

# SMALL BUSINESS EXCHANGE

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

## Affirmative Action—For Better or Worse

By Cheryl Hentz, SBE Columnist

The original intent of Affirmative Action was to equalize educational, employment and contracting opportunities for minorities and women with opportunities otherwise given to their white, male counterparts. The policy was born of the Civil Rights Act of 1964, President Lyndon B. Johnson's executive order 11246, and the Equal Protection Clause of the 14th Amendment to the U.S. Constitution.

Affirmative action itself has been defined as "any measure, beyond simple termination of a discriminatory practice, adopted to correct or compensate for past or present discrimination or to prevent discrimination from recurring in the future." (U.S. Commission on Civil Rights, Statement on Affirmative Action, October 1977.) Affirmative action means taking positive steps to end discrimination, to prevent its recurrence, and to create new opportunities that were previously denied minorities and women. Has that actually happened? It depends on who you talk to.

Implementation of Affirmative Action started slowly, with the construction industry the site of one of the first tests. In 1965, the Office of Federal Contract Compliance created government-wide programs to redress the years of discrimination in the construction industry. The series of affirmative

action programs was designed to boost minority employment by emphasizing hiring results in federally funded construction jobs.

In the 1970s, The Vietnam Era Veterans Readjustment Assistance Act of 1972 called for "the preferential employment of disabled veterans and veterans of the Vietnam era ... who are otherwise qualified." The act was amended a year later to require federal agencies and contractors to take affirmative action in employment and promotion for people with disabilities. These changes underscored the use of affirmative action as a balancing of competitive interests. Affirmative Action was understood to be the creation of opportunities to compete and not an assurance of outcome or success.

Indeed, during its 52-year lifespan, Affirmative Action has tried to end discrimination against minorities and women; however, from those attempts was born is what some have called "reverse discrimination" toward white males. Race-conscious programs and their set-asides, goals or quotas—however people choose to describe them—have created much controversy and protests—sometime violent.

In the last 10 to 20 years, Affirmative Action has also resulted in much court action, with the well-intended law being challenged in court after

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Image Credit: time.com

President Lyndon Johnson signed into law the Civil Rights Act of 1964 with a speech in which he drew a direct comparison between the bill he was signing and the legacy of the founding fathers

## Major Change for Procurement in California

By Karen Massie

The state of California has just made a major change in the way it does business with small businesses and other outside vendors.

"It's going well," said Jim Butler, Chief Procurement Officer for the State of California.

He's referring to Cal eProcure, the new online procurement portal for vendors and suppliers interested in state contracts for all types of goods and services.

Cal eProcure is a part of FI\$Cal, the Financial Information System for California, one of the largest information technology undertakings in the history of the state.

The FI\$Cal System will enable the state to combine accounting, budgeting, cash management and procurement operations into a single financial management system.

Obviously, there are a lot of questions about Cal eProcure. But this new website comes with online training and webinars where the user can ask questions of the instructors.

"We've conducted more than 100 webinars since we went live in December," Butler explained. "More than 1000 people have participated in the webinars. They can see people using the website for certification or advertising. They can ask questions and get answers as they go along."

Cal eProcure replaced BidSync, the website the state has used since 2009 for certifying small businesses (SBs) and Disabled Veteran Business Enterprises (DVBEs), finding information on those businesses and advertising state contracts. "BidSync did a good job," Butler pointed out. "For the last several years, over 90 percent of the SBs that applied for certification were approved and it took about 30 minutes."

But the new system has a major advantage. "It [also] has the state budget, state accounting, purchase orders, requisitions and all statewide

contracts," explained Butler. "It's all in one system." Users can also access the site from their cellphones and tablets.

The state rolled out the certification portion of the website last December and small businesses that were interested in doing business with the state could start getting certified. Meanwhile, over 26,000 small businesses and vendors in the old BidSync system were transferred to Cal eProcure.

All of their certifications were extended to July 2016 to make sure they didn't have any problems.

In January, state agencies started using the system and advertising contracts. Before any of that could happen, employees from the De-

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### Upcoming Articles:

- City of the Future: Technology & Mobility
- State of America's Cities: Special Section on Workforce Development
- 5 Things Business Owners do Better with Lean Business Planning

# Community Outreach

## Small Business Outreach for 2016 Off to a Rousing Start

As high-speed rail construction marches south through the Central Valley, the need grows for more certified small businesses. During the month of January, 104 small business owners and representatives attended five small business certification workshops hosted by the Authority and the Department of General Services (DGS) in Northern, Central and Southern California.

Small Business Advocate Alice Rodriguez was on hand during each session to let companies know about ongoing and future bidding opportunities on Authority contracts. "We don't want anyone left in the dark about our business opportunities and how they can participate," said Rodriguez.

"We want prime contractors to have a diversified list of certified Small Businesses, Disadvantaged Business Enterprises and Disabled Veteran Business Enterprises that they can choose from to help us reach our 30 percent goal for small business participation."

At the workshops, DGS representatives explained that California changed its procurement

process in December when it launched Cal eProcure, a new online portal for businesses to sell products and services to the State. Workshop participants also heard from local representatives of the Small Business Administration, California Department of Transportation (Caltrans) and Santa Clara Valley Transportation Authority.

Twenty-one small businesses have obtained their certification at Authority workshops since the beginning of the year.

Twenty-one others were working on finishing the certification process.

Rodriguez is also working on an online database that allows the public to see contact information for small businesses and primes on the Authority's vendor registry. She said she hopes to start some new workshops where small businesses can learn how to navigate the state procurement process and get help from design-build teams and federal, state and resource partners.

"We want prime contractors to have a diversified list of certified Small Businesses, Disadvantaged Business Enterprises and Disabled Veteran Business Enterprises that they can choose from to help us reach our 30 percent goal for small business participation."

Alice Rodriguez  
Authority Small Business Advocate

Upcoming free small business workshops are posted on our events page for the Authority: <http://hsr.ca.gov/Newsroom/events.html>.

If you want to be included in the mailing list for these workshops, please contact us at [sbprogram@hsr.ca.gov](mailto:sbprogram@hsr.ca.gov).

SOURCE: California High-Speed Rail Authority

## Workforce Development

### Workforce Development for Economic Competitiveness

By Kathleen McConnell

Increasingly, cities and city leaders are viewing workforce development as an important local issue. The reasons are twofold and interrelated. First, cities are grappling with how to aid unemployed individuals whose jobs and industries have fallen victim to economic and sectoral downturns. Second, city leaders are acknowledging that their cities' future economic competitiveness and long term success is directly tied to the quality and skills of its workforce.

A city's economic competitiveness used to be a game of attraction, often driven by its ability to offer (among other things) cheap land and large pools of unskilled, but able labor. However, in a global economy, cities around the world are better able to compete on price. Advances in technology and global flows of goods and services allow businesses increased mobility to relocate operations to suit bottom lines.

Today, an able workforce is still vital, but employers are looking for higher-skilled workers, often with some post-secondary education to fill more specialized jobs. As such, an unskilled workforce and lack of mechanisms to upgrade worker skills will negatively impact a city's ability to retain and grow businesses and attract new investment. A city's home-grown economic competitiveness is also directly tied to the skills and abilities of its workforce, as these are the individuals that start businesses and drive future innovation.

These factors are leading cities and city leaders to view building and retraining a skilled workforce as a critical economic development issue. According to a recent survey by the National League of Cities, one in three city officials report that their cities have become more involved in workforce development in light of changes in economic conditions.<sup>1</sup> For many cities,

this is likely a new policy area as workforce resources typically flow from the federal, state and county levels.

This document provides city leaders with strategies to strengthen their role in the workforce development arena.

#### Know the Stakeholders

Workforce development is a complicated policy issue at the local level. It straddles economic development, education, and safety net issues (just to name a few) and is often carried out by the stakeholders representing each issue, often not in conjunction with each other and often with disparate goals. In most cities, there are already a variety of groups simultaneously offering workforce development services.

