

SMALL BUSINESS EXCHANGE

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YEARS

Vol 33, Edition 17

Weekly Publication 

July 20, 2017



MBDA Acting National Director Chris Garcia, MBDA staff and members of the Orange Line Development Authority Eco-Rapid Transit gathered to sign a Memorandum of Understanding (MOU) during a special signing ceremony in South Gate, California on June 29.

Rebuilding America's Infrastructure: MBDA Bringing Minority Firms to the Table for Eco-Rapid Transit Light Rail Project

The U.S. Department of Commerce Minority Business Development Agency (MBDA) and the Eco-Rapid Transit signed a Memorandum of Understanding (MOU) designed to support the development of an environmentally friendly and energy efficient high speed, light-rail transit corridor in Southern California.

Eco-Rapid Transit Officials anticipate the project will create 59,000 jobs during construction and an additional \$6.68 billion in economic growth to the area over 15-20 years.

“This agreement is just the beginning for MBDA and our partners. We’re eager to work closely with Eco-Rapid Transit to move this project forward to support the President’s directive to rebuild America’s infrastructure. President Trump understands that a strong infrastructure means good jobs, growth, opportunity, and prosperity.” said MBDA Acting National Director Chris Garcia.

“There are substantial economic opportunities particularly in the construction and contracting sectors that will not only benefit minority firms, but also allow us to maximize federal, local and state resources to help boost the Nation’s economy and effectively meet the needs of the American people.”

Through the MOU agreement, MBDA and Eco-Rapid Transit will work together to identify contracting and construction opportunities for minority business enterprises (MBEs), share information and training resources, and provide MBEs with professional business development assistance through MBDA’s national network of business centers.

Once completed, the light rail line called the West Santa Ana Branch, is scheduled to run from

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Corporate Social Responsibility: What Your Small Business Needs to Know

Ever wish your small business could do more for the community? Maybe you volunteer as a group or have a favorite cause, but you want to take that work a step further.

A corporate social responsibility (CSR) program could be what your company needs to work toward a community mission alongside your business mission. These programs are increasingly becoming a staple of business transparency efforts; many big companies like Patagonia, Warby Parker, and Ben & Jerry’s have corporate responsibility programs for causes that align with their business missions.

SCORE’s latest infographic highlights the power of CSR programs in building strong businesses with vision.

CSR beyond boosting sales

Corporate responsibility can do a lot to attract customers. Fifty-five percent of consumers said they are willing to pay more for products from socially responsible companies.

Meanwhile, a CSR program can help drive employee recruitment. Seventy-nine percent of millennials — the largest generational group in the nation — said they consider corporate responsibility when deciding where to work. And 83 percent of millennials said they would be more loyal to a company with a CSR program, according to a recent employee engagement study by Cone Communications.

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On Infrastructure, California Goes Back to Basics

By Daniel C. Vock

For the first time since 1989, California lawmakers this year passed a gas tax hike. The increase -- by 12 cents a gallon on gasoline and 20 cents a gallon on diesel -- will pay for a decade-long building program that will cost \$54 billion.

California is one of many states this year to raise its fuel taxes, but the state’s sheer size makes the new transportation funding law significant. The Trump administration, by comparison, has broadly outlined a \$1 trillion investment in infrastructure over a decade -- only \$200 million of which would come from the federal government.

In other words, over the next decade, California will spend a quarter of what the federal government would spend on the entire country under Trump’s plan.

The new California law, though, isn’t primarily about building flashy roads, bridges and transit systems. Instead, the new money will primarily go toward fixing up the state’s existing transportation network.

Governing spoke with Brian Kelly, the secretary of the California State Transportation Agency, about how the new money will be spent, along with the potential for high-speed rail and the mixed legacy of San Francisco’s new Bay Bridge.

The following transcript has been edited for clarity, context and brevity.

Why is California’s new transportation law, SB1, such a big deal?

It achieved something we’ve been trying to do in California for the better part of three decades now, and that is stabilizing transportation funding in California. It sounds like a huge number, and it is a lot of money. But the needs in California have been estimated even higher.

Importantly, it means we will put our pavement and our bridges in conditions that they haven’t been in for decades while we’ve ignored funding for them. That’s primarily what SB1 does. About 65 percent of the money will go to “Fix It First.”

For example, we’re going to be able to repave 17,000 miles of highway in California over the course of the next 10 years. We’re going to fix some 500 bridges that, because of their age, are no longer up to today’s standards. There are thousands of culverts under bridges that need repair or replacement.

There’s always a tension in transportation bills between building new projects and fixing existing infrastructure. Why did California leaders agree to the Fix It First approach over expansion?

