

SMALL

BUSINESS EXCHANGE

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YEARS

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Photo: © Amtrak

California's Bullet Train Isn't Dead, It's Just Resting

What train's ever arrived on time, anyway?

By Eleanor Cummins

After a setback in federal court this week, backers of California's long-promised 220-mph bullet train were dismayed, but transit experts say the train's project's going to be just fine, folks.

"I by no means believe that High Speed Rail is dead in the water," Richard Frank, director of the California Environmental Law and Policy Center at the University of California, Davis, tells Inverse. But Californians hoping to zip between Los Angeles and San Francisco in less than three hours will be waiting a little longer for their \$64 billion bullet train.

The one hope for speeding up the long-delayed project was a federal board's decision that the now 21-year-old project didn't need to abide by California state environmental laws. But a federal appellate court on dismissed that decision on Wednesday, so now the proposed 800-mile rail system still must conduct legally mandated

environmental tests, share those findings with the public, and submit to the court's decision in cases over any protestations. All of that takes a long time.

But folks, what train ever arrived on time anyway? Experts say the project will be fine. Frank says this decision won't change much about how the project operates. "The High Speed Rail Authority has consistently complied with the California Environmental Quality Act by doing detailed environmental analysis for each phase of the project," he says. "I believe the Authority can and will move forward, continuing to do environmental analysis under CEQA as it has in the past."

Officially called the California High-Speed Rail project, the bullet train's builders thought it should be exempt from the California Environmental Quality Act, which requires comprehensive tests of the train's potential environmental

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The 50 States of Construction: Why robust demand is driving CA contractors to focus on efficiency

By Emily Peiffer

California may be known for its relaxed lifestyle, but in the state's construction industry, life these days is anything but slow. As tech companies, hospitals and higher education institutions continue to grow their footprints in the state, contractors there are racing to keep up.

That booming activity has come amid a tight labor market, triggering a push among the construction community for more efficient processes, according to Mike Humphrey, a management committee member at DPR Construction. The Redwood City, CA-based company, which has 21 offices in the U.S. as well as one each in Seoul and Singapore, is one of California's largest contractors.

Construction Dive spoke with Humphrey about the current supply-chain bottleneck, the unique construction challenges that come with building for the tech sector, and his outlook for a market in which work is "just not slowing down."

Editor's note: This interview has been edited and condensed.

HUMPHREY: The San Francisco Bay Area is typically hotter than the rest of the country, but we're seeing now that the market is hot everywhere. We specialize in the technical trades, so we build for advanced tech, life sciences, health-care and higher ed. All of those construction mar-

Continued on page 2

How to encourage Hispanic participation amid the construction labor shortage

By Kim Slowey

Census Bureau numbers show that, in 2015, Hispanics edged out their white, non-Hispanic counterparts in New York City's construction workforce and represented 37.75% of all workers, according to a recent New York City Building Congress report. The margin, only 0.01%, was very small, but it represents a departure from a time when white workers dominated the industry. In 2008, for example, white workers represented 43% of the city's construction industry, while Hispanics were only 31%.

There were 10.3 million workers employed in the U.S. construction industry last year, and almost 3 million of those were Hispanic, a near 29% share for that demographic, according to 2016 Bureau of Labor Statistics figures.

There are some, however, who say that these estimates are low and don't reflect the reality of many job sites.

Anthony Sierra, president of commercial and residential construction company JP Sierra in Tampa, FL, said the projects he visits have closer to 70% to 80% Hispanics on the job.

BLS data is collected using sampling across the U.S., which could explain some of the difference. In addition, there are likely wide swings in the number of Hispanic workers between some areas of the country and states close to the border like Florida. Add to that the reluctance of many to divulge information around immigration status, and the potential grows even more for low figures of Hispanic representation in the industry.

What is certain, however, is that no matter how many Hispanic workers there are, their participation is critical in the all-hands-on-deck environment caused by the shortage of skilled construction workers.

The labor shortage and a shift in political winds

During the Great Recession, a major portion of tradesmen took jobs in other industries, and many foreign workers headed home. Between April 2006 and January 2011, the construction industry lost more than 40% of its work force, cutting nearly 2.3 million jobs. In addition, a 2015 Pew Research report found that more

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Business Toolkit

Marketing Basics for the Novice Entrepreneur

By Leo Sun

For the budding entrepreneur, marketing a finished product can be a nightmare. The manpower and capital required to successfully market a product can be impossible for a tiny startup. How can a novice entrepreneur gather the resources necessary to successfully market a product?

Initial Steps

The three initial goals of marketing should be clear to the entrepreneur.

