

SMALL BUSINESS EXCHANGE

BUSINESS TOOLKIT	2
ACCESS TO CAPITAL	3
SUB-BID REQUEST ADS	3-5
PUBLIC LEGAL NOTICES.....	7, 8

YEARS

Vol 33, Edition 15

Weekly Publication 

July 6, 2017



The Rise of Minority Entrepreneurs

By Tom Donelson

While many minorities have retreated from being members of the investor class, they are becoming business owners or self-employed. Kauffman Foundation recorded in their 2017 surveys that 24% of new entrepreneurs were Hispanic, 9% were blacks and 7.5% Asians and slightly over 40% of new business formation were started by minorities. Twenty years ago, only 22% of new businesses were formed by minorities, so we are witnessing an entrepreneurship revolution invisible to many Americans. Blacks, Hispanics and Asians are now becoming capitalists.

While Hispanics and blacks have seen their overall wealth decline due to the housing crisis and reduction of the investor class, many blacks and Hispanics are taking fate into their own hands, much of it due to necessity. As the Kaufmann Foundation report on entrepreneur noted, “The Rate of New Entrepreneurs coming from individuals who are not unemployed and not look-

ing for a job (i.e., “opportunity” entrepreneurship) was substantially higher than at the end of the Great Recession.” Throughout much of the Obama administration and following the Great Recession, necessity became the mother of entrepreneurship but as the recovery proceeded, business creation became less for the reason of necessity but opportunity. As Kaufmann Foundation observed, “The largest share of ‘opportunity’ entrepreneurship occurred at the height of the ‘Roaring Nineties,’ and the smallest share was in 2009 at the end of the Great Recession. The share of opportunity business creation also decreased in the recession of the early 2000s and increased in the following growth period in the mid-2000s. It is important to note, however, that, although the motivation for starting businesses when economic conditions are weak and unemployment rates are high may differ from the motivations behind those created in stronger economic conditions, many of these businesses

■ Continued on page 6

Ten Places Where Minority Start-Ups Are on the Rise

Immigrants and minority entrepreneurs have historically powered the U.S. economy in pursuit of the American Dream, despite facing many challenges. There couldn't be more truth to that sentiment today. Among the 28 million small businesses across America, which account for more than half of the nation's sales, and many of them are owned by minorities and, increasingly, immigrants.

According to a Diversity Index analysis conducted by Biz2Credit, there is no region that is more diverse in small business ownership than Sacramento, CA. The capital of California has a large population of South-Asian and East Asian-owned small businesses (17 percent) and Hispanic owned companies (15 percent). The study

analyzed two constituent components, weighted in the ratio of 70:30, 1) how likely two small business owners chosen at random will have different ethnicities, and 2) the extent to which revenues generated by small businesses are similar across the ethnicities of owners.

The rankings of the top small business cities for minorities in America were determined by Biz2Credit's analysis of entrepreneurs across the country. The analysis examined how likely two small businesses were to have owners of different ethnic backgrounds and to the degree to which small business revenue is spread out across different ethnic groups. Nearly 18,000 were analyzed in the study.

■ Continued on page 2

SBA Launches New HUBZONE Maps to Streamline and Enhance Online Services for Small Businesses

The U.S. Small Business Administration announced that it has launched a new Historically Underutilized Business Zones map (via Google Chrome) at www.sba.gov/hubzone-maps. The HUBZone map is the first step in the modernization effort of SBA's federal contracting programs. SBA has partnered with the U.S. Digital Service to streamline and enhance online services for small businesses.

The new HUBZone map helps small businesses in urban and rural communities determine if they are eligible for participation in HUBZone's program. It features the latest HUBZone designations, “Qualified Disaster Areas” and new features to improve usability and assist with HUBZone address assertions.

“We are excited about our partnership with the White House's U.S. Digital Service and the improvements made to the HUBZone maps to modernize SBA's contracting programs - making them more user-friendly, agile and nimble for the busy entrepreneurs that we support,” SBA Administrator Linda McMahon said. “This is one of many projects that we have worked on with the USDS team to leverage technology to support America's small businesses.”

“The United States Digital Service is proud to work with the Small Business Administration to connect small businesses with opportunities

through the certify.SBA.gov program,” said Matt Cutts, Acting Administrator of the U.S. Digital Service. “Our team is excited about the launch of the improved HUBZone map. We're honored to work with the dedicated staff at SBA to continue to modernize the tools and services that support small businesses.”

In March 2016, the SBA launched certify.SBA.gov—a modernized, web-based application to further streamline and improve the application and certification processes for small businesses and entrepreneurs seeking to do business with the federal government. Certify currently facilitates complete application and certification workflow for the Women Owned Small Business Program, including access to third party certification for women-owned small businesses. To help firms assess their eligibility for SBA contracting programs, Certify's “Am I Eligible?” tool helps small businesses determine if the certification programs are a good fit for their businesses through a series of questions. The site will eventually serve additional SBA certification programs, including 8(a) Business Development Program and the HUBZone Program.