Our pavement condition was ranking in the bottom five or six states in the country. It became a natural place to say, “We have to fix some things

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PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
795 Folsom Street, 1st Floor, San Francisco, CA 94107

PRSR STD
U.S. Postage
PAID
San Fran CA 941
Permit No. 820

ABLE: Asian Black Latino Enterprises

Nonprofit Helps California's Asian-American Farmers Grow Their Businesses

By Clarissa Wei

Growing up, Youa Yang did not envision himself taking over his family's business. His parents were Hmong refugees from Laos who arrived in Fresno, Calif., in the late 1980s and settled down to become farmers. He went to college for economics and mathematics and found himself knee-deep in the finance industry immediately after graduating.

But, while doing volunteer work, Yang crossed paths with Kyle Tsukahira, a program manager at Asian Pacific Islander Forward Movement (APIFM), a nonprofit dedicated to bringing culturally relevant produce to the Asian enclaves of Los Angeles. It was APIFM that helped Yang see that his family farm had a lot more potential to grow – and gave him the tools to do it, like counseling in marketing, how to obtain organic certifications and the latest farming policies.

Now, Yang, 29, helps his parents run Padoo Farms, a 15-acre plot that specializes in traditional Asian greens.

Then Yang went from client to consultant. He's fluent in Hmong and he helps translate the organization's workshops for his fellow Hmong farmers in the Central Valley.

"It made me think about what I really wanted to do in life and the blessings that I had," he says. "What I realized is that my parents are farming in Fresno and that they could use my talents and abilities."

Yang's family farm grows a wide variety of produce catering specifically to an Asian palate. On a late spring day at the farm, one might find water spinach, with hollow stems that soak in the flavor of the garlic, and yam leaves, which are best gently sautéed with a dash of salt. There's bitter melon, which pairs well with black beans, and daikon roots, which are ideally pickled with a bit of white vinegar and sugar. The well-known bok choy is also available and is especially tasty when married to garlic, with a bit of salt and pepper.

In addition to farmers' markets across California, Yang's produce is distributed through Roots, APIFM's Los Angeles-based community-supported agriculture program, which he says has generated significant extra revenue for his farm and provided much-needed marketing assistance.



A family photo from the 1990s shows the Yang family sitting on a truck on their farm. Courtesy of Asian Pacific Islander Forward Movement

"What is most difficult about farmers' market for farmers is not only the number [of] trips that it takes, but that they're not guaranteed to sell [their produce] or make the trip worth it," says APIFM's Tsukahira.

Founded in 2013, APIFM works directly with Asian farmers like Yang across California to provide local and healthy food to the Asian and Pacific Islander population in Los Angeles.

According to the 2010 census, the greater Los Angeles metropolitan area has the highest concentration of Asian-Americans in the United States. Over the years, grocery store chains have popped up to serve this population. For Chinese-Americans, that's 99 Ranch and 168 Market. Mitsuwa, Nijiya and Marukai markets, which are three separate market chains, cater to Japanese-Americans, and Galleria and Zion markets target Korean-Americans.

"Not every Asian enclave has access to a grocery store that's selling culturally relevant produce," says Tsukahira, noting that L.A.'s Historic Filipinotown is considered a food desert.

"There are more liquor stores and fast food restaurants than grocery stores, and many community members have to take public transit for about an hour to get to a supermarket," Paul Nguyen, a program coordinator at APIFM, notes of the area.

And for the communities that do have access to a supermarket selling Asian greens, the issue is transparency and localism. While conventional Asian grocery stores are decent at labeling the countries from which they source, the exact suppliers are not divulged and the geographic range is international — anywhere from Mexico to China to Vietnam.

"The thing is that we don't know where they're getting their produce from," Tsukahira says, adding, "What we're trying to do is work with small, local farmers in California."

Over the years, APIFM has worked with dozens of farms through its workshops. Additionally, it works directly with seven farms to distribute produce in the greater Los Angeles area. It's a small operation and the group also dedicates a lot of attention to fostering the Hmong farming

community in Fresno County. According to a 2007 survey, there are roughly 1,500 small farms operated by southeast Asian farmers in Fresno County; about 900 of those are Hmong. They're part of a wave of immigrants who came to the United States in the 1980s and later because of persecution following the Vietnam War.

"A lot of them are first-generation immigrants and they're not informed about the rules and regulations and how to get into the farmers' markets," Nguyen says. "We work with them to help get their story out."

Workshop topics include irrigation, food safety, bookkeeping, marketing, and organic certification.

The irrigation workshop, Yang noted, was one of the most helpful and generated the most interest from farmers.

"They taught us the best time to water so you don't get charged as much. And it helped me schedule my water more effectively," Yang says. "The other farmers were really interested because they could finally see why the bills were so high."

Aside from helping farmers with logistics, the ultimate goal for APIFM is to create a food hub — a distribution network in Los Angeles that will provide traditional Asian produce to restaurants, schools, hospitals, community institutions and stores, so that small farmers won't have to make the cumbersome trip into the city on a weekly basis. Even as generations continue to become more Americanized, the produce is a way to maintain cultural relevancy and diversity.