There is no one-size-fits-all strategy or solution for workforce development. Each city faces unique challenges and situations. For city government to play a constructive role, it is first important to understand the current set of actors and programs and leverage the position of city government to effect change. City activities could be anything from providing financial or staffing resources for a coalition, connecting stakeholders that do not

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**DGS**  
GENERAL SERVICES

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# Diversity on the Move

## Savantis Group, Inc., San Francisco

When Deniz Mater came to the SBDC in late 2006, she and her husband, Roel Deuss, were managing a one year old company, SAP Headhunter, Inc., from their home office. The company provides IT services to customers of SAP, a German company that is one of the leaders in Enterprise Resource Planning software. Deniz and Roel are providing consultants to these customers and conducting job searches for them. They also engage in a number of in-house projects for their clients. They were receiving a reasonable amount of revenue but the SAP market presented them an excellent opportunity for growth.

They had already decided to hire a salesman and aggressively attack the market, however they first needed to get a handle on their cash flows and capital needs for this expansion. They were referred to the SF SBDC's financial management consultant, Tom Camerato. He helped them construct a five year financial model that called for an aggressive sales growth of 40% per year. At the same time, our marketing team helped them prepare their sales and marketing plan. Consultant Jerry Ervin advised them that a name change and identity makeover were needed. Malana Moberg assisted them with their marketing strategy and our internet marketing consultant, JP Collins assisted them develop a site plan for their first website. Malana had the job of convincing them, not only that a name change was necessary, but that the identity makeover could be accomplished without an interruption in their planned growth. Director Al

Dixon advised them on the bank loan process and also brought in consultant Bob Lane to help them pursue the government market. They've even received trade show counseling, as our consultant Khatchig Jingarian has prepared them to attend their first trade show in early 2008.

The new name chosen was Savantis Group, Inc. The branding would allow them to incorporate Savantis Staffing as a separate but connected line of business to their project based business. They obtained \$250,000 in loans from Wells Fargo Bank to finance their growth, hired a sales staff and launched their website. The results were phenomenal. Their sales in 2007 have quintupled the results from 2006, far exceeding their target of 40% growth.

"Tom Camerato is the best," says Deniz " He not only showed us how to properly project the numbers, but he also helped us to understand what is behind the numbers and so we can make better decisions." In fact they have returned to Tom again as they're setting their sights on becoming a \$10 million company in the next 4 to 5 years. They're not only revising projections but they are now learning to properly value their business as prospects of joint ventures and acquisitions could be in their future.

They've now outgrown their home office and have leased space in an office building directly across the street from the SBDC. Our latest SBDC success story is now becoming our neighbor in San



Francisco's Financial District. Our welcome wagon is out and our hats are off to the Savantis Group, Inc.

**Client: Savantis Group, Inc.**  
**Owner: Deniz Mater and Roel Deuss**  
**Address: 250 Montgomery Street, Suite 1205**  
**San Francisco, CA 94104**  
**Telephone: 415 236 1077**  
**Website: www.savantisgroup.com**  
**Email: contact@savantisgroup.com**  
**Established: January, 2006**

### About The Savantis Group

#### Focus. Dedication. Passion.

Our mission is straightforward: To become true partners with our customers and team members, being focused on the same objectives of efficiency and competitiveness.

The Savantis Group allows mid-sized organizations to cost-effectively implement and support SAP business software. We offer training and

recruitment assistance, software and implementation services, and technical support.

In addition to full SAP system integrations, we also develop complementary products that enhance the SAP system, including mobile applications, rapid implementation templates, and add-on applications such as rental solutions.

### The Savantis Group will:

- Deliver complete solution offerings in the areas of Retail and Wholesale, HANA, Mobility, Netweaver Identity Management, Rental and other point solutions
- Enable Capability Design & Build, Training & Education
- Support through SAP's world-class AMS, hosting and functional support models.

Contact us to learn more about our capabilities today. <http://www.savantisgroup.com/about/contact-us.aspx>

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

## SUB-BID REQUEST AD



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

Requests sub-bids from qualified California Unified Certification Program (CUCP) OR U.S. DOT certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Caltrain – Peninsula Corridor Joint Powers Board (JPB), Los Gatos Creek Bridge Replacement Project in San Jose, CA.  
<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

**Los Gatos Creek Bridge Replacement • Contract No. 16-J-C-005**

**Owner: Peninsula Corridor Joint Powers Board (JPB)**

**Bid Date: August 2, 2016 at 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

wanted for the following scopes, including, but not limited to: AC Paving, Aggregates, Concrete, Minor Concrete, Concrete Forming, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Electrical, Precast Concrete, Cast in Place Concrete, CIDH Concrete Piles, Dewatering, Demolition, Earthwork, Erosion Control, Fencing, Polymeric Sheet Waterproofing, Ground Water Treatment, Hazardous Materials Abatement, Joint Sealant, Landscaping, Metals, Paints and Coatings, Quality Control, Rail Welding, Retaining Wall, Site Clearing, Signal Shelters, Support of Excavation, Slope Protection, Street Sweeping, SWPPP, Structural Steel, Signage, Sheet Waterproofing, Temp Facilities, Track Removal & Salvage, Trackwork, Trucking & Hauling, Waterstops, 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 certified, DBE 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 25, 2016 and Quotes NO LATER THAN August 1, 2016 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

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## ST. LOUIS, MO SUB-BID REQUEST AD

### MBE BIDDING OPPORTUNITY

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

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

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

**Owner: Metropolitan St. Louis Sewer District  
 DEER CREEK SANITARY TUNNEL (CLAYTON RD. TO RDP)**

**Letting No. 11731-015.1**

**BID DATE: August 25, 2016 AT 2:00 PM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, mechanical rock excavation, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, slide gates, electrical and controls work, landscaping, dewater pump station, pest control, IT services, waste disposal, cleaning services, and security services.

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

### Shea McNally JV

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

# California Sub-Bid Request Ads



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

LBE Subcontractor/Supplier Bids Requested For:

**San Francisco International Airport  
Hensel Phelps  
Terminal 1 Center Renovation Project  
Contract No. 10011.66  
Bid Package #3  
BP3.7 – Deep Foundation Piles  
BP3.8 Utilidor  
Bid Date: August 9th, 2016 at 2:00PM  
Fax all quotes to 510-777-5099**

Requesting certified LBE Subcontractor and Supplier Quotes on: **Earthwork, Concrete Ready-Mix, Rebar, Miscellaneous Metals, Trucking, Waterproofing, Shoring**

Please contact Jamie Helmick at [jhelmick@shimmick.com](mailto:jhelmick@shimmick.com) if you need to view plans and specifications.

Subcontractors and Suppliers interested in this project may contact John White by phone at (510) 777-5000.

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.



## McGuire and Hester

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

Contact: John Gasiorowski • An Equal Opportunity Employer

Sub Bids Requested From Qualified **Richmond Business Enterprise (LBE/SLBE)**  
Subcontractors & Suppliers for

**City of Richmond - Richmond-Ohlone Greenway Gap Closure Project  
CIP NO. 09-021**

**Location: Richmond, Contra Costa County • Bid Date: August 25, 2016 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: Concrete, Excavation, Demolition, Construction Clean-up, Clear and Grub, Electrical, Hazmat Disposal, Iron Work/Welding/Misc. Metals, Landscape, Security, Building Materials, Traffic Control, Trucking, SWPPP, BART Safety, Construction Area/Roadside Signs, Reinforcing Steel, Striping, Testing & Inspection, Survey, Temporary Fencing, Sawcutting, Seeding.

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



## O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Repair Slides – Hwy 101 • Mendocino County • Caltrans #01-0B5004  
BID DATE: August 10, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Temporary Active Treatment System, Traffic Control System, Flashing Arrow Sign, Portable Changeable Message Signs, SWPPP, Storm Water Annual Report, Temporary Erosion Control, Channelizers, Temporary Fencing, Dust Control Plan, Abandon Culvert, Destroy Well, Asbestos Plan, Cold Plane AC, Clearing & Grubbing, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Imported Borrow, Topsoil, Planting & Irrigation, Erosion Control, Hydroseed, Compost, AC Dike, Rumble Strip, Tack Coat, Steel Soldier Pile, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Sculpted Shotcrete, Structural Shotcrete, Drilled Hole, Ground Anchor, Roadside Signs, Timber Lagging, Sound Wall (Masonry Block), Clean & Paint Steel, Prepare & Stain Shotcrete, Underground, Concrete Anchor & Cable Assembly, Concrete Manhole, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Fencing, Striping & Marking and Construction Materials.