For more details about the HUBZone map please visit www.sba.gov/hubzone.

SOURCE: Small Business Administration

This is a Complimentary Copy. Paid subscribers receive first class mail.

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

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

Business Toolkit

How To Overcome The Fear Of Being Your Own Boss

By Joel Libava

I'd like to start out by telling you that it's perfectly normal to be fearful about owning a franchise business-or any business. As a matter of fact, if you weren't afraid, it would cause me worry.

But if you'd really like to be your own boss, there are ways to overcome some of the fears you're feeling. I'll go over a few of them in this post.

Fear Of Change

If you've been working in corporate America for any length of time, you're used to certain things.

For instance, you're used to having a couple of major benefits, like partially paid healthcare and a 401(k) plan.

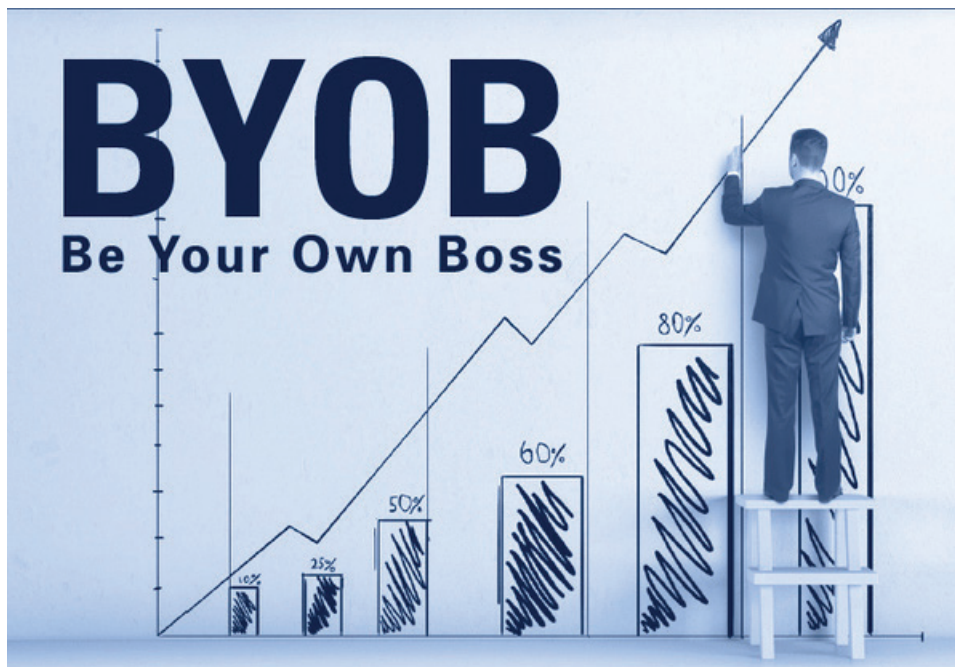
But instead of worrying about losing the benefits you've had (because you were an employee), you need to spend time learning about ways you can still have them as an employer.

One of the resources you should explore is the Small Business section of HealthCare.gov. You'll learn all about the different healthcare programs that may be available for your new business.

As to 401(k) plans, you may be able to offer and participate in a retirement plan you can customize. To learn more read this useful article written by fellow Guest Blogger, Barbara Weltman.

Fear Of Making The Wrong Choice

This is a biggie. And if you do make the wrong choice in a business it could end up haunting you for years.



That's why it's important to follow a process* when deciding on what business to buy-in this case, a franchise business.

In order to make a good choice in a franchise, you first have to determine what you're good at doing and what you'd like to be doing as a franchise owner.

*If you'd like to see an overview of the process I recommend using, read this Olympic-themed franchise article.

To be sure, you could end up choosing the wrong franchise business opportunity.

In addition, the right franchise opportunity

can quickly become the wrong opportunity through no fault of your own.

For example, you may end up buying a franchise that caters to high-end customers or clients.

That's all fine and good until something happens with the economy. Something that causes the wealthy to drastically reduce their spending on the high-end things you offer.

I'm not saying that will happen to you. I'm just saying it could.

One way to lower the odds of that happening to you (and lower your fear level), is to keep

your eye on economic and consumer trends* that could affect the franchise concept (s) you're interested in. Watch them and if possible, try to capitalize on them

Fear Of Failure

The fact is, not every business succeeds.

You know going in that there's a risk your business could fail.

One of the things you can do to help mitigate that risk is to make sure you have enough money to keep your new business up and running until break-even occurs.

Tip: When you contact franchisees during your research, ask them how long it took them to reach break-even. Doing that will enable you to set aside the funds you'll need to keep your new franchise business afloat.

And speaking of contacting franchisees, there's something else you can do that may help alleviate some of your "fear of failure" thoughts.