APIFM is also gearing up to start a farmer incubation program, in which the organization will purchase land, obtain all the proper certifications for organic labeling and then lease plots out to the farmers.

On the consumer end, APIFM is offering subsidized vegetables and fruits for low-income families, and cooking and nutrition workshops at affordable housing units.

The focus, ultimately, is the Asian-American community, which makes up 14.7 percent of the metropolitan Los Angeles population. Leafy greens for sautéing, crisp daikon roots for pickling, and mustard greens for salting are an in-

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CALIFORNIA CERTIFICATIONS

CDOT UCP DBE #5988 • CA DGS SBE #1789941 •
SFCMD LBE #CMD011713300 •

EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

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ISSN 0892-5992



Access to Capital

The Basics of Startup Funding

The goal of every startup is virtually the same: grow to the point where you no longer are considered a “startup.” After all, who starts a company with the intention of remaining a startup?

While startups may use many different strategies to grow, each approach has one common denominator: funding. Simply put, it can be extremely difficult for your startup to scale effectively without money.

So how exactly do you go about obtaining funding? And how do you decide what funding options are best for your company? This guide will help answer these questions and more.

Defining “Startup”

What exactly is a startup? For a business enterprise to achieve startup status, it must meet the following criteria:

- At least one principal person of the company is pursuing the project on a full-time basis
- The prototype is being developed or the service is being discussed with potential users
- The business plan is being refined
- A management team is being identified

- Market analysis is underway
- Beta tests are being set up or initial customers are identified

What is Startup Funding?

Startup funding comes in many forms, but generally requires one to give up equity in a company in exchange for early stage financing. Often, this type of financing involves venture capitalists or angel investors. But, as today’s financial landscape continues to evolve, startups are accessing capital in less conventional manners that can provide them the funding they need when big banks will not.

Below you’ll find videos, case studies, links and experts that can help you understand some basics of startup funding.

The Basics of Startup Funding

Startups seem to be all the rage these days – from Silicon Valley to Tel Aviv, it’s hard to escape the concept. But why is entrepreneurship so attractive to so many people? For some, the idea of being one’s own boss is too good a prospect to pass up. Others are attracted by the potential for profit. And certain entrepreneurs could not con-

ceive of working in another field, and are driven by their passion. Regardless of one’s intent, entrepreneurs seeking funding for their startup can follow some simple rules:

For the Love of the Game

Often those who take on entrepreneurship do it due to their love for an idea, rather than a sole desire to find success. In the video below, Jeff Stibel, Vice Chairman of Dun & Bradstreet, states that passion is the one trait that matters most when seeking startup funding. He believes enthusiastic entrepreneurs who are unwilling to say “no” in the face of adversity set themselves up for success, and that the team that best conveys its passion for its idea can expand its options. From investments to contracts to partnerships, Stibel believes infatuation with one’s own idea can catalyze many different business opportunities.

There is No “I” in Team

Markets and products can change – the quality of character on your team cannot. That is why it is important for entrepreneurs to choose their team wisely. But be aware that you may be hard pressed to find individuals who are as enthusias-

tic about your idea as you are. With this in mind, Tony Westfall, co-founder of invino, recommends in the video below that you hire slowly and fire quickly when attempting to find partners who are as dedicated as you are.

Ideally, a company is run by 2-5 people whose skills complement each other nicely, as a balanced team is important. If you run a startup with a socially reserved operations guru, you should be comfortable handling investor relations, among other areas. This ability to recognize and capitalize on each member’s strengths and weaknesses is what can make a team great, especially if you surround yourself with people who challenge you to innovate and whom you can learn from.

And great teams can help attract investors. In the seed round of funding, when an idea is merely a concept, investors invest in you and your partners, so pick carefully.

More Than Money

Just as investors invest in your team, you should invest in your investor. In other words, you should view your investors not just as sources of

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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

LBE Subcontractor/Supplier Bids Requested For:

**San Francisco Public Utilities Commission
Alameda Creek Recapture
Contract No. WD-2825
BID DATE: August 10, 2017 at 2:00PM
Fax all quotes to 510-777-5099 or email to northwest.estimating@shimmick.com**

Requesting certified LBE Subcontractor and Supplier Quotes on:

Sheet Metal Contractors, Welding Contractors, Structural Steel Contractors, Reinforcing Steel Contractors, Insulation/Acoustical Contractor, Fencing Contractor, Fencing Materials, Landscape Contractor, HVAC Contractor & Suppliers, Earthwork & Paving, Electrical Contractors, Painting/Waterproofing Contractor, Drilling Services, Concrete Contractor & Suppliers, Trucking/Hauling, Metals for Custom Fabrication, Doors & Door Parts, Buildings (Portable or Prefabricated), Corrosion Prevention Products, Lumber & Supplies, Construction Building Materials, Safety & PPE, Marine Equipment, Structural Engineering

Contract Documents are available by owner after signing a non-disclosure agreement. Please visit www.sfwater.org/bids/bidlist.aspx for more information.