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



11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: GARRY DAY  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
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DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**YERBA BUENA ISLAND STREET IMPROVEMENTS  
Sub-Phase 1YA and 1YB, San Francisco, CA  
Small Business Enterprise Goal Assigned is 41%**

OWNER:

TREASURE ISLAND COMMUNITY DEVELOPMENT, LLC c/o LENNAR URBAN  
1 Sansome Street, Suite 3200, San Francisco, CA 94104

**BID DATE: AUGUST 11, 2016 @ 2:00 P.M.**

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

**CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, EROSION CONTROL, FENCING, JOINT TRENCH, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PUMP STATION, ROADWAY EXCAVATION, SHORING, SOIL NAIL, STRIPING, SURVEY/STAKING, TEMPORARY EROSION CONTROL, TREE REMOVAL/TRIMMING, UNDERGROUND UTILITIES, WALL (BLOCK), WALL (GABION), WALL (MSE), TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, GEOGRID MATERIAL.**

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the Dropbox site at <https://www.dropbox.com/sh/kq8okfn86g57bt/AACftxLhRmnOexjiIzdziRPa?dl=0>

Information is also available on the City and County of San Francisco's website at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11060>

A non-mandatory pre-bid meeting and job walk will be held on July 26, 2016 at 10:00 AM located at Casa de la Vista (Building 227) Treasure Island, 191 Avenue of Palms, San Francisco, CA 94130.

Fax your bid to (925) 803-4263 or email it to [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Estimator Garry Day. If you have questions for the Estimator, call at (925) 829-9220.

If you need SBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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



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](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:

**CALTRANS ROUTE 580 Contract No. 04-3G59U4 ALAMEDA AND SAN JOAQUIN COUNTIES ON ROUTE 580 FROM PATTERSON PASS ROAD OVERCROSSING TO GREENVILLE OVERHEAD AND FROM EDEN CANYON ROAD UNDERCROSSING TO STROBRIDGE AVENUE UNDERCROSSING AND ON ROUTE 205 FROM SAN JOAQUIN COUNTY LINE TO MIDWAY ROAD UNDERCROSSING,  
Federal Aid Project ACIM-000C(438)E DBE Goal Assigned is 5%**

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

**BID DATE: AUGUST 24TH, 2016 @ 2:00 P.M.**

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

**AC Dike, Bridge Deck Resurfacing, Clear and Grub, Demolition, Concrete Barrier, Construction Area Sign, Crack & Seal, Develop Water Supply, Electrical, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Fencing, Cable Railing, Lead Compliance Plan, Lightweight Aggregate Supplier, Guardrail, Minor Concrete, Minor Concrete Structure, LCB, PJCP & Structural Concrete, Pre-cast Screenings, Roadside Signs, Channelizer, Markers, Rumble Strip, Sign Structure, Soldier Pile Wall, Striping, Survey/Staking/SWPPP/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Street Sweeping, Imported Borrow, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:17pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com:17pa55wd@pub.desilvagates.com) and password is 17pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator 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/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.

Visit Small Business Exchange at  
[www.sbeinc.com](http://www.sbeinc.com) to download the latest  
SBE Newspaper and Daily E-Newsletter



# California Sub-Bid Request Ads

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:  
Site Clearing, Demolition, and Abatement / Concrete / Shoring, Underpinning / Site Utilities

**POTRERO HILL BLOCK X -  
Structural Early Bid  
1101 Connecticut Street,  
San Francisco, CA 94107**

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

**BID DATE: 8/16/16 @ 2 PM**

Voluntary Pre-bid Meeting:  
7/29/16 @ 10:30am, Cahill's Office  
425 California St., Suite 2200  
San Francisco, CA 94104

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

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:  
Elevators / Fire Protection / Solar Panels (Photovoltaic Infrastructure Only and Solar Hot Water) / Exterior Building Maintenance

**PARCEL O - 50% CD EARLY BID  
(SELECT TRADES)**

**455 Fell Street, San Francisco, CA 94102**

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

**BID DATE: 8/19/16 @ 5 PM**

Voluntary Pre-bid Meeting:  
7/29/16 @ 11:15am, Cahill's Office  
425 California St., Suite 2200  
San Francisco, CA 94104

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



## Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: Alan McKean  
Website: [www.gallagherandburk.com](http://www.gallagherandburk.com)

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:  
**PERALTA STREETScape IMPROVEMENT PROJECT**  
City Project No. P414250,  
Federal Project No. CML-5012(127)  
Disadvantaged Business Enterprise Goal Assigned is 16%  
OWNER: CITY OF OAKLAND  
1 Frank H. Ogawa Plaza, Room #101, Oakland, CA 94612  
**BID DATE: AUGUST 4, 2016 @ 2:00 P.M.**

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

**CLEARING AND GRUBBING/DEMOLITION, CRACK SEALING, ELECTRICAL, LANDSCAPING, MINOR CONCRETE, SITE FURNISHINGS, ROADSIDE SIGNS, MICRO SURFACING, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 4 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%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password is [f7pa55wd](http://www2.oaklandnet.com/Government/o/CP/s/ContractingPurchasingOpportunities/index.htm)), or from CIPList.com <http://ciplist.com/plan/?Oakland/city/9392/plan/1538> or from the Owner's site at <http://www2.oaklandnet.com/Government/o/CP/s/ContractingPurchasingOpportunities/index.htm>

Fax your bid to (510) 261-0478 to the attention of Estimator Alan McKean. If you have questions for the Estimator, call at (510) 261-0466. 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 (510) 261-0466, 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)). GBI 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. GBI is an equal opportunity employer.

An Equal Opportunity Employer

## TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003  
Contact: Arnold Tostado • [atostado@taftelectric.com](mailto:atostado@taftelectric.com)  
Phone: (805) 642-0121 • Fax: (805) 650-9015

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

**TS-12-01, Dunningan Street Traffic Signal Project CML-5393 (033)**

Location: Camarillo, CA

**BID DATE: August 2, 2016 @ 10:00 AM**

SEEKING: Traffic Control, Stormwater Pollution Control, Concrete Ramps, Signing/Striping, Traffic Loops, A.C. Paving, Traffic Signal Installation.

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

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

We Are An Equal Opportunity Employer

## Guy F. Atkinson Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers/Consultants for:

**Caltrans Contract 07-279114**

**Construction on State Route 60 in Los Angeles County  
in Diamond Bar and City of Industry**

**from Grand Avenue Overcrossing to 0.1 Mile West of Prospectors Undercrossing**

**Bids Tuesday, August 9, 2016**

**Description of Work, Services & Supply (but not limited to):** AC Paving, CIDH, Clear and Grub, Construction Area Signs, Demolition, Electrical, Environmental Services, Erosion Control, Fence/Guardrail, Grind Concrete, Irrigation System, Joint Seals, Landscaping, Minor Concrete Structures, Misc Concrete, Misc Iron and Steel, OH Signs, Pipe Supply, QA/QC, Pavement Marking, Paving Supply, Reinforcing Steel.

**REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.**

**This Project has a 12% DBE Goal. \*\*\*Lower Tier DBE participation is encouraged.\*\*\***

## Guy F. Atkinson

18201 Von Karman Ave, Suite 800. Irvine, CA 92612  
[socal.estimating@atkn.com](mailto:socal.estimating@atkn.com)  
Phone: 949-382-7145. Fax: 949-553-0252  
Contact: Drew Nelson

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.