When you talk to franchisees, share your fears with them. Tell them you're worried that you'll fail. Ask them if they too were concerned about failing. You may be surprised to learn that the feelings you're experiencing are exactly the same ones they experienced-but that they're still in business.

Becoming your own boss is a big step. You're going to experience fear.

The trick is to do everything in your power to lessen your fear (s) enough to enable you to go after your dream of owning a business as confidently as possible.

SOURCE: www.sba.gov/

Ten Places Where Minority Start-Ups Are on the Rise

Continued from page 1

Here are the top 10 start-up cities for minority entrepreneurs:

- Sacramento, CA
- Washington D.C.
- Philadelphia, PA
- San Jose, CA
- Houston, TX
- Dallas-Ft. Worth, TX

- Orlando, FL
- Miami-Ft. Lauderdale, FL
- Seattle, WA
- San Francisco-Oakland, CA

"Many immigrant communities are very strong," said economist Venkatesh Bala. "If you are a Hispanic business owner in Miami, it is not a novelty. We looked at diversity in terms of how concentrated one group is. It is a mixture of who

is in the area. Orlando, Philadelphia, and Indianapolis have growing numbers of immigrants from South Asia."

"Philadelphia also has a large presence of successful Hispanic-owned businesses. In Houston, we found a diverse mix of non-Hispanic white, East Asian and South Asian businesses," Bala adds. "San Jose and Houston have strong and growing populations of East Asian entrepreneurs."

A survey earlier this year found that optimism among minority entrepreneurs is high. Yet, about one-third of respondents (36.3 percent) feared that they wouldn't get sufficient funding for their business operations. Among the strategies that minority entrepreneurs expect to integrate in their companies include online expansion (18.7 percent), increase in capital spending (16.4 percent), and hiring more workers (16.2 percent).

SOURCE: www.forbes.com

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

Production Manager:
Nabil Vo
nvo@sbeinc.com

Graphics Design:
Domingo Johnson
doming0@mac.com

Webmaster:
Umer Farooq
umer@octadyne.com

Marketing:
Kim Johnson
kjeta1@gmail.com

Managing Editor:
Valerie Voorhies
vvv@sbeinc.com

Diversity Outreach Manager:
Rosalie Vivanco
rvivanco@sbeinc.com

Marketing:
Tim Rosaire
tim.rosaie@earthlink.net

Writer:
Cheryl Hentz
cheryl.hentz@gmail.com

SBE Northeast Manager:
Leslie McMillan
lmcmillan@sbeinc.com

Contact Info:

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

CALIFORNIA CERTIFICATIONS

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

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

Copyright © 2017 Small Business Exchange, Inc.

The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

ISSN 0892-5992



Access to Capital

Start Up Loans For First Time Business Owners

By Edwin Linares

A start up loan is a type of loan utilized to start a new business. For most aspiring small business owners, it is essential to obtain such a loan to gain the resources needed to operate their business. It is used for a great deal of purposes. As with all businesses, the cash resources are used to acquire equipment, property, pay employees, and other such expenses. This type of loan is most often utilized by entrepreneurs.

One of the main advantages of the start up loan is the speed in which it can be make use of. If a start up loan is approved, the business owner can use the money as soon as possible. This is essential when certain market trends make it more feasible to operate a certain business. Inventory products can be obtained while they are priced at a low cost. So the start up loan allows the business owner to save costs by taking advantage of the current situation.

Another advantage offered by start up loans is the lack of collateral required. This is possible if the type of loan is an unsecured line of credit. A

regular business loan can also be used in place of a start up loan. They can be similar as the money is to be used to start up a particular business.

Starting a new business is always a risky proposition. There must be careful planning involved such that there is a plan in place on how the business is supposed to progress. One important thing that must be remembered when starting a new business is to keep costs down so as not to incur too much debt at the start. Getting a lot of debt at the start can be very damaging as it decreases the chance of being able to acquire a regular bank loan.

Therefore, other options must be explored in getting startup loans. For example, acquiring start up loans may be done through friends and family. For most people, it is something that they don't want to do as it can fracture relationships if the debt cannot be paid should a particular business fail. However, it can be very beneficial in the long run to do so.

■ Continued on page 5



California Sub-Bid Request Ads

SUKUT
CONSTRUCTION

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

Coldmill, Trucking/Disposal AC, Asphalt Paving, Striping, Office Trailer, Temporary Fence

**PALM SPRINGS INTERNATIONAL AIRPORT
TAXIWAY J REHABILITATION PROJECT**

City of Palm Springs

FAA AIP PROJECT NO.: 3-06-0181-055-2017 (Construction)

INVITATION FOR BIDS (IFB) 17-06

WSP PROJECT NO.: 12740T10

CITY OF PALM SPRINGS PROJECT NO.: 2017-06

BID DATE July 19, 2017 @ 3:00 p.m.