Subcontractors and Suppliers interested in this project may contact Jim Pelletier by email at jpelletier@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.



O.C. Jones & Sons, Inc.
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Contact: Jean Sicard
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REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Gross Field Airport
Runway 13-31 Reconstruction
County of Marin
Novato, CA
BID DATE: August 2, 2017 @ 2:30 PM**

We are soliciting quotes for (including but not limited to): Trucking, Airfield Safety & Traffic Control, Sawcutting, Fencing, Geogrid, Recycled Shoulder Material, Pavement Markings, Adjust Edge Lights, SWPPP, Testing, Surveying, Erosion Control, Pulverizing, AC Grinding, Seeding and Construction Materials

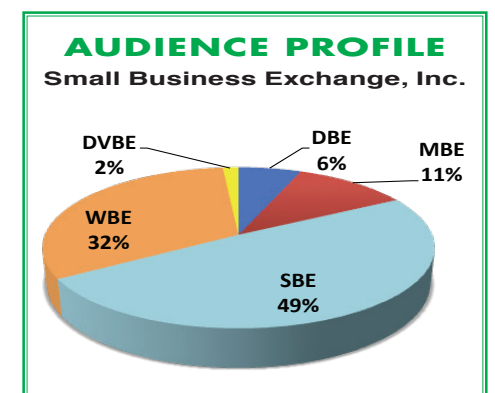
100% Performance & Payment Bonds may be required. Worker’s Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to break-out any portion of work to encourage DBE Participation. Plans & Specs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

CAHILL CONTRACTORS, LLC
Colby Smith at estimating@cahill-sf.com
(415) 677-0611

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



California Sub-Bid Request Ads



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

Requests sub-bids from qualified 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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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 Tiles; 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. We are an Equal Opportunity Employer



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

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

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 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 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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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. Non-qualified 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

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.

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California Sub-Bid Request Ads

Charles Pankow Builders, Ltd. is seeking certified and qualified SBE, DVBE and WeBuild sub-contractors 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.



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www.sbeinc.com/services/diversity_outreach.cfm

DESILVA GATES CONSTRUCTION

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

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

CITY OF PALO ALTO – PUBLIC WORKS DEPARTMENT, AIRPORT DIVISION APRON RECONSTRUCTION PHASE 1 (BID SET A)
IFB Number 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
**REVISED BID DATE:
JULY 25th, 2017 @ 3:00 P.M.**

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

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

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

DANVILLE VARIOUS STREETS & ROADS PRESERVATION PROJECT
Contract No. C-584,
Federal Aid Project No. STPL-5434(021)
Disadvantaged Business Enterprise Goal Assigned is 5%

OWNER:
TOWN OF DANVILLE –
510 La Gonda Way, Danville, CA 94526
BID DATE: AUGUST 1, 2017 @ 2:00 P.M.

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

ADJUST IRON, BRIDGE DECK REPAIR AND JOINT SEAL, CLEARING AND GRUBBING, ELECTRICAL, PAVING FABRIC, MINOR CONCRETE, PCC PAVING, ROADSIDE SIGNS, STRIPING, WATER POLLUTION CONTROL PROGRAM AND LEAD COMPLIANCE PLAN, SUBDRAIN PIPE, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

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

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. 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/Public-Works.html

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

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

GOLDEN GATE CONSTRUCTORS

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: 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 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

Corporate Social Responsibility: What Your Small Business Needs to Know

Continued from page 1

How to Get Started

A variety of business structures support CSR programs, from nonprofits, benefit corporations and cooperatives to traditional C corps.

CSR programs can support a variety of causes ranging from education, environmental efforts, economic development, youth services, disaster relief, or arts and culture. Almost two-thirds of mid-sized companies Download Adobe Reader to read this link content focus their CSR programs within

their home state, and most work with between one and five nonprofits to focus their local initiatives.

To prepare to launch your own CSR program, do the following:

- **Choose a direction:** A CSR program may focus on people, the environment or both. Choose a cause that your founders or staff are passionate about — one that also aligns somehow with your business mission.
- For example, if your small business is a man-

ufacturing facility, you may choose to strive to reduce environmental waste. Run a restaurant? You may choose to source your ingredients from local or sustainable sources. A retail shop may choose to focus on working with vendors who provide safe job opportunities for assemblers.

- The choice is yours! Start with one cause at a time as you discover the challenges and benefits of focusing on a particular issue.