**TO DOWNLOAD PLANS, SPECS, ADDENDA, THE INFO HANDOUT, ETC.:**

Please go to the Caltrans Contracts web site:  
[http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/07/07-279114/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/07/07-279114/)



## HNTB Corporation

1111 Broadway, 9th Floor, Oakland, CA 94607  
Phone: 510-208-4599 | [www.hntb.com](http://www.hntb.com)

**San Francisco International Airport  
Project Management Support Services for the Utilities Infrastructure Master Plan  
RFQ/RFP No. 11220.41**

HNTB Corporation will be submitting a proposal for Project Management Support Services for the Utilities Infrastructure Master Plan at the San Francisco International Airport (SFO). HNTB is searching for qualified firms to join our team and support our data collection, database integration, demand analysis, and project implementation efforts for the project. The total value of the contract is estimated at \$8 million with an estimated duration of 48 months. The project involves developing and implementing a comprehensive campus-wide Utilities Infrastructure Master Plan (UIMP) that can be integrated with all of the proposed capital projects at SFO.

HNTB is searching for certified San Francisco Local Business Enterprise firms in each of the following disciplines as defined by the following Commercially Useful Function (CUF) Codes

GS109	Computer Systems Services – Munsys Ai experience preferred	AE012	Mechanical Engineering
GS126	Telecommunications Services – for field work	AE011	Transportation and Traffic Engineering
GS132	Database Development & Analysis	AE015	Surveying (Land & Aerial)
AE003	Civil Engineering	AE020	Water Resources Engineering
AE005	Geotechnical Engineering	PS028	Energy Efficiency Services
AE006	Electrical Engineering	PS053	Cartography
		PS058	Construction Management

Firms with expertise in these disciplines are encouraged to email firm qualifications to [myclark@HNTB.com](mailto:myclark@HNTB.com) by August 5, 2016. Please contact Mydria Clark at 510-587-8625 if you have any questions.

HNTB is an Equal Opportunity Employer

# Sub-Bid Request Ads

**T.B. PENICK & SONS, INC.**  
 IS REQUESTING SUBBIDS FROM QUALIFIED AND CERTIFIED LOCAL BUSINESS ENTERPRISES, SUBCONTRACTORS, SUPPLIERS AND SERVICES FOR ALL TRADES PER CONTRACT DOCUMENTS FOR CONSTRUCT OF:

**SF Sunol Long Term Improvements-Corporation Yard**  
**505 Paloma Way, Sunol, CA 94586**  
**BID DATE: August 10, 2016 @ 2:00pm**

**SCOPE OF WORK:** Survey, Traffic Controls, Earthwork, Erosion Control & Sedimentation Control, Site Clearing, Selective Tree & Shrub Removal, Demolition, Pavement Appurtenances, Resin Pavement, Pavement Markings, Chain Link Fence & Gates, Metal Fences & Gates, Landscape & Irrigation, Site Utilities, Concrete, Rehabilitation of Historic Concrete, Concrete Reinforcement, Cast-In-Place Concrete-Site Work, Polished Concrete Finishing, Shotcrete, Masonry, Structural Steel, Steel Decking, Metal Fabrications, Rough Carpentry, Interior Finish Carpentry, Plastic-Laminate-Faced Architectural Cabinets, Waterproofing, Insulation, Standing-Seam Metal Roof Panels, Formed Metal Wall Panels, Roofing, Sheet Metal Flashing & Trim, Roof Accessories, Joint Sealants, Doors/Frames & Hardware, Overhead Coiling Doors, Glass & Glazing, Stationary Blade Wall Louvers, Fixed Louvers, Drywall & Metal Studs, Cement Plastering, Ceramic Tile, Acoustical Panel Ceilings, Suspended Wood Ceilings, Resilient Flooring, Painting & Coatings, Visual Display Units, Signage, Phenolic-Core Toilet Compartments, Wall & Door Protection, Toilet/Bath & Laundry Accessories, Metal Lockers, Fire Protection Specialties, Automatic Gate Operators/Operating Systems, Projection Screens, Laboratory Equipment, Laboratory Fume Hood, Louver Blinds, Roller Window Shades, Laboratory Casework, Plastic-Laminated-Faced Countertops, Entrance Floor Grills, Site Furnishings, Precast Holding Tank, Modular Chemical Storage Buildings, Metal Building Systems, Fire-Suppressions-Sprinkler Systems, Clean Agent Fire Suppression System, Plumbing, HVAC, Electrical, Communications, Electrical Safety & Security, Paint & Blasting Booth, Truck Wash System, Temp Power, Temp Restrooms, Temp Office Trailers and Final Cleaning.

**T.B. Penick & Sons, Inc.**  
 15435 Innovation Drive Suite 100  
 San Diego, CA 92128  
 Phone: (858) 558-1800 • Fax (858)373-1455

\*\*IN ORDER TO OBTAIN INFORMATION ON THIS PROJECT YOU MUST COMPLETE A CONFIDENTIALITY AGREEMENT.  
 PLEASE CONTACT AMANDA IVENS AT 858-558-1800x218 or EMAIL Div3estimating@tbpenick.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.**



## FAIRFIELD, UT SUB-BID REQUEST AD


Request for DBE/MBE/WBE Subcontractors and Suppliers for:

**Fairfield Town Well**  
**Location: Fairfield, UT**  
**Bid Date: 8/2/16 @ 2PM**

**Subcontractor/Services Solicited:**  
 Steel Pipe Suppliers, Earth Mover/Road Builders, Portolets, Fencing, Traffic Control, Water Hauling, Cement Ready-Mix, Soil/Fluid Disposal.

**Hydro Resources**  
 13027 County Road 18, Unit C  
 Fort Lupton, CO 80621  
 Phone: 303-857-7540 • Fax: 303-857-3826  
 Contact – Alex Becker  
 Email: abecker@hydroresources.com

## MONTGOMERY COUNTY, TEXAS SUB-BID REQUEST AD



**2636 South Loop West Freeway, Suite 300 | Houston, TX 77054**  
**Bid Manager: John Attiq**  
**TEL: (619) 814-3704 | jattiq@pulice.com**  
**FAX: (713) 595-4921**  
**Outreach: Kimberly Bell**  
**TEL: (619) 814-3700 | kbell@pulice.com**

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Invitation to Bid from Certified DBEs:  
 Subcontractors, Material Suppliers, Equipment Suppliers, and Professional Services for:  
**FM 1774 RR Grade Separation – Project No. STP 1602(483) MM; CSJ 1400-04-021**  
**OWNER:** State of Texas – Department of Transportation  
**LOCATION:** Montgomery County, TX  
**QUOTE DEADLINE: August 8th, 2016 @ 1:00 PM CDT**  
**DBE GOAL: 8.5%**

**Plans and Specifications are available free of charge online at:**  
<https://pulice.sharefile.com/app/#/home/shared/focf70a9-0edf-4aff-833b-837c751eed53>

The project generally consists of the following:  
 Construction of the railroad grade separation and the widening of a non-free facility, consisting of: Grading, Lime treated subgrade, Cement treated base, Bond Breaker, Continuously reinforced concrete pavement, Railroad overpass, Retaining walls, Storm sewer system, Signs, Pavement markings, Traffic Signal, Safety lighting.

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

AC PAVING	FLATWORK	STEEL CASING	CIDH
CONCRETE	PRECAST BOX CULVERTS	TRUCKING	EROSION CONTROL
FENCE	SIGNAGE	BARRIER RAIL	PAINT
PRECAST	TRAFFIC CONTROL	ELECTRICAL/SIGNAL	RETAINING WALLS
SHORING	BARRICADES	LIME	STRUCTURAL STEEL
SURVEYING	DEMOLITION	REINFORCING STEEL	WATER PIPE/VALVE
AGGREGATE	LANDSCAPING	STRIPING	
CONCRETE PAVING	RCP/CMF	WASTE MANAGEMENT	

100% performance and payment bonds may be required for the full amount of the subcontract price. Pulice Construction, Inc. will assist with obtaining bonding, lines of credit, and insurance. Please Contact Kimberly Bell if assistance is needed with regards to bonding & Insurance.