Sub & Vendor Scopes and Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

Plans/specs are available for viewing at our office by appointment or via ftp, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

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

Sukut Construction, LLC
An Equal Opportunity Employer

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763

Phone: (916) 351-0457 • Fax: (916) 351-1674

Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, DBE, DVBE, SB, SDB, WOSB, HubZONE SB, Service DVOSB, Small Micro Business Subcontractors & Suppliers for:

Santa Clara Valley Water District

Pacheco Conduit Inspection and Rehabilitation Project

Location: City of Santa Clara, CA

REBID - Bid Date: July 26, 2017 @ 2:00PM

Trades Solicited:

Demolition, Clear & Grub, Dewatering, CL Fence, Welded Wire Mesh Fence, Concrete, Steel Pipe, Valves & Actuators, Steel Structures, SWPPP, Surveying, Trucking, Traffic Control, Construction Area Signs, Metal Fabrications, Coating & Painting, Polyurea Liner, Contact and Pressure Grouting, Concrete Pumping, Concrete Sawing, Electrical.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work well be made available to interested DGS certified small and micro business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DGS certified small and micro business suppliers and subcontractors.



California Sub-Bid Request Ads

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

Roosevelt High School Comprehensive Modernization Project.

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

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

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

PROJECT: BROWNFIELD AIRPORT (SDM) 8L/26R RUNWAY REHABILITATION PH III CITY OF SAN DIEGO – K-17-1575-DBB-3 SAN DIEGO, CA

****THIS PROJECT HAS A 26.9 % DBE GOAL****

BID DATE: JULY 11, 2017 • BID TIME: 2:00 P.M.

Please respond by 5:00 p.m., JULY 10, 2017

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

BIOLOGICAL RESOURCES, HISTORICAL RESOURCES, WPCP DEVELOPMENT, WPCP IMPLEMENTATION, VIDEO RECORDING OF EXISTING CONDITIONS, QUALIFIED SAFETY REPRESENTATIVE, MOBILIZATION, CONSTRUCTION BARRICADES, FENCING, MARKERS AND SIGNS, ASPHALT CRACK SEALING, COLD MILLING OF AC PAVEMENT, WEED CONTROL, MARKING REMOVAL, BITUMINOUS SURFACE COURSE, BITUMINOUS BASE COURSE, CONCRETE JOINT SEAL, CONCRETE SPALL REPAIR, RUNWAY AND TAXIWAY MARKINGS, EMULSIFIED ASPHALT SLURRY SEAL, REMOVE EXISTING JCAN AND CONCRETE FOUNDATION AND BACKFILL, ADJUST EXISTING EDGE LIGHT CANS TO GRADE, REPLACE EXISTING SIGN PANELS, REMOVE AND REINSTALL EXISTING LIGHT FIXTURES.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE'S firms from the City of San Diego Planet Bids website using the Project No. K-17-1575-DBB-3 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Joe Eckardt: Phone 858-536-3100, Fax 858-586-0164 or email estimating@coffmanspecialties.com.

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



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164

e-mail inquiries to: estimating@coffmanspecialties.com



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

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

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

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

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

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com.

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



Lendlease (US) Construction Inc.

71 Stevenson Street, Suite 800,
San Francisco, CA 94105

Contact: Ashley Jian

160FolsomSubcon@lendlease.com
415-971-6732

SBE & LBE Subcontractor & Supplier Bids

Requested For:

TRANSBAY BLOCK ONE

160 Folsom St.

San Francisco, CA 94105

Group 1 (RFP 6/30/2017): Final Clean, Masonry Stone, Carpeting, Painting, Cubicles & Compartments, Toilet & Bath Accessories, Wardrobe & Closet Specialties, Fire Protection Specialties, Loading Dock Equipment. **Group 2 (RFP 7/06/2017):** Masonry, Misc. Metals, Finish Carpentry, Membrane Roofing, Doors, Frames & Hardware, Glass & Glazing, Hard Tile Countertops, Exterior Porcelain Tile, Wood Flooring, Resilient Flooring, Residential Appliances, Casework Supply. **Group 3 (RFP 7/25/2017):** Demolition, Site Clearing, Site Concrete, Precast Architectural Panels, Wood Paneling, Coiling Doors & Grilles, Shades, Casework Install, Landscaping, Irrigation & Paving

SBE/LBE

Pre-bid Meeting & Outreach Event

7/11/17 @ 1:30PM

Mission Creek Park Pavilion

290 Channel St, San Francisco, CA 94158

Please contact Ashley Jiang for access to

BID DOCUMENTS on Box.

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

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

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

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

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

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

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

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



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

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

GRADE CROSSINGS IMPROVEMENT PROJECT

CALTRAIN CONTRACT #17-J-C-044

Bids: 08/15/2017 @ 2 PM

SUBCONTRACTING GOAL – SBE – 35%

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

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

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

We are an Equal Opportunity Employer

California Sub-Bid Request Ads



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

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

http://www.alamedactc.org/app_pages/view/8080

Subcontractors and Suppliers for the following project:

**Warm Springs BART
West Access Bridge and Plaza Project
Owner: City of Fremont**

Bid Date: August 1, 2017 @ 2:00 P.M.