- Establishing and increasing the customer base
- Increasing the product sales per customer
- Increasing the sales of more expensive, higher margin products per customer

Develop a Marketing Plan

Large companies usually tackle the first hurdle through expensive advertising campaign. But let's assume you don't have the millions necessary to launch large scale television, print and online media campaigns. We have to start small, with a basic marketing plan. A good marketing campaign should consist of the following:

- Target demographics
- Seasonal demand
- Advantages over competitors
- Product pricing and margins
- A simple message delivered via an effective advertising strategy

If you have trouble drafting a coherent marketing plan, you can conduct public surveys to gauge



Image credit: assets.entrepreneur.com

the public reaction to your products or services. Make sure your survey is given to a diverse group - in ethnicity, gender, age, income and education level - to get the best sample. These are separated into two kinds - quantitative and qualitative. Do you want quality over quantity, or vice versa? Both have distinct advantages.

- Quantitative surveys are fixed questionnaires which can be conducted face-to-face, through e-mail, or over the phone. Try to collect a large number of surveys to gauge the customer response as a kind of vote. Quantitative surveys are good for graphs and estimates.

- Qualitative surveys focus on a smaller number of people, without fixed questions. They are usually conducted as face-to-face interviews, conversations or focus groups, where the participants engage in free-form discussion about a topic. Qualitative surveys can help you get a better, more detailed response regarding your product, but can also be extremely time-consuming.

Most successful businesses use a combination of both for the best results. However, if you are pressed for time (and patience), a quantitative survey can be faster and offer similar results with far less manpower and time.

Determine Advertising Mediums and Budget

Now that you have drafted a marketing plan, calculate your advertising budget. If you're a small business, that total is likely to be unimpressive. Here are some ways to clear that hurdle:

- Call local television and radio news stations to attempt to gain free publicity. This can be effective if you are offering a new, innovative product that hasn't been produced before.
- Spread the word through social tools with Twitter, Facebook and Youtube ad campaigns. If you make an interesting video to advertise your product, uploading it online and allowing it to spread like wildfire can be extremely effective. Best of all, this method is mostly free.
- Contact vendors and associates to participate in co-op advertising, in which the advertising fee is shared.
- Advertise via Google AdSense or a similar ad program - these are cheaper than other forms of advertisements, and are selected intelligently based on the computer user's search preferences - which will give you a highly targeted audience.

Award customer referrals with cash, discounts or prizes, in order to publicize your products.

These are just some ideas to help you, as a novice entrepreneur, get started in the complex world of marketing concepts. As your business expands, you can hire dedicated PR, sales and marketing teams to help you create more complex plans.

SOURCE: www.businessdictionary.com

The 50 States of Construction

Continued from page 1

kets are really hot. We keep thinking that at some point this has to slow down, but we're looking at a lot of backlog. Developers are the first ones to start to get nervous about spending money, but we're getting more people asking us to budget [big projects]. Our architect and consultant friends are all really busy. That's another leading indicator for construction. What we're really watching is the fatigue in the marketplace. What's interesting is none of us have really bumped our numbers.

There is escalation happening, but it doesn't seem like the general contractors are escalating. We're still in the Bay Area working at 2% fees. The reason is that we're all still scared from 2009. We know that we want to have that big piece of backlog so that if 2009 were to happen again, we could ride it out. We're all still very competitive, especially for the stuff that could take us into 2018 and 2019 and give us a little security moving forward. But the work's just not slowing down.

What kinds of challenges arise with that booming demand?

HUMPHREY: Everybody wants [the work completed] faster. Our subcontractors are literally getting fatigued. It's getting dangerous, where if you try to force a job to get faster and faster and the subs are working double and triple shifts, people are getting hurt out there. The tolerance level for pushing speed using labor is getting lower. So there's a huge push on productivity, efficiency, prefabrication — anything that we can

do to use a little less manpower and a little more technology or intelligence.

That's where the next bottleneck starts to come. Let's say for exterior skin systems, it used to be that you'd put a crew of 40 people out on the job site, they'd build the scaffolding around the building and build the skin in-place. There's a lot more now of building them in units in the factory, shipping them out and snapping them onto the skin.

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Access to Capital

The 7 Different Loans You Can Get as a Business Owner

When you're looking for debt financing for your business, there are many sources you can turn to, including banks, commercial lenders, and even your personal credit cards. And you don't need to pinpoint the exact type of loan you need before you approach a lender; they will help you decide what type of financing is best for your needs. However, you should have some general idea of the different types of loans available so you'll understand what your lender is offering.

Here's a look at how lenders generally structure loans, with common variations.