Pulice Construction, Inc. will analyze and consider each quote received, including those that are broken down into economically feasible units to facilitate bidding. Pulice Construction, Inc. will assist with obtaining necessary equipment, supplies, or materials needed.

Pulice Construction, Inc. is committed to ensuring that subcontractors and vendors have the maximum opportunity to successfully perform on this project, and to making good faith efforts to utilize small, minority, women's, and local business enterprises.

## HARRIS COUNTY, TEXAS SUB-BID REQUEST AD



**2636 South Loop West Freeway, Suite 300 | Houston, TX 77054**  
**Bid Manager: Mike Simmons**  
**TEL: (619) 814-3703 | msimmons@pulice.com**  
**FAX: (713) 595-4921**  
**Outreach: Kimberly Bell**  
**TEL: (619) 814-3700 | kbell@pulice.com**  
**Equal Opportunity Employer**

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Invitation to Bid from Certified DBEs:  
 Subcontractors, Material Suppliers, Equipment Suppliers, and Professional Services for:  
**IH 45 & IH 610 Direct Connectors – Project No. CM2013(984), ETC.; CSJ 0500-03-606, ETC.**  
**OWNER:** State of Texas – Department of Transportation  
**LOCATION:** Harris County, TX  
**QUOTE DEADLINE: August 9th, 2016 @ 1:00 PM CDT**  
**DBE GOAL: 7.5%**

**Plans and Specifications are available free of charge online at:**  
<https://pulice.sharefile.com/app/#/home/shared/fo2a797b-9c39-4e5b-b546-d3727d4ff8fc>

The project generally consists of the following:  
 Construction of an interchange facility with a direct connector from IH 610 (S Loop) EB to IH 45 (Gulf Freeway) NB, and a direct connector from IH 45 (Gulf Freeway) SB to IH 610 (S Loop) WB.

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

EXPANSION JOINT	CONCRETE PAVING	RCP	WASTE MANAGEMENT
BEARING RAILS	CONCRETE FLATWORK	STEEL CASING	POST TENSION
CONCRETE	PRECAST BOX CULVERTS	TRUCKING	JACK & BORE
FENCE & GR	SIGNAGE	BARRICADES	EROSION CONTROL
PRECAST GIRDERS	TRAFFIC CONTROL	CIDH	PAINT
SHORING	CTB/CSB/CSS	ELECTRICAL/SIGNAL	RETAINING WALLS
SURVEYING CLEARING /	BARRIER RAIL	LIME	STRUCTURAL STEEL
MOWING	DEMOLITION	REINFORCING STEEL	WATER PIPE/VALVE
AC PAVING	LANDSCAPING	STRIPING	

100% performance and payment bonds may be required for the full amount of the subcontract price. Pulice Construction, Inc. will assist with obtaining bonding, lines of credit, and insurance. Please Contact Kimberly Bell if assistance is needed with regards to bonding & Insurance.

Pulice Construction, Inc. will analyze and consider each quote received, including those that are broken down into economically feasible units to facilitate bidding. Pulice Construction, Inc. will assist with obtaining necessary equipment, supplies, or materials needed.

Pulice Construction, Inc. is committed to ensuring that subcontractors and vendors have the maximum opportunity to successfully perform on this project, and to making good faith efforts to utilize small, minority, women's, and local business enterprises.

# California Sub-Bid Request Ads



## BGI / nibbi

**Project Name:** Alice Griffith Private Laneway  
**Location:** San Francisco, California  
**Bid Date:** August 8, 2016 @ 2:00 PM  
**Pre-Bid Conference:** July 21, 2016 @ 10am  
**Location:** Nibbi Office, 1000 Brannan Street  
 Suite 102, San Francisco, CA 94103

Baines Group and Nibbi Brothers Joint Venture team has been selected as the General Contractor for the Alice Griffith Private Laneway project within the Candlestick Point Redevelopment in San Francisco, CA 94124. We are in receipt of the Bid Set of documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the Office of Community Investment and Infrastructure (OCII) for DIV 31-33. OCII has established a subcontracting participation goal for this project at 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.

#### Labor Requirements: CA Prevailing Wages

To obtain bid and contract documents through Building Connected, email Ara Anderson, [araa@nibbi.com](mailto:araa@nibbi.com) in the Precon & Estimating Department.

For specific questions regarding this project, please email Paris Paraskeva, Senior Estimator, [parisp@nibbi.com](mailto:parisp@nibbi.com).

**PROJECT: CONSTRUCTION ON STATE HWY IN LOS ANGELES COUNTY**  
**CALTRANS - CONTRACT # 07-279114**  
**SAN DIEGO, CA**  
**\*\*THIS PROJECT HAS A 12 % DBE GOAL\*\***  
**BID DATE: AUGUST 9, 2016 • BID TIME: 2:00 P.M.**  
**Please respond by 5:00 p.m., August 8, 2016**

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

Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temporary Traffic Stripe, Channelizer (Surface Mounted), Temporary Pavement Marker, Portable Changeable Message Sign (EA), Temporary Railing (Type K) Alternative Temporary Crash Cushion, Erosion Control, Temporary Hydraulic Mulch, Temp Construction Entrance, Street Sweeping, Temp Concrete Washout, Treated Wood Waste, Abandon Culvert (EA) Cold Plane Asphalt Concrete Pavement, Clearing & Grubbing (LS), Develop Water Supply, Roadway Excavation, Rock Excavation, Roadway Excavation, Roadside Clearing, Weed Germination, Iron Sulfate (LB), Wood Mulch, Truck Watering, Plastic Pipe, Compost, Incorporate Materials, Class 2 Aggregates Base (CY), High Friction Surface Treatment, Asphaltic Emulsion, Hot Mix Asphalt, Minor Hot Mix Asphalt, Place Hot Mix Asphalt Dike (Type E), Tack Coat, Minor Concrete (Minor Structure), Roadside Sign - One Post, Install Roadside Sign Panel On Existing Post, Furnish, Single Sheet Aluminum Sign For Retroreflective Sheeting (Type XI), Reinforced Concrete Pipe, Rock Slope Protection, Minor Concrete, Rock Slope Protection Fabric, Fence (Type BW, Metal Post) Milepost Marker, Paint Traffic Stripe, Thermoplastic Traffic Stripe, Pavement Marker (Retroreflective), Misc. Iron & Steel, Fencing, Hauling, Material Supply, QC Testing & Inspection.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 07-279114 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com).

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



9685 Via Excelencia, Ste 200 • San Diego, CA 92126  
 Phone: (858) 536-3100 • Fax: (858) 586-0164  
 e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)



**Proven Management, Inc.**  
 2000 5th Street, Berkeley, CA 94710  
 Phone: 510-671-0000 • Fax: 510-671-1000

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

**LOS GATOS CREEK BRIDGE REPLACEMENT PROJECT**  
**South of Diridon Station, San Jose**  
**CALTRAIN #16-J-C-005**  
**Bids: August 2, 2016 @ 2pm**  
**SUBCONTRACTING GOAL - DBE - 9%**

Subcontracting opportunities include, but are not limited to the following: bridge removal; clearing & grubbing; tree removal; planting & irrigation; excavation; soldier pile retaining wall; storm drainage system; rock slope protection; COIR fabric soil wrap; log spur w/ root wad; AC paving; concrete form/place/finish; rebar; CIP concrete; precast concrete; cast-in-drilled hole concrete piling; metal fab; structural steel; polymeric sheet waterproofing; paints/coatings; signage; solid state coded track circuits; relays; signal shelters; switch circuit controllers; rectifiers, batteries & battery charging equipment; signal systems; signal wire & cables; rail work; rail bonding; track removal/salvage; special trackwork; flash butt rail welding.

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**



## Affirmative Action—For Better or Worse

### Continued from page 1

court, state after state, and district after district. One well-known challenge has been the California Civil Rights Initiative or CCR1—more commonly referred to as Proposition 209.