Local Business Enterprises (LBEs)

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

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

Subcontractor and Supplier Quotes

are due NO LATER THAN July 31, 2017 at 5 PM.

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

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

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

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

Prevailing Wages apply.

**An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147**



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

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

**Terminal 1 Boarding Area B Project –
Bid Package 4.1 –
Trade Package TP#31 Site Demolition,
Earthwork & Paving**

**Owner: City and County of San Francisco
c/o Austin – Webcor, a Joint Venture
BID DATE: July 11, 2017 @ 2:00 PM**

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

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

We are an Equal Opportunity Employer



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

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

**CITY OF PALO ALTO – PUBLIC WORKS
DEPARTMENT, AIRPORT DIVISION
APRON RECONSTRUCTION PHASE 1
(BID SET A)**

IFB Number 167808C,
AT PALO ALTO AIRPORT, PALO ALTO, CA.
Disadvantaged Business Enterprise Goal
Assigned is 11.2%

OWNER:
CITY OF PALO ALTO
250 Hamilton Avenue, Palo Alto, CA 94301
BID DATE: JULY 20th, 2017 @ 3:00 P.M.

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

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

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

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

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

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



Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Jim Yackley
Website: www.gallagherandburk.com

Gallagher and Burk, Inc. is soliciting for
L/SLBEs for the following project.

**CITYWIDE PAVEMENT REHABILITATION
PROJECT NO. C1003298
L/SLBE GOAL: 50%**

**OWNER: CITY OF OAKLAND
250 Frank H. Ogawa Plaza, Room #101,
Oakland, CA 94612**

BID DATE: JULY 13, 2017 @ 2:00 P.M.

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

Adjust Iron, Minor Concrete, Roadside Signs, Roadway Excavation, Slurry Seal, Striping, Survey/Staking, Traffic Control Systems, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Hot Mix Asphalt (Type B) Material and 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%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's ISupplier System free of charge at <http://www2.oaklandnet.com/Government/CP/s/ContractingPurchasingOpportunities/index.htm> or from CIPLIST.com <http://ciplist.com/plans/?Oakland/city/9392>.

Fax your bid to (510) 261-0478 to the attention of Estimator Jim Yackley. 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

If you need L/SLBE 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). GBI is willing to breakout portions of work to increase the expectation of meeting the L/SLBE 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.

Start Up Loans

Continued from page 3

There are no interest costs to consider so it is definitely a way to lessen costs at the start. The thought of repaying the debt owed to friends and family can also spur the business owner to work harder towards repaying that debt.

There are online options as well to obtain a start up loan, once you know the amount you need and the noble purpose of the start up loan you can make online applications and wait for results. You just have to be ready with the usual business documents that will be needed.

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

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

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

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

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

BID DATE: 8/1/17 @ 3PM

BID DOCUMENTS:

Please contact Colby for access to
documents on BuildingConnected.

Visit www.sbeinc.com
to download the latest SBE
Newspaper and Newsletter



Entrepreneurship for military spouses

We are all aware of the tremendous sacrifices members of our military make to defend our country and our citizens. But we may not be aware that military spouses make incredible sacrifices as well. One of them may be their own careers as they frequently move, often to remote areas, in support of their spouses in the service.

The unemployment rate among military spouses is 23 percent. That's shockingly high – especially when 85 percent say they want to or need to work. Many families depend on having two incomes, and military families are no exception. I'm pleased to see some employers increasingly looking for ways to attract them, using technology such as teleworking to enable military spouses to work remotely. There's another option – becoming their own boss as entrepreneurs. Running your own business can be empowering. And it can be very adaptable to the highly mobile lifestyles military spouses often have.

I was honored to speak at the U.S. Chamber of Commerce Foundation/Hiring Our Heroes Military Spouse Summit in Washington, D.C.

One panelist, Lakesha Cole, spoke about how entrepreneurship has empowered her. She owns an online boutique and subscription box for girls. She is also the founder of Milspousepreneur, which works to inspire other military spouses to build their own businesses. Cole is truly a role model, and I applaud her both for her own success and for sharing her strategies with others.

As head of the U.S. Small Business Administration, I am committed to helping more people have the tools and skills they need to be entrepreneurs, just like Cole. The SBA and its partners have loads of resources, both online and in communities across the country. It even has special outreach specifically geared to military spouses through a number of programs on military installations. Our Office of Veterans Business Development works with

military spouses as well as with vets and service members.

In general, the SBA serves small businesses and entrepreneurs with what it calls “the three Cs” – capital, counseling and contracts. Each of those has special outreach for military spouses who may be interested in starting their own businesses:

Capital: The SBA has lending partners in communities all across the country that can provide get the capital necessary to start and grow a business. Military spouses are eligible for a break on fees associated with the most common loans, known as the 7(a), under the SBA Veterans Advantage program.