Continued on page 6

California Sub-Bid Request Ads

nibbi

Project Name: Mission Bay Block 3E – DIV 1-48
Location: San Francisco, California
Pre-Bid Mtg: August 3, 2017 @10:30am
Bid Date: August 17, 2017 @2:00 PM

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 3E project in San Francisco. We are in receipt of the bid documents and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for DIV 1-48. The Office of Community Investment and Infrastructure (OCII) participation goal has been established for this project 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs located in zip code areas 94124, 94134 and 94107 followed by all areas in San Francisco. The Mission Bay Block 3E program goal is to provide a safe and healthy home for families and veterans. In addition, Nibbi Brothers is committed to supporting this goal by achieving a minimum of 5% Disabled Veteran Business Enterprise (DVBE) participation. All bidders should visit <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx> to search for DVBE's and solicit their participation in some capacity with your specific scope of work. Your proposed DVBE participation in your bid will be evaluated along with the bid and scope inclusions. The project consists of new construction of 101 affordable housing units in San Francisco with a total of 123,701 gross square-feet. The 4-story type V over 1-story type I housing project is to provide a safe and healthy home to support spaces for families and veterans. The building is organized into three wings surrounding a large landscaped multi-use courtyard. The project will also include a main lobby, activity rooms, administrative offices, storage, bike parking and an on-grade parking garage with 25 spaces.

To obtain bid documents through Building Connected, please contact **Kristin Medwick**, Senior Precon and Estimating Coordinator, kristinm@nibbi.com.

For specific questions regarding this project please contact **Elizabeth Crockett**, Preconstruction Manager, elizabethc@nibbi.com.

Kiewit

Kiewit Infrastructure West Co. (Kiewit)
 10704 Shoemaker Ave., Santa Fe Springs, CA 90670
 Tel: (562) 946-1816, Fax: (562) 946-3823
 Contact : Mike Sippl, Lead Estimator
 Email : mike.sippl@kiewit.com

Kiewit is seeking sub-quotes from certified Small Business (SB), Service-disabled Small Business (SDVO), Veteran-owned Small Business (VOSB), Historically Underutilized Business (HUB), Small Disadvantaged Business (SDB), and Woman-owned Small Business (WOSB) by the U.S. federal government's System of Award Management (SAM) or by the U.S. Small Business Administration (SBA).

Project Owner:
U.S. Army Corps of Engineers, Los Angeles District
Project Name: Santa Ana Mainstem, Lower Santa Ana River Channel, Reach 9-BNSF Railroad Bridge Protection
Project Location: Downstream of Prado Dam on the Santa Ana River, Corona, CA
Project Bid Date / Time: July 31, 2017 at 2:00p.m. PST

Project Description:

The project consists of constructing slurry concrete diaphragm walls for scour protection of the BNSF Railroad Bridge just downstream of Prado Dam on the Santa Ana River, Corona, CA. The design incorporates diaphragm walls to protect the bridge piers and abutments from long-term and localized scour with hydromill deep foundation trench excavation techniques to facilitate construction. Diaphragm walls around the existing piers will be 3' thick and varies from 32' to 47' deep. The abutment protection diaphragm walls will be 4' thick and varies from 34' to 92' deep. The deeper walls will need to be constructed under the RR bridge with approx. 25' vertical clearance. The bridge piers will also be protected with pier nose extension CIP walls up to 44' high built on new steel pile foundation.

Kiewit is requesting quotes in the areas described, but not limited to: **Aggregate, trucking and hauling, demolition, dewatering, landscaping contractors, concrete reinforcing installation and electrical work.**

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

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information, assistance or questions regarding the project, to discuss your specialty or scope of work, project schedule, requirements of the contract, licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact the Lead Estimator listed above.

Kiewit Infrastructure West Co.
is an Equal Opportunity Employer.
We encourage qualified women, minorities, veterans, individuals with disabilities, and other to apply.

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Asian-American Farmers

Continued from page 2

tegral part of the population's cultural identity. Yang says his biggest concern isn't a lack of demand for Asian produce, but a lack of farmers to feed that demand.

"We've gotten to a point where people are so disconnected [from] their food and their groceries. With that said, it's one of my favorite things to meet the mothers that show up for our produce," Yang says. "They feed their families with recipes that they grew up with. And it's a huge benefit for them to have access to a price that they're used to."

SOURCE: <http://www.npr.org>

Corporate Social Responsibility

Continued from page 5

- **Communicate with your team:** Staff feedback will be crucial for the success of your CSR program. Employees who work with vendors or spend time with clients in the community may be best in tune with how your company can make improvements to its systems, both for the benefit of your business and the benefit of your chosen cause.

Solicit feedback regularly and invite employees to share their thoughts and ideas.