1. Line-of-credit loans.

The most useful type of loan for small-business owners is the line-of-credit loan. In fact, it's probably the one permanent loan arrangement every business owner should have with their banker since it protects the business from emergencies and stalled cash flow. Line-of-credit loans are intended for purchases of inventory and payment of operating costs for working capital and business cycle needs. They're not intended for purchases of equipment or real estate.

A line-of-credit loan is a short-term loan that extends the cash available in your business's checking account to the upper limit of the loan

contract. Every bank has its own method of funding, but, essentially, an amount is transferred to the business's checking account to cover checks. The business pays interest on the actual amount advanced, from the time it's advanced until it's paid back.

Line-of-credit loans usually carry the lowest interest rate a bank offers since they're seen as fairly low-risk. Some banks even include a clause that gives them the right to cancel the loan if they think your business is in jeopardy. Interest payments are made monthly, and the principal is paid off at your convenience, though it's wise to make payments on the principal often.

Most line-of-credit loans are written for periods of one year and may be renewed almost automatically for an annual fee. Some banks require that your credit line be fully paid off for seven to 30 days each contract year. This period is probably the best time to negotiate. Even if you don't need a line-of-credit loan now, talk to your banker about how to get one. To negotiate a credit line, your banker will want to see current financial statements, the latest tax returns, and a projected cash-flow statement.

2. Installment loans.

These loans are paid back with equal monthly payments covering both principal and interest. Installment loans may be written to meet all types of business needs. You receive the full amount when the contract is signed, and interest is calculated from that date to the final day of the loan. If you repay an installment loan before its final date, there will be no penalty and an appropriate adjustment of interest.

The term of an installment loan will always be correlated to its use. A business cycle loan may be written as a four-month installment loan from, say, September 1 until December 31 and would carry the low interest rate since the risk to the lender is under one year. Business cycle loans may be written from one to seven years, while real estate and renovation loans may be written for up to 21 years. An installment loan is occasionally written with quarterly, half-yearly, or annual payments when monthly payments are inappropriate.

3. Balloon loans.

Though these loans are usually written under another name, you can identify them by the fact that the full amount is received when the contract is signed, but only the interest is paid off

during the life of the loan, with a "balloon" payment of the principal due on the final day.

Occasionally, a lender will offer a loan in which both interest and principal are paid with a single "balloon" payment. Balloon loans are usually reserved for situations when a business has to wait until a specific date before receiving payment from a client for its product or services. In all other ways, they're the same as installment loans.

4. Interim loans.

When considering interim loans, bankers are concerned with who will be paying off the loan and whether that commitment is reliable. Interim loans are used to make periodic payments to the contractors building new facilities when a mortgage on the building will be used to pay off the interim loan.

5. Secured and unsecured loans.

Loans can come in one of two forms: secured or unsecured. When your lender knows you well and is convinced your business is sound and the loan will be repaid on time, they may be willing to write an unsecured loan. Such a loan, in any of the aforementioned forms, has no collateral pledged as a secondary payment source should you default on

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California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor for the project listed below:
SUMMER 2017 PLACER COUNTY FEDERAL HOT MIX ASPHALT OVERLAY
Contract No. 0961,
Federal Aid Project No. STPL-5919(131)
Disadvantaged Business Enterprise Goal Assigned is 8%
OWNER: COUNTY OF PLACER • 2964 Richardson Drive, Auburn, CA 95603
BID DATE: AUGUST 14, 2017 @ 11:00 A.M.

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

**COLD PLANE, EMULSION SUPPLIER, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER,
SWPPP/ WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL
SYSTEMS, TRUCKING, WATER TRUCKS, STREET SWEEPING,
HOT MIX ASPHALT (TYPE A) MATERIAL.**

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

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

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

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE • Website: www.desilvagates.com
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DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor for the project listed below:
JEPSON PARKWAY PHASE 2A, Federal Aid Project No. RPSTPL-5132(045)
Disadvantaged Business Enterprise Goal
Assigned is 18.35%
OWNER: CITY OF FAIRFIELD • 1000 Webster Street, Fairfield, CA 94533
BID DATE: AUGUST 15th, 2017 @ 2:00pm.

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

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://ftp%25desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is f7pa55wd) or from the Owner's site.

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

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California Sub-Bid Request Ads



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Subcontractors, Vendors,
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SBE Newspaper boasts a weekly readership of **75,000**
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Contact us at 800-800-8534 or sbe@sbeinc.com

**PROJECT: RTE 58/184 SEPARATION – CONSTRUCT CONTINUOUSLY REINFORCED
CONCRETE AND HMA PAVEMENT**

**CALTRANS - CONTRACT # 06-0S4704
KERN COUNTY, CA**

****THIS PROJECT HAS A 15 % DBE GOAL****

BID DATE: SEPTEMBER 12, 2017

BID TIME: 2:00 P.M.