Counseling: Military spouses are encouraged to attend the SBA's Boots to Business entrepreneurship training program on military installations around the world to get their businesses started while their spouse is serving. Lakesha Cole participated in Boots to Business while her family was stationed overseas

and leveraged that knowledge to refine her strategy to grow her business. The SBA also partners with the Department of Defense to deliver quarterly webinars for aspiring military spouse entrepreneurs, and our SBA district offices and resource partners provide counseling and training. Military spouses are also eligible for training programs the SBA supports including VWISE and Bunker Labs EPIC. More information on these is available at <https://www.sba.gov/milspouse>.

Contracting: The SBA helps small businesses sell to the federal government. And it's not just the big stuff like helicopters and aircraft carriers that the government is purchasing – it also buys mundane things like pencils. Uncle Sam is the world's biggest purchaser of goods and services, and a lot of those are sold by small businesses. And since 91% of military spouses are women, they should know that the government has set a goal that at least 5% of

■ Continued on page 7

The Rise of Minority Entrepreneurs

■ Continued from page 1

eventually may be very successful.” For many minorities, it is necessity that is driving startups. In 2015, Hispanic owned businesses hit the 4 million mark nationally in 2015 which represents 23 percent over the last official census release and this represent a growth rate of 15 times the national average.

Since 2012, 750,000 new Hispanic businesses have been formed and this represents 661 billion dollars in revenues. This growth occurred in Midwestern states and Western states including Minnesota, Iowa, Missouri, Nebraska, North Dakota and South Dakota as result of Hispanics moving into the Midwest due to many factors including lower cost of living relative to other regions just as California. The West Coast still continues to have the largest number of Hispanic business with over 1 million but Hispanic growth in business startups are up over 20% across the country.

Javier Palomarez, President and CEO of the U.S. Hispanic Chamber of Commerce observed, “Hispanic businesses are the future of our nation's entrepreneurial activity... The remarkable gains our Hispanic business community has made in the past year are both inspiring and encouraging — our members are proud to be the future builders of the American economy.”

Cesar M Melgoza founder of Geoscape added, “The more you do the math, the more you realize that Hispanic businesses are not just part of the future, they're also a huge component of our present economy. Our leaders need to understand their importance in driving the American economy, and they will only grow in importance in the future.

“While the majority of businesses are run by men, women owned businesses grew four times the rate of male owned business. Nearly 90% of women owned business were sole proprietors, the only employee was the owner and these businesses produced \$1.6 trillion dollars and many of these increases came from black and Hispanic women. One reason was that many Hispanics

and black women are the sole financial head of household compared to Asian and white women, necessity is a significant reason for this trend as black and Hispanic women start businesses just to have a job.

From 2002 to 2007, black businesses grew 60% but this slowed down to 35% due to the impact of the Great Recession. Black entrepreneurs still are growing and there are over 2.6 million black businesses and self-employed.

Census bureau data shows that black entrepreneurs are 75% more likely to be younger than the age of 35 than non-minorities. This is a trend across all minorities and minority firms are younger and more likely to have been in business for less than five years. 13% of black businesses have been operating for less than five years. As minority firms grow and mature, they provide wealth to the community. Minority firms that existed over 22 years earn ten times more than those less than five years old.

9% of black companies are family owned and firms with multiple or family owned outperform the single owner businesses in sales and employment. Firms with multiple owners have five times the employees and revenues than single owner firms. 25% of minorities don't use financing and nearly 60% uses either family or personal savings, and minorities depend less on startup financing than non-minorities.

Nearly double of non-minority businesses use private business loans compared to minority but minority owners are more likely to seek additional financing for business expansion and much of this comes from family savings, their own assets and credit cards. Minorities were twice as likely to be unwilling to seek private financing and this does hamper business expansion since businesses that receive private loans have higher sales and employment.

Black and other minority firms are important aspect of the economy, At least 40% of businesses in the following states are minority owned: Hawaii, District of Columbia, Texas, Florida, New Mexico, California and Georgia.

Babson Global Entrepreneurship Monitor research showed that blacks look to forming new businesses out of necessity due to lower education levels than their white peers along with limited access to employment opportunities and financial resources.

38% of black businesses are in health care and social assistance, repair and maintenance, laundry services plus blacks are moving into advertising firms, auto dealership, barbershops and beauty salons.

World Wide Technology out of Saint Louis is the largest black owned company, worth more than 2 billion dollars, founded by David Stewart. Other black businesses generate millions in revenues including Oprah Winfrey's Harper production, Bob Johnson's RLJ Companies and advertising agency Global Hue.

While black businesses lagged behind the growth of other groups, black businesses are growing. Economics professor Thomas Boston at Georgia Institute of Technology and black firm owner attributed this deficit to the fact that black entrepreneurs start out with less money and were hurt more by the recession. While growth slowed down from the 60% growth in the years leading up to recession, black growth was still 35% from 2007 to 2012.