- **Communicate with your customers:** Since customers want to do business with companies who have strong social programs, make plans to share your progress. You may not choose to release a regular CSR report in your first few months or dedicate a page of your website to your efforts immediately while you're testing options.

Instead, share your CSR wins on social media, in your email newsletter, or with clients face to face. Sharing your progress with your customers and in networking circles may provide opportunities to do even more for your chosen cause!

Want your small business to shine for a cause you care about? Work with a SCORE mentor to create a CSR program that's perfect for your company.

SOURCE: www.sba.gov

Rebuilding America's Infrastructure: MBDA Bringing Minority Firms to the Table for Eco-Rapid Transit Light Rail Project

Continued from page 1

Downtown Los Angeles to Artesia. The capital costs for the system is estimated between \$4.3-\$4.6 billion with substantial related economic development opportunities along the entire corridor. Future plans can include more rail transit opportunities and related investments north from Downtown Los Angeles to Glendale and the Hollywood Burbank Airport.

"This MOU opens the door for minority investors and businesses at a national and local level," said Eco-Rapid Transit Chair and South Gate Mayor Maria Davila. "We are very grateful and

happy to work with MBDA. This is a tremendous opportunity for our communities in the industrial and manufacturing heart of Los Angeles County. Eco-Rapid Transit looks forward to our partnership with MBDA."

Rebuilding America's infrastructure is a critical component of President Trump's agenda to promote job creation and grow the U.S. economy. The President released details on his infrastructure plan in June of this year.

The plan calls for lowering the average permitting time for infrastructure projects from 10 years to two years, unleashing private sector

capital and expertise to rebuild U.S. cities and states, investing in infrastructure and bold new transformative projects, and implementing a work-force training initiative focused on skill-based apprenticeship education.

For more details on the President's plan visit <https://www.whitehouse.gov/blog/2017/06/08/president-trumps-plan-rebuild...>

About the Minority Business Development Agency (MBDA)

MBDA, www.mbda.gov, is the only Federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses.

Our programs and services better equip minority-owned firms to create jobs, build scale and capacity, increase revenues and expand regionally, nationally and internationally. Services are provided through a network of MBDA Business Centers. Established in 1969, MBDA continues to be a dedicated strategic partner to all U.S. minority-owned businesses, committed to providing programs and services that provide greater access to capital, contracts and markets. Follow us on Twitter @usmbda.

SOURCE: www.mbda.gov

Startup Funding

Continued from page 3

money, but as partners. It is important to understand that investor relations are intricate, and just as you judiciously select your team, you should carefully choose your investors. You may be tempted to take the first offer you're given and run – don't.

Initial investors can be your biggest asset to raising future rounds of funding. Therefore, you should seek an investor that you can trust, respect, and learn from. It can be entirely possible that your initial investor will sit on your board of directors for years to come and help with future investments.

If at First You Don't Succeed, Try Again

Ashish Soni, Executive Director of Digital Innovation at USC, mentions in the video below that merely 0.6% of companies that pitch to venture capitalists or angel investors get funded. 0.6%! That means you could reasonably expect to be in nearly 200 investor meetings. So, if at first you do not succeed, do not be discouraged.

Types of Startup Funding

With so many different funding options available, it can be difficult to know which type of investment is appropriate for your startup. Luckily, most forms of capital can be applicable to almost any particular stage of your startup.

Self/Family Financed

For most entrepreneurs, it can be difficult to raise capital from an idea alone; intelligent investors look for more than just a concept before investing. That is why a large majority of entrepreneurs initially opt to self finance or ask friends and family for help – it's easier, practical, and sometimes the only option.

Like all forms of funding, self financing/asking family for money can be both beneficial and potentially detrimental. Self financing is pretty straightforward – use whatever available funds you have to follow your dream, hopefully without going broke. Using family and friends for funding can also be straightforward, but there is more at stake than just money. For example, it can be extremely difficult to manage your family's expectations and could put a strain on your relationships, and anything other than success could result in personal risk, if you've wagered your lifesavings. On the other hand, there may be low legal risk if the money is lost – you'd like to think your family would not sue you if your

business doesn't get off the ground.

Crowdfunding

Crowdfunding is a relatively recent funding phenomenon that involves crowdsourcing small investments from individuals. It can be a particularly effective method for funding your startup if you have a defined target market and know which site is the appropriate platform to promote your idea. While crowdfunding can be an effective way to raise capital, its main advantage for entrepreneurs is its ability to grow a community of backers who are engaged and committed to your idea.

Small businesses and startups alike can utilize crowdfunding, but executing a successful campaign can be an art. Our crowdfunding guide can help you learn more about how you can utilize crowdfunding to help you grow your business and turn your backers into long-term customers.