Prop 209 was approved by voters in November 1996 and amended the state constitution to prohibit state governmental institutions from considering race, sex, or ethnicity, specifically in the areas of public employment, public contracting, and public education. It was the first electoral test of affirmative action policies in America. Others have since followed. For an in-depth history of Affirmative Action in the United States visit: <http://www.inmotionmagazine.com/aaHist.html> or [https://en.wikipedia.org/wiki/Affirmative\\_action\\_in\\_the\\_United\\_States](https://en.wikipedia.org/wiki/Affirmative_action_in_the_United_States). Wikipedia covers a complete legal timeline and well as a breakdown of court cases and action taken on a state by state basis.

"These decisions that have come down have effectively dismantled the whole concept of Affirmative Action...At one time we heard a lot about Affirmative Action, but today you don't hear anyone really talking about it," said Gerald Johnson, founder and president/CEO of the Small Business Exchange. "First they started calling it (Affirmative Action for) 'Negros,' 'Blacks,' 'African Americans,' and then 'minorities.' 'Minorities' was the operative word for a while, then it became 'disadvan-

taged,' and eventually 'supplier diversity.' And all of these different words changed the whole concept of Affirmative Action and what the original purpose was all about."

Before he got into publishing, Johnson was in the lumber business, selling lumber to many of the large projects being built. He had become very successful, with as many as 30 people working for him at one time. He then got a contract with the Department of Defense selling them lumber as well as making pallets.

"But then the SBA (Small Business Administration) came along and said I was a broker. As a broker I was no longer allowed to be part of the SBA program. I then started selling to the Department of Transportation for one of their projects and, again, doing very well," said Johnson. "All of a sudden they came along and said not only was I a broker, but the prime contractor who was buying lumber from me on those federal projects could only count me as being 5 percent of the 15 percent goal. It didn't matter how much they bought—it could be a million dollars' worth of lumber—it was only going to count as five percent toward reaching the goal. With that decision, most of the contractors in the area decided 5 percent was not going to be demonstrative of a good faith effort."

Johnson also tells of a very recent story to show that the problem is continuing to worsen, rather

than getting better: "We put together an outreach and marketing service for one of our regular customers who was bidding on a government project. When they went to demonstrate their good faith effort, they were told that they had used an outside source to implement their good faith effort and it wouldn't be counted. So (the government) wasn't going to give them the project. Since then others have adopted the same policy. That means we've lost a lot of customers or projects. It seems like the minute you demonstrate success, there's some ruling that pops up (to shoot you back down)."

He goes on to say these types of things aren't just happening to him as a company—whether in the lumber business or publishing industry.

"I can demonstrate that in 1975 in San Francisco the first multi-housing project was built by contractors who were 90 percent Black; and 90 percent of the subcontractors were minorities—Asian, African American and Latinos," said Johnson. "Now here we are in 2016 and of the five white contractors that were around at that time, four of the five are now part of the Fortune 400, and the largest gross receipts they had at the time was about 2 million dollars. Meanwhile, you look around for all those minorities that were in business back then, and they're completely gone; no longer in business."

"The Supreme Court decisions have continually reduced the effectiveness of Affirmative Action," he continued. "So today, in order to determine whether or not there's a disadvantaged company, they now have the concept of disparity studies."

A disparity study is an analysis that examines the number of specified individuals or groups who are available to participate in certain opportunities, such as winning contracts to provide goods, services and public works support for the state, and those who actually get selected. A disparity study also helps to determine whether the environment is fair and equitable to all parties seeking to participate in those opportunities.

"When you do a disparity study, that results in any minority—women, veteran or race—having some advantage in terms of achieving business success," Johnson added. "But then a decision came down that changed things from being called race conscious to what they now call race neutral. These disparity studies have become just another way of making all of these Supreme Court decisions more acceptable."

**NOTE:** If you or your business has been impacted by Affirmative Action decisions—one way or the other—we'd like to hear about it. Contact publisher **Gerald Johnson** at [gwj@sbeinc.com](mailto:gwj@sbeinc.com) so we can talk to you and possibly share your story with our readers.



# Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

**Contract No. 2569J (ID No. FCE16127)  
SOUTH VAN NESS AVENUE TRAFFIC SIGNAL  
UPGRADE (FEDERALLY-FUNDED PROJECT)  
FEDERAL AID PROJECT NO. HSIPL-6328(069)**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on August 31, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at various intersections along South Van Ness Avenue between 14th and 20th Streets in San Francisco, California and consists of traffic signal modifications, traffic routing and all associated work. The time allowed for completion is 240 consecutive calendar days. The Engineer's estimate is approximately \$975,000. For more information, contact the Project Manager, Steven Lee at 415-558-5226.

**On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").**

**No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].**

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

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

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

The Contract will be awarded to the lowest responsible responsive bidder.

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

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Caltrans Race-Conscious Disadvantaged Business Enterprise (DBE) program. CMD Bid Discount is not applicable to this Contract. The DBE participation goal is 25%. Only Caltrans certifications can be used to calculate the DBE participation. Call Kelly Dwyer at 415-554-4080 for details.

**A pre-bid conference will be held on August 18, 2016; 1:30 p.m., at 30 Van Ness Avenue, 5th Floor - Structural Conference Room.**

Contractor shall perform not less than 30 percent of the original contract work with the Contractor's own organization.

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

**Class "A" or "C-10" license required at time of award.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Executive Director of Municipal Transportation Agency recommends the contract for award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

7/28/16  
CNS-2906871#  
SMALL BUSINESS EXCHANGE



## 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

**Contact Info:**

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

**CONCESSION OPPORTUNITY AT  
SAN FRANCISCO INTERNATIONAL AIRPORT - Terminal  
3 Retail Marketplace Lease.**

San Francisco International Airport is accepting proposals for the Terminal 3 Retail Marketplace Lease. The Lease grants the right to provide a Retail Marketplace at the Airport for a term of seven (7) years with two (2) one-year options, at the Airport's discretion. The proposed minimum acceptable financial offer, which will be the successful Proposer's minimum annual guarantee for the first year of the Lease, is \$1,350,000.00. The Airport intends to award the Lease to the highest-ranked, most responsive and responsible proposer. Each proposer must submit a proposal deposit in the amount of \$375,000.00 as a guarantee that the proposer will execute said Lease. This proposal deposit shall be in the form of a surety bond or irrevocable letter of credit in its original form. Small, local, and disadvantaged businesses are encouraged to participate.

Proposals will be received from 2:00 p.m. on Monday, August 15, 2016 until 2:00 p.m. on Friday, August 19, 2016.

The RFP Document, Addenda No. 1, 2, & 3, and related documents may be obtained on-line at <http://www.flysfo.com/business-at-sfo/current-opportunities> or by contacting Scott Blood, Principal Property Manager, Revenue Development and Management, at 650.821.4500.

CNS-2907376#

**CALIFORNIA LOTTERY**  
Invitation for Bid (IFB) #50061  
Polyethylene Shipping Bags

The California State Lottery (Lottery) is inviting responses from qualified vendors to supply the Lottery with custom 5.0 mil, tri-extruded polyethylene mailing bags (poly bags). The poly bags must be manufactured to meet exact specifications as defined by the Lottery. Qualified bidders must have proper certification, permits, and licensing to meet the requirements described in Exhibit A, Scope of Services; have provided 5.0 mil, tri-extruded polyethylene mailing bags for one or more customers within five years; have or will acquire and maintain a financial security sufficient to satisfy the Lottery in the event of the Contractor's non-performance, and meet the qualifications as set forth in the solicitation.

The IFB is anticipated for release in August 2016, and will be available to download on the Lottery Website at [www.calottery.com/Vendors](http://www.calottery.com/Vendors) or a copy may be obtained by calling (916) 822-8060.

CNS-2906390#

# Public Legal Notices

## Treasure Island – Opportunity to Provide Irrigation Design Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested irrigation design or engineering firms to respond to a request for proposals.

Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 10:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016.**

## Treasure Island – Opportunity to Provide Signage Design Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested signage design or design firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 10:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016.**

## Yerba Buena Island in San Francisco Opportunity to Construct Yerba Buena Island Street Improvements

Lennar Urban is requesting qualified, interested construction firms to respond to a public request to provide Demolition, clear and grubbing, mass grading, over excavation and geotechnical improvements, utility construction of wet and dry utilities, water tank construction, retaining wall construction, roadway and surface improvements, and streetscape planting and landscaping as part of the Yerba Buena Island Street Improvement Project.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11060>

Treasure Island Development Authority (TIDA) has established the 41% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:

**July 26, 2016**

**Casa de la Vista**

**Room 191 Avenue of Palms**

**San Francisco, CA 94130**

Proposals must be submitted by  
**August 11, 2016 @ 2:00 PM (PST).**

## Treasure Island – Opportunity to Provide Lighting Design Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested lighting design firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 10:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016**

## Treasure Island – Opportunity to Provide Site Electrical Engineering Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested electrical engineering firms to respond to a request for proposals.

Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 10:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016.**

## Yerba Buena Island in San Francisco

Treasure Island Community Development is requesting qualified firms to provide services for the transplant of select trees on Yerba Buena Island. The Contractor will be responsible for offloading, and setting trees in a designated on-site storage area.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11102>

Treasure Island Development Authority (TIDA) has established the 41% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:

**August 5, 2016 @ 10:00 AM**

**Casa de la Vista – Treasure Island**

**191 Avenue of Palms, San Francisco, Ca 94104**

Proposals must be submitted by  
**August 22, 2016 @ 2:00 PM (PST).**

## Treasure Island – Opportunity to Provide Shoreline Engineering Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested shoreline engineering firms to respond to a request for proposals.

Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 9:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016.**

## Treasure Island – Opportunity to Provide Transportation and Traffic Engineering Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested transportation or traffic engineering firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, July 22, 2016 @ 9:00 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 8, 2016.**

## Treasure Island – Opportunity to Provide Structural Engineering Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested structural engineering firms to respond to a request for proposals.

Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website (see Bid Number TICD-16-02):

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

**Date & Time:** Friday, August 5, 2016 @ 8:30 a.m.

**Location:** Casa de la Vista

191 Avenue of the Palms  
San Francisco, CA 94130

Proposals must be submitted by

**2:00 p.m. August 22, 2016.**

## Economic Competitiveness

### Continued from page 2

traditionally interact, or aligning city economic development efforts with workforce goals. Whatever the situation is for your city, it will likely not be a case of starting from scratch, but instead working to build connections between various stakeholders and interests to create stronger programs.

The following lists the common stakeholders in local workforce development and their respective roles within the system.

### Workforce Investment Boards

The primary workforce body at the local level is the Workforce Investment Board (WIB). WIBs are the central planning authority for federal Workforce Investment Act (WIA) funds and are governed by a board made up of local businesses, educational institutions, unions, and other community leaders. Each area has at least one central location that provides services to jobs seekers, generally in the form of a Local One-Stop Career Center.

The governance structures for WIBs vary from region to region. For example, in larger cities, the mayor may have the responsibility to appoint members to the WIB; in others a chief county official will have this authority. Often times there will be multiple jurisdictions operating under one regional WIB. Depending on the governance structure, city officials may have little or no interaction with their local WIB.

### Community Colleges

Community colleges are one of the most important local partners in workforce, and one with which many cities already have long standing partnerships. Community colleges focus on building necessary skills across a broad demographic of students.

This makes them increasingly more important, as most living wage, stable jobs require some form of post-secondary education. Additionally, community colleges are more adaptive than their four-year counterparts, allowing them to change offerings based on the needs of the local economy, workers and employers.

### Community-Based Organizations

Community-based organizations play a vital role in communities and are natural partners for workforce development.

These organizations often provide various forms of wrap-around support systems needed by unemployed or low-income individuals. These include programs like affordable or emergency housing, childcare, food assistance or English as a second language courses. These organizations often have strong neighborhood connections and understand the specific needs of different citizen groups. By ensuring that these groups are part of workforce development efforts, local governments can work to make sure residents are connected to needed resources.

### Economic Development Organizations and Businesses

Partnerships between economic development organizations, such as a local chamber of commerce, and city agencies are fairly common and probably exist in your city, given that economic development is a primary function of local governments. According to a recent survey by the National League of Cities, "Chamber of Commerce" is cited by city officials as the most common city partner for workforce development. Additionally, city officials report "communicating with local businesses" as the most common workforce development activity for their local government.<sup>2</sup> This is an important area of engagement in any city, as businesses are the source of local jobs and can provide insight on the needs or gaps in the current labor force.

Visit link for the full article:  
[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1689&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1689&pageID=25)

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

Visit Small Business Exchange at  
**www.sbeinc.com** to download  
the latest SBE Newspaper and Newsletter

**SMALL BUSINESS EXCHANGE**



# Access to Capital



## MBDA and Foundation Partner to Broaden Minority Businesses' Access to Capital

**Partnership Positions MBDA Business Centers to Offer Streamlined Lending Process Provides Minority Business Enterprises with Enhanced Financing Options**

The U.S. Department of Commerce Minority Business Development Agency ("MBDA") and Foundation Group LLC announced today a memorandum of understanding (MOU) designed to provide U.S. minority business enterprises (MBEs) with cutting edge, digitally enabled financing solutions and expanded access to capital.

MBDA, a bureau of the U.S. Department of Commerce, currently operates a national network of 38 business centers equipped with specialists who help the nation's minority-owned businesses grow. Center specialists assist clients with access to capital, contracts, and new markets opportunities to create new jobs.

Foundation Group LLC, one of the nation's leading digitally-enabled small business lenders and financing solutions providers, offers simple, fixed-rate conventional term loans, lines of credit and credit products for small businesses through its banking and other partnerships.

### Major provisions of the MOU include:

- Collaborating and utilizing both MBDA and Foundation's capabilities and technical resources to provide expanded access to capital across the country;
- Educating businesses on best practices through joint business webinars and/or workshops for clients, program participants and stakeholders; and
- Connecting MBDA Business Centers and clients to Foundation's Partner Portal and lending platform for a streamlined and simplified lending process.



Alejandra Y. Castillo, MBDA National Director, said, "This is truly an exciting opportunity for both MBDA and Foundation. Foundation's programs and resources will offer quick and accessible financing options for MBEs looking to grow and manage their cash flow at the most competitive pricing outside of the banking system. This partnership will also allow us to work together to support and spotlight the successes of MBEs across the Nation."

Sam Graziano, CEO of Foundation Group LLC, said, "We are thrilled to partner with MBDA to serve the MBE community. Young and growing small businesses need a lot of things to be successful. The combination of MBDA's capabilities with ours will offer MBEs with both high quality business advice and best-in-class credit products, two of the cornerstones in any growing enterprise."

The official signing of the MOU took place on July 21, 2016 at the office of Nelson Mullins Riley & Scarborough, LLP in Washington, DC.

### About the Minority Business Development Agency (MBDA)

MBDA, [www.mbda.gov](http://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. After 47 years of service, MBDA continues to be a dedicated strategic partner to all U.S. minority-owned businesses, committed to providing programs and services that build size, scale and capacity through

access to capital, contracts and markets. Follow us on Twitter @usmbda.

### About Foundation Group LLC

Foundation is one of the nation's leading digitally enabled small business lenders and financing solutions provider. Foundation partners with a broad array of financial and nonfinancial institutions that serve the small business market in a variety of capacities to offer value-added credit solutions. Foundation builds customized product offerings and delivery methods to meet the needs of each unique partner and the credit needs of its small commercial customers. Visit <http://www.foundation.com> for more information.

**SOURCE: [mbda.gov](http://mbda.gov)**

## Access to Capital – Cut the Red Tape

By **Jeanette Prenger**,  
President, EccoSelect,  
WIPP Board Member

Twenty years ago I founded my company in a way that a lot of entrepreneurs do when entering the service industry; I created a business plan to provide services in a field that I had a lot of experience in – IT. Growing up as a software engineer and earning promotions into management gave me the confidence that I could offer the same type of service as more expensive firms supplying contractors in technology. I was my first billable contractor and did not quit my 'day job' until I had the security of knowing I would still have a paycheck coming into our household. By paying myself a salary similar to what I was earning in corporate America and saving the profits, I was able to self-fund a dozen contractors over the next year.