Malcolm Crawford, founder of a minority business association in Chicago stated, “Entrepreneurship is just not pushed in our community. We teach our children to go to college so they can get a good job. We don't have any place for them to come back and use what they learned at college inside the family business.” (8) The growth of black entrepreneurship has occurred when the economic prospect for many blacks have declined, and many blacks have left the investor class or suffered from the housing crisis. This growth can begin an economic renaissance within the black community and begin the process of recreating wealth among blacks, allowing them to rediscover capitalism.

Connie Evans, President and head of the Association for Enterprise Opportunity observed, “Business ownership is the greatest equalizer in wealth

disparity. In our study, which took more than a year to complete, researchers found that the gap in average wealth between black and white adults decreases from a multiplier of 13 to 3 when you compare the wealth of business owners by race.”

Evans point is that black ownership will lead to wealth creation for blacks and she added, “Most black-owned businesses are small businesses, which often hire from the communities they serve... Assuming these firms hired mostly black people from those communities, it could reduce the rate of black unemployment to about 5 percent. That would give even more people the chance to provide financial stability for their families, positioning them for success in life, while strengthening areas that need an economic boost the most. Entrepreneurship mustn't be stifled, but rather nurtured and supported. It's the pathway to the kind of change that can transform entire communities.” If black owned firms matched other privately held firms, Ms. Evans stated this would create additional 600,000 new jobs and bring 55 billion dollars to the U.S. economy and as she paraphrased the famous John F Kennedy quote, ‘A rising tide lifts all boats.’ Evans point is that what many leftists declare trickle-down economics is what the black community needs. Evans noted, “It's the perfect time to remind people that entrepreneurship is a powerful vehicle for economic change, one that can and does make a difference for many communities— including the black community.” (9)

Evans mention that many black companies suffer from what she noted, “The Wealth Gap, Credit Gap and Trust Gap.” The Wealth Gap translate into less income and assets from friends and family to invest in business where Credit gap is decreased access to formal credit or high rejection rates from banks. You add Trust gap that many blacks do feel when approaching traditional financial institutions but many blacks are overcoming these obstacles as Evans discusses the case of Ardina Pierre who started her own herb shop and found help through a non-profit Access to Capital for Entrepreneurs when she obtained loans to help grow the business.

SOURCE: TexasGOPVote

Public Legal Notices

Outreach Ads July 2017

CONCESSION OPPORTUNITIES AT SAN FRANCISCO INTERNATIONAL AIRPORT

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

International Terminal "A" Food Hall and Café Concession Lease
International Terminal "A" Historic Restaurant Concession Lease
International Terminal "A" Coffee Kiosk Concession Lease
Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Monday, July 3, 2017 until 2:00 p.m. on Friday, July 7, 2017. Small, local and disadvantaged businesses are encouraged to participate.

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

CONCESSION OPPORTUNITIES AT SFO

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

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

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

For more information, visit www.flysfo.com/business-at-sfo/current-opportunities or contact Clarissa Mamaril at 650.821.4500 or via e-mail at clarissa.mamaril@flysfo.com.

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

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

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

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

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

CNS-3022991#

Home for Sale

"Below Market Rate" Ownership at The Austin

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

100% of Area Median Income 2017

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

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

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

UCLA

UCLA

UCLA BIDDING OPPORTUNITIES

Please refer to the below-listed website for public notices of prequalification and bidding opportunities over \$200,000 at UCLA:

<http://www.capitalprograms.ucla.edu/>

If you would like to register to receive free email notifications of bidding opportunities over \$200,000 at UCLA, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Subscription/Subscribe>

To be added to our Rotating Bidder's list for bidding opportunities under \$200,000, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Contracts/Overview>

Entrepreneurship for military spouses

Continued from page 6

its procurement contracts will go to women-owned small businesses.

As we look ahead, the SBA is working with the Department of Labor and Department of Defense to reduce barriers to business ownership and cross-state credentialing for military spouses. For example, if someone has a real estate license or a hairstylist's license in one state, we want to make it easier to transition that to another state.

There are more than a million military spouses – 700,000 married to someone on active duty and 400,000 on reserve. That's a lot of untapped potential! They have one very important thing in common – they are married to someone serving our country in uniform. But they have a wide diversity of talents, experiences and objectives of their own, and the SBA can help translate those into careers. We want military spouses to succeed and feel empowered. Small businesses don't just support families and make our communities vibrant places to live, they contribute to our economic prosperity. And a thriving economy further strengthens the nation our military is working to defend.

SOURCE: www.sba.gov



REQUEST FOR PROPOSALS FOR THE INTERNATIONAL TERMINAL NEWSSTAND AND SPECIALTY RETAIL LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

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

The proposed minimum financial offers range from \$210,000.00 to \$1,200,000.00 with a term of seven (7) years. Rent shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. Small, local and disadvantaged businesses are encouraged to participate.

