17 + 8/3/17

## 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-0376750-00

Fictitious Business Name(s):

**William Decker & Company, Inc.**  
 Address  
**1113 Connecticut Street #6, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**William Decker & Company, Inc. (CA)**  
 Address of Registrant #1  
**1113 Connecticut Street #6, San Francisco, CA 94107**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/10/2017**

Signed: **Rachel M. Decker, President**

This statement was filed with the County Clerk of San Francisco County on **7/11/2017**

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  
 7/11/2017

7/13/17 + 7/20/17 + 7/27/17 + 8/3/17

## 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 17-553124

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