Angel Investors

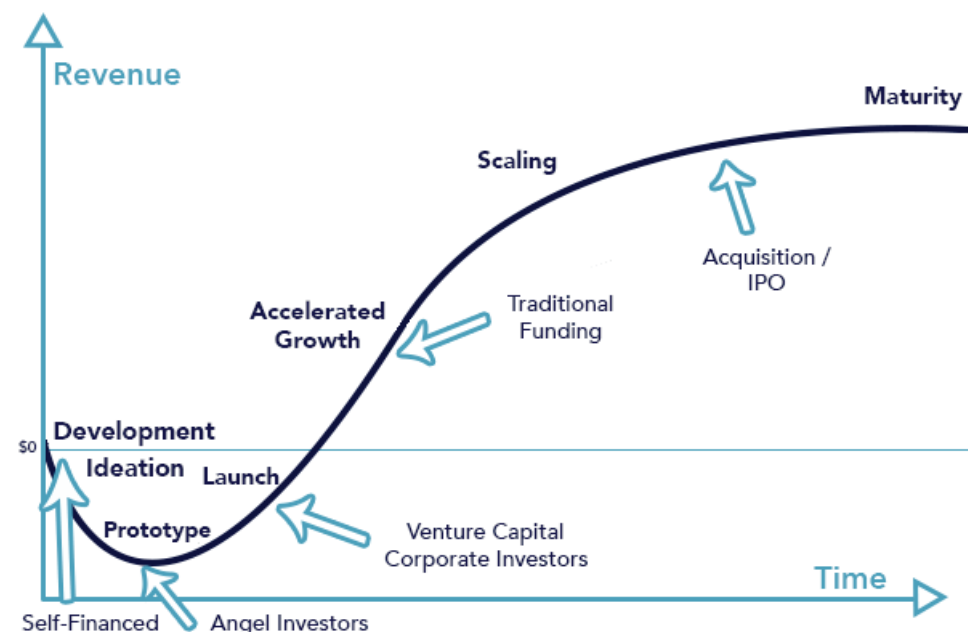
Once you have developed a business plan, created a prototype, identified a target market, and recruited a team, it can be time to seek funding from experienced entrepreneurs. These entrepreneurs, known as angel investors, are usually wealthy individuals who have successfully scaled a startup of their own. They are motivated to fund other entrepreneurs for a variety of reasons: they can gain profit from an exit, they find joy in helping other entrepreneurs, or they enjoy being involved in a growing business.

Whatever their incentives may be, angel investors can be a tremendous source of capital, and more importantly, guidance. Luckily, there are plenty of angel investors to go around, and numerous means to connect with them. First consider reaching out to a friend or networking to find someone who can help. If you do not know anyone, have no fear – there are multiple formal angel organizations that can help. Keiretsu Forum, Bay Angels, and Angel List are some of the many regional and global angel networks that connect entrepreneurs with angel investors.

Venture Capital (VC)

Once you have secured an Angel Investor, and are on track to release the first iteration of your product, it is time to consider the help of venture capitalists (if that is your goal, of course). Venture Capital or VC firms are formal financial intermediaries and are trusted with investing for a group of people or entities, and they can mean business.

Below is an image that highlights when you can use which type of capital for your startup, as well as detailed outlines of each of the investment opportunities.



All VC firms have a similar structure. They generally consist of Limited Partners, or investors, and General Partners, or the firm itself. General and Limited partners collectively own a Venture Capital fund, which is managed by the VC firm. The fund, in turn, owns a portfolio of investments and profits from initial public offerings or mergers and acquisitions.

Securing a meeting with a VC firm can be far more formal, and far more difficult, than securing a meeting with an Angel Investor. Venture Capital meetings almost always require a personal introduction to a partner, making networking essential – hopefully your Angel Investor can help, if you have one already. We have more information below in the “Stages of VC Investment” and “Meeting With VCs” sections on how VCs invest money and about how the VC presentation process works.

Venture Capital firms are also responsible for funding accelerators, which are becoming more and more popular in today's entrepreneurial landscape. Accelerators, also known as incubators, are essentially bootcamps for startups where entrepreneurs can receive support and education to help grow their businesses. Hundreds of aspiring entrepreneurs apply to accelerators annually,

and for elite programs like Y Combinator and Techstars, the application process can be highly competitive. Learn more about accelerators and to see if they are appropriate for your startup.

Traditional Funding

Traditional funding, or bank loans, can be hard for startups to obtain – banks are most likely not going to risk lending to an unestablished business that may default on a loan. That is why traditional funding is appropriate for businesses that have a history of sales, strong business credit, and are growing rapidly.

Like all forms of funding, obtaining a bank loan can have its pros and cons. On the plus side, bank loans allow for complete ownership (as opposed to Venture Capital), low interest rates, and some tax benefits. On the downside, business loans are not given usually given in amounts under \$250,000, which means you will be paying off any loan for many years. If bank loans are out of the question, or if your business is not in good position to apply for one, there are plenty of alternative lending options.