Please respond by 5:00 p.m., SEPTEMBER 7, 2017

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, Traffic Plastic Drum, Temporary Pavement Marker, Portable Changeable Message Sign (EA), Alternative Temporary Crash Cushion, Prepare Storm Water Pollution, Storm Water Annual Report, Move-in/Move-Out Erosion Control, Temporary Hydraulic Mulch, Temp Drainage Inlet Protection, Temp Construction Entrance, Street Sweeping, Temp Concrete Washout, Remove Guardrail, Remove Painted Traffic Stripe, Remove Thermoplastic Traffic Stripe, Remove Road Signs, Relocate Roadside Sign, Hydro Mulch, Erosion Control Dry Seed, Compost Sock, Compost, Incorporated Materials, Place Hot Mix Asphalt Dike, Tack Coat, Roadside Sign – Two Post, Install Sign, Furnish Single Sheet Aluminum Sign, Retroreflective Sheeting, Guard Railing Delineator, Midwest Guard Railing System, Vegetation Control, Cable Railing, Transition Railing, End Anchor Assembly, Alternative In-Line Terminal System, Alternative Flared Terminal System, Thermoplastic Pavement Markings, Thermoplastic Traffic Stripe, Maintaining Existing Traffic Management System Elements During Construction,

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 # 11-244004 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.

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.



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Phone: (858) 536-3100 • Bid Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

Shimmick Construction Company, Inc.
8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099
DBE & SBE Subcontractor/Supplier Bids Requested For:
**San Francisco Bay Area Rapid Transit District
Oakland Emergency Generator (OEG) System • Contract No. 09EK-130A
Bid Date: September 12, 2017 at 2:00PM
Fax all quotes to 510-777-5099**

Requesting certified DBE & SBE Subcontractor and Supplier Quotes on: **Concrete Structural Work, Metal Fabrications, Stairs, Railings, Painting, Electrical NETA Testing & Power Studies, HVAC Ductwork & Equipment, HVAC Testing & balancing, Seismic Calculations, Systems Integrator, Above Ground Fuel Storage Tanks, Fuel Piping Systems, Electrical Power System Study, Electrical Medium Voltage Equipment, Emergency Generator System, DC Battery System, Lighting System, Uninterruptible Power Supply, Electrical Wire & Cable, Fire Alarm & Detection, Access Control, CCTV Systems, Earthwork, Deep Soil Mix Ground Improvements, Concrete Filled Piles, Asphalt Paving, Fencing & Gates, Sanitary Utility Sewerage Piping, Storm Drainage Utilities, Asbestos Abate**

IMPORTANT: This is a security sensitive contract and all 3rd party firms must sign a Non-Disclosure Agreement with BART before being allowed access to the plans and specifications. To begin the NDA process, please contact Jamie Helmick at jhelmick@shimmick.com. **NDA Packages must be submitted to BART by August 11th.**

Security cleared Subcontractors and Suppliers interested in this project may contact Greg Adams by email at gadams@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.

**PROJECT: RTE 99 – CONSTRUCT CONTINUOUSLY REINFORCED CONCRETE PAVEMENT
CALTRANS - CONTRACT # 06-0R1404**

KERN COUNTY, CA

****THIS PROJECT HAS A 13 % DBE GOAL****

BID DATE: SEPTEMBER 7, 2017

BID TIME: 2:00 P.M.

Please respond by 5:00 p.m., SEPTEMBER 1, 2017

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, Traffic Plastic Drum, Temporary Pavement Marker, Portable Changeable Message Sign (EA), Alternative Temporary Crash Cushion, Prepare Storm Water Pollution, Storm Water Annual Report, Move-in/Move-Out Erosion Control, Temporary Hydraulic Mulch, Temp Drainage Inlet Protection, Temp Construction Entrance, Street Sweeping, Temp Concrete Washout, Remove Guardrail, Remove Painted Traffic Stripe, Remove Thermoplastic Traffic Stripe, Remove Road Signs, Relocate Roadside Sign, Hydro Mulch, Erosion Control Dry Seed, Compost Sock, Compost, Incorporated Materials, Place Hot Mix Asphalt Dike, Tack Coat, Roadside Sign – Two Post, Install Sign, Furnish Single Sheet Aluminum Sign, Retroreflective Sheeting, Guard Railing Delineator, Midwest Guard Railing System, Vegetation Control, Cable Railing, Transition Railing, End Anchor Assembly, Alternative In-Line Terminal System, Alternative Flared Terminal System, Thermoplastic Pavement Markings, Thermoplastic Traffic Stripe, Maintaining Existing Traffic Management System Elements During Construction,