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

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

CNS-3022020#

Request for Proposal

Countywide Recycled and Purified Water Master Plan (REPOSTED)



Topic: Countywide Recycled and Purified Water Master Plan (REPOSTED) Request for Proposals (RFP) #4821

Who: Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's more than 1.9 million residents.

The Santa Clara Valley Water District (District), located in San Jose, California, is seeking a qualified consultant (Consultant) to provide a comprehensive countywide master plan to facilitate the integration and expansion of recycled water as well as the development of purified water systems in Santa Clara County in partnership and collaboration with recycled water producers, wholesalers, retailers, users, and other interested parties. Specific objectives of the master plan include identification of how much water will be available for potable and non-potable expansion, system integration options, and proposals for governance model alternatives including roles and responsibilities.

The vision of the master plan is "a collaborative strategy to integrate and expand recycled and purified water as a local, reliable, environmentally adaptive, drought-proof water supply and guide strategic investment of public funds over the next 20 years."

Detailed pertinent information and attachments associated with this RFP are available for download on the District's Contract Administration System (CAS) web portal at <http://cas.valleywater.org>.

All reference materials listed in the Preliminary Scope of Services are posted on the File Transfer Protocol (FTP) cloud provider site; contact Miguel Silva at msilva@valleywater.org to obtain access to these materials. Consultants shall review and familiarize themselves with all pertinent information prior to submission of a Proposal. All proposals must be submitted electronically to CAS by the date and time specified in the RFP Schedule tab.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "WS10" and add contact information as necessary.

A pre-proposal meeting will be held on the date, time, and place specified in the RFP Schedule in CAS. The pre-proposal meeting will entail a presentation on project requirements, information on the CAS uploading process, and an overview of contractual requirements. Attendance at the pre-Proposal meeting is not mandatory for the submission of a Proposal but strongly encouraged.

The tentative schedule for the consultant selection and contract award process including the notice of selection for the oral interviews, oral interview, notice of selection and beginning of contract negotiation, District Board of Directors' approval of contract, and the notice to proceed is specified in the RFP Schedule tab in CAS.

General questions regarding this solicitation will be accepted by email to **Miguel Silva** at msilva@valleywater.org by the dates specified in the RFP Package Schedule tab. RFP responses to questions or additional information, interpretations, and supplemental instructions not included in the RFP, deemed by the District as necessary and relevant to responding to the RFP, will be available to all respondents in the form of an addendum uploaded to CAS in the RFP Details tab.

Contact: If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to ContractAdministration@valleywater.org.

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375389-00

Fictitious Business Name(s):

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

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

Signed: **Adam Carmel**

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

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

Filed: **Morgan Jaldon**
Deputy County Clerk
3/31/2017

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376539-00

Fictitious Business Name(s):

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

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

Signed: **Brian Q. Luu**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
6/22/2017

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376193-00

Fictitious Business Name(s):

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

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

Signed: **Robert Feng Hui**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376621-00

Fictitious Business Name(s):

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

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

Signed: **Pete Koutoulas**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376618-00

Fictitious Business Name(s):

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

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/15/2017**

Signed: **Adriel Lively, President**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
6/29/2017

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376250-00

Fictitious Business Name(s):

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

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

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

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376268-00

Fictitious Business Name(s):

Kia Consulting
 Address
168 Welsh Street, San Francisco, CA 94107
 Full Name of Registrant #1
Abdolrahim Kiakojouri
 Address of Registrant #1
1300 22nd Street, San Francisco, CA 94107

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

Signed: **Abdolrahim Kiakojouri**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376210-00

Fictitious Business Name(s):

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

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

Signed: **Arshad Malik**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0375809-00

Fictitious Business Name(s):

Saigon Barbeque
 Address
331 Thornton Avenue, San Francisco, CA 94124
 Full Name of Registrant #1
Tina Luong
 Address of Registrant #1
331 Thornton Avenue, San Francisco, CA 94124
 Full Name of Registrant #2
Hoang Nguyen
 Address of Registrant #2
331 Thornton Avenue, San Francisco, CA 94124

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

Signed: **Tina Luong**

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

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

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

CHANGE OF NAME

CHANGE OF NAME

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

PETITIONER OR ATTORNEY

Sani C Patel
120 Hyde Street, San Francisco, CA 94102

TO ALL INTERESTED PERSONS:

1. Petitioner **Sani C Patel** for a decree changing names as follows:

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

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

NOTICE OF HEARING

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

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

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

BOWMAN LIU, Clerk
 DATED - JUNE 09, 2017

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

CHANGE OF NAME

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

PETITIONER OR ATTORNEY

Rapunzel, Rosaroso
19 Morrell Street, San Francisco, CA 94109

TO ALL INTERESTED PERSONS:

1. Petitioner **Rapunzel, Rosaroso** for a decree changing names as follows:

Rapunzel, Rosaroso changed to
Samantha Rosaroso Tan

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

NOTICE OF HEARING

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

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

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

NEYL WEBB, Clerk
 DATED - JUNE 19, 2017

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