SOURCE: <http://accesstocapital.com>

On Infrastructure, California Goes Back to Basics

Continued from page 1

before we start talking about grand expansion.”

California's transportation system is pretty diverse. You can't pass a transportation funding bill through the legislature without it being diverse. So Fix It First was the focus out of necessity. But it also has some of the other things people were looking for. We have funding for public transit, funding for trade corridors, funding for congested commuting corridors and funding for bicycle and pedestrian facilities.

California is one of six states this year to raise its fuel taxes and one of 24 states to raise those taxes in the last four years. Why are so many states moving in this direction?

To me, that is the story: With inaction at the federal level, there is great action at the state level. While our numbers are big, we are doing what a lot of other states have done. These states are red and blue. The reality is that for infrastructure

investment, all states -- red and blue together -- are saying, “We have great needs, and this infrastructure is vitally important. While the federal government hasn't touched the gas tax since the early 1990s, we have to act.”

Now what we hope is because so many states have stepped up, maybe the federal government will get to infrastructure as a top priority.

Are you expecting or planning for a major federal infrastructure bill, like the one President Trump has discussed, in the near future?

We've taken care of our own side of the street by stabilizing our own money dedicated to transportation improvements here in California. That puts us in a great place to provide match money for whatever federal dollars may come. If Congress says they want to invest in trade, California is well-positioned to match.

President Trump and his advisers have talked a lot about using more private money to build

infrastructure. How effective do you think that strategy could be? How far does that get you?

Public-private partnerships (P3s) need to be put in the proper perspective. There's no free money here. When you talk about a P3, you have to have a project that is raising its own revenue. When a private partner comes in, what they're really doing is helping you finance it, which means you have to pay them back with that revenue stream.

So there is clearly a time and a place for them. We think we have one of the largest P3 projects on the horizon with our high-speed rail project. We're trying to finish the public part of that project, in terms of getting all of the environmental [studies and permits] done. Then there will be a combination of public and, we hope, private investment that will see that project through.

I get P3s as a tool. [But] I don't think they're a viable answer in totality for our transportation needs. You have to have public investment and

get some of the “fix it first” things done. P3s are by no means the overall answer to our transportation challenges.

But there are still a lot of questions about the public funding for your state's high-speed rail line. How is the state going to pay for its part once federal stimulus money and the 2008 state bond money runs out?

This is a place where we've heard positive things from the Trump administration, about a focus on faster trains and high-speed rail. Nowhere is high-speed rail as far into construction as it is here in California. We've got 1,200 tradesman working in the Central Valley now, building parts of the system.

Visit link for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2072&pageID=25

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376723-00

Fictitious Business Name(s):
Proven
Address
739 Bryant Street, San Francisco, CA 94107
Full Name of Registrant #1
Four Seasons Care Center, Inc. (CA)
Address of Registrant #1
739 Bryant Street #205, 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 **4/25/2017**

Signed: **Jeremy Bragg, CEO**

This statement was filed with the County Clerk of San Francisco County on **7/07/2017**

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: **Homyrah Alocozy**
Deputy County Clerk
7/07/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376785-00

Fictitious Business Name(s):
1.) The Humanity Company
2.) HMNTY
Address
5608 Mission Street, Apt 3, San Francisco, CA 94112
Full Name of Registrant #1
Jobelle Gacuya
Address of Registrant #1
5608 Mission Street, Apt 3, 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 **7/12/2017**

Signed: **Jobelle Gacuya**

This statement was filed with the County Clerk of San Francisco County on **7/12/2017**

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
7/12/2017

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

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-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-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-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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376749-00

Fictitious Business Name(s):
Outer Orbit
Address
3215 Mission Street, San Francisco, CA 94110
Full Name of Registrant #1
Skillshot LLC (CA)
Address of Registrant #1
316 Bocana Street, San Francisco, CA 94110

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

Signed: **Christian K. Gainsley**

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376863-00

Fictitious Business Name(s):
DWF Technology Services
Address
1235 Ramsell CT C, San Francisco, CA 94129
Full Name of Registrant #1
David W. Freeman
Address of Registrant #1
1235 Ramsell CT, Apt C, San Francisco, CA 94129

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/18/2017**

Signed: **David W. Freeman**

This statement was filed with the County Clerk of San Francisco County on **7/18/2017**

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
7/18/2017

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) Mama Art Cafe / Mama Spice
Located at **4754 Mission Street, San Francisco, CA 94112**

This fictitious business name was filed in the County of San Francisco on **12/14/2010** under file **0332054**

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

Full Name of Registrant #1
Eden 3, Inc. (CA)
4754 Mission Street, San Francisco, CA 94112

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

Signed: **Eduardo A. Ramirez**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
7/17/2017

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