Fast forward twenty years later. We have several million dollars available in a line of credit. I still own 100% of my company but I have a dilemma. In order to accelerate into the next level, I need to look at funding mechanisms other than my line of credit. A good portion of those dollars are already spoken for by our accounts receivable.

So what's the problem? Banks are hesitant to provide traditional loans to grow businesses if the business can get funding elsewhere. The SBA provides loans, of which I leveraged after 9/11, but the price was high. The interest was over 7%, the paperwork extremely time consuming and required outside assistance to help make sure that we could get a loan needed to cover losses incurred by bad receivables.

I've seen other companies similar to mine flourish. Here are a couple of observations. One, they had investor money infused into

the company and the culture was driven by a quick ROI back to the investors. Ownership was diluted but the investments allowed the company to hire the type of expertise needed to grow the business. Secondly, the businesses had executives who understood how to access capital. They knew how to prep, where to go for funding and what the risk / rewards could be.

As a woman and a minority, my education did not prepare me to go the route of seeking investors. Nor, do I really understand how to navigate through all the red tape that banks have discussed with me if I want to borrow money to acquire another business. Education, especially to small business owners and to disadvantaged businesses (minority, women, vets....) through the SBA, local banks, and community banks on how we can grow businesses with shared risk would be a tool that

many businesses would welcome. Banks and traditional lenders were already risk adverse prior to the new regulations and oversight that have caused them to decrease loans to small businesses for growth. They are hesitant to assist in providing education to actually gain capital and yet banks, and the government, bail out big businesses.

Our elected officials need to look at the stimulus they could facilitate if small businesses and disadvantaged businesses had access to capital. If incentives were given to lenders to educate businesses about loans, the types that work best for their companies and actually provided the capital needed.

If small business is truly the 'engine of our country' let's provide some fuel!

**SOURCE: <http://wedecide2016.org>**

# Fictitious Business Name

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371816-00

Fictitious Business Name(s):  
**Hinata Sushi**  
 Address  
**810 Van Ness Avenue, San Francisco, CA 94109**  
 Full Name of Registrant #1  
**North Lebanon Kitchens, Inc. (CA)**  
 Address of Registrant #1  
**810 Van Ness Avenue, San Francisco, CA 94109**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2016**

Signed: **Weida Chen**

This statement was filed with the County Clerk of San Francisco County on **7/18/16**.

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  
 7/16/2016

**7/21/16 + 7/28/16 + 8/4/16 + 8/11/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371730-00

Fictitious Business Name(s):  
**Lukha**  
 Address  
**1020 Mariposa Street #1, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**Yuliya Lukashevich**  
 Address of Registrant #1  
**1020 Mariposa Street #1, San Francisco, CA 94107**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/12/16**

Signed: **Yuliya Lukashevich**

This statement was filed with the County Clerk of San Francisco County on **7/12/16**.

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

Filed: **Maribel Jaldon**  
 Deputy County Clerk  
 7/12/2016

**7/14/16 + 7/21/16 + 7/28/16 + 8/4/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371705-00

Fictitious Business Name(s):  
**MCS Construction Services, Inc.**  
 Address  
**1990 Beach Street #304, San Francisco, CA 94123**  
 Full Name of Registrant #1  
**MCS Construction Services, Inc. (CA)**  
 Address of Registrant #1  
**1990 Beach Street #304, San Francisco, CA 94123**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/5/16**

Signed: **Dustin Martinoni**

This statement was filed with the County Clerk of San Francisco County on **7/5/16**.

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  
 7/11/2016

**7/14/16 + 7/21/16 + 7/28/16 + 8/4/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371633-00

Fictitious Business Name(s):  
**Project Prama**  
 Address  
**1789 9th Avenue, San Francisco, CA 94122**  
 Full Name of Registrant #1  
**Amy B. Flaherty**  
 Address of Registrant #1  
**1789 9th Avenue, 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 **7/1/2016**

Signed: **Amy B. Flaherty**

This statement was filed with the County Clerk of San Francisco County on **7/1/16**.

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: **Alex Liang**  
 Deputy County Clerk  
 7/1/2016

**7/21/16 + 7/28/16 + 8/4/16 + 8/11/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371552-00

Fictitious Business Name(s):  
**Redwood SF**  
 Address  
**1467 40th Avenue, San Francisco, CA 94122**  
 Full Name of Registrant #1  
**Michael Blanchard Jr.**  
 Address of Registrant #1  
**1467 40th Avenue, San Francisco, CA 94122**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/28/2016**

Signed: **Michael Blanchard Jr.**

This statement was filed with the County Clerk of San Francisco County on **6/28/2016**.

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

Filed: **Susanna Chin**  
 Deputy County Clerk  
 6/28/2016

**7/21/16 + 7/28/16 + 8/4/16 + 8/11/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371140-00

Fictitious Business Name(s):  
**1.) Metro Appliance Repair**  
**2.) Rainbow Appliance Repair**  
 Address  
**855 Folsom Street #540, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**Alex Slivnyak**  
 Address of Registrant #1  
**165 Glenwood Ave, Daly City, CA 94015**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2016**

Signed: **Alex Slivnyak**

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

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

Filed: **Alex Liang**  
 Deputy County Clerk  
 5/26/2016

**6/23/16 + 6/30/16 + 7/7/16 + 7/14/16**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371885-00

Fictitious Business Name(s):  
**1.) Mission @ Valencia Building**  
**2.) Harlan Hoffman Architecture**  
 Address  
**3229 Mission Street, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Harlan Hoffman**  
 Address of Registrant #1  
**3363 21st Street, San Francisco, CA 94110**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/25/2016**

Signed: **Harlan Hoffman**

This statement was filed with the County Clerk of San Francisco County on **7/25/16**.

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  
 7/25/2016

**7/28/16 + 8/4/16 + 8/11/16 + 8/18/16**

## Major Change for Procurement in California

### Continued from page 1

partment of General Services, FISCAL, other agencies and contractors spent two years designing, testing, training and writing new policies for Cal eProcure.

“The people that made it happen are rock stars,” Butler declared. “They put a lot of blood sweat and tears into this.” Butler said between now and July workers assigned to the new procurement portal will fine tune the system. In a few years, he hopes it will include electronic bidding and paperless purchases, “a full electronic system from beginning to end.”

Anyone interested in more information can go to <https://caleprocure.ca.gov>.

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## ABANDONMENT OF FICTITIOUS BUSINESS

### 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.) Tune-Up

Located at 577 Hayes Street, Apt. A, San Francisco, CA 94102

This fictitious business name was filed in the County of San Francisco on **May 9th, 2012** under file **2012-0343321**

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

Full Name of Registrant #1  
**Leandra M. Rouse**  
**577 Hayes Street, Apt. A**  
**San Francisco, CA 94102**

This business was conducted by a **AN INDIVIDUAL**

Signed: **Leandra Maile Rouse**

This statement was filed with the County Clerk of San Francisco County on **6/30/2016**.

Filed: **Fallon Lim**  
 Deputy County Clerk  
 6/30/2016

**7/7/16 + 7/14/16 + 7/21/16 + 7/28/16**

### 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.) TuneUp Wellness 2.) TuneUp SF

Located at 577 Hayes Street, Apt. A, San Francisco, CA 94102

This fictitious business name was filed in the County of San Francisco on **Oct. 2, 2015** under file **A-0367146-00**

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

Full Name of Registrant #1  
**Leandra M. Rouse**  
**577 Hayes Street, Apt. A**  
**San Francisco, CA 94102**

This business was conducted by a **AN INDIVIDUAL**

Signed: **Leandra Maile Rouse**

This statement was filed with the County Clerk of San Francisco County on **6/30/2016**.

Filed: **Fallon Lim**  
 Deputy County Clerk  
 6/30/2016

**7/7/16 + 7/14/16 + 7/21/16 + 7/28/16**