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Kiewit Infrastructure West Co. (Kiewit)
10704 Shoemaker Ave., Santa Fe Springs, CA 90670 • Tel: (562) 946-1816, Fax: (562) 946-3823
Contact: Jeff Rowland at jeff.rowland@kiewit.com

Kiewit is seeking sub-quotes from Small Business Enterprise (SBE) firms as Subcontractors and Material Vendors/Suppliers. Firms must be certified by one of the following agencies: State of California Department of General Services (DGS), Los Angeles County Metropolitan Transportation Authority (Metro); or the City of Los Angeles.

Project Owner: Metro Gold Line Foothill Extension Construction Authority
Project Name: Utility Relocation Project, RFB C2001
Project Location: Glendora to Claremont, CA
Bid Due Date: September 13, 2017 at 11:00 a.m. PST

The project entails installation of additional utility protections to water and sewer lines consisting of split steel casings or concrete encasements. The work will be performed within the active railroad corridor along the future 12.3 mile Foothill Goldline Phase 2B project.

Kiewit is currently requesting sub-quotes for traffic control, trucking/hauling, subsurface investigation, underground piping (wet), asphalt paving, and ready mix supply.

All responsive subcontractors must possess a valid California Contractor's license, be registered with the Department of Industrial Relations (DIR), and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Subcontractors performing any on-site work must be signatory to the appropriate union labor agreements that govern its work. Subcontractors, Consultants, Professional Service Firms, and Material Vendors/Suppliers must be able to accept all terms and conditions of the project under its resultant agreement.

Kiewit intends to conduct itself in good faith with all firms regarding participation on this project. For further information, to discuss your specialty or scope of work, the requirements of the contract, licensing, project scheduling, insurance or bonding, please contact Jeff Rowland. Plans and specifications are available for review at the address listed herein, through SmartBidNet by contacting Kiewit, and on the Owner's website at www.foothillgoldline.org.

Kiewit Infrastructure West Co. is an Equal Opportunity Employer.

We encourage qualified women, minorities, veterans, individuals with disabilities, and other to apply.

DALLAS, TEXAS SUB-BID REQUEST AD

J.F. Shea Construction, Inc.
BIDDING OPPORTUNITY

MBE/WBE Certified with the following certifying authority:

The City of Dallas is a member of the North Central Texas Regional Certification Agency (NCTRCA). The agency certifies ownership and control of M/WBEs and provides a centralized M/WBE certification service for public agencies and municipalities. M/WBEs seeking certification can utilize NCTRCA for certification purposes. Copies of application forms for certification are available from BDPS and from the NCTRCA website: www.nctrca.org. However, the City of Dallas, upon authorization from the Director of BDPS, will accept certification of M/WBEs from agencies of similar guidelines whether from private certification agencies, municipalities, state or federal government entities. All businesses wishing to be certified as an M/WBE business will be required to provide documentation needed by the City to certify such firms as M/WBEs.

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

The Work under this contract is located in Dallas, Texas. The Work consists of:

Mill Creek/Peaks Branch/State Thomas Drainage Relief Tunnel
Contract Nos. 15-387F/15-388F
Owner: Dallas Water Utilities
BID DATE: September 1, 2017 @ 2:00 PM

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, chemical toilets and security services, Concrete, Electrical, Erosion Control, Excavation, Fencing, Fuel, Geotech, Industrial supplies, Janitorial, Landscaping, Masonry, Material testing, Painting, Paving, Pipe, Roofing, Security, Steel, Traffic Control, Utilities

Any business seeking to participate as an M/WBE in the Contract that is not currently certified by the requirements set forth above should confirm their status as shown to obtain current certification.

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

J.F. Shea Construction, Inc.
An EEO Employer
667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
909-594-0990 • 909-869-0827 (fax)
Attn: David Olson, Chief Estimator

The 7 Different Loans You Can Get as a Business Owner

Continued from page 3

the loan. The lender provides you with an unsecured loan because it considers you a low risk. As a new business, you're highly unlikely to qualify for an unsecured loan; it generally requires a track record of profitability and success.

A secured loan, on the other hand, requires some kind of collateral but generally has a lower interest rate than an unsecured loan. When a loan is written for more than 12 months, is used to purchase equipment, or does not seem risk-free, the lender will ask that the loan be secured by collateral. The collateral used, whether real estate or inventory, is expected to outlast the loan and is usually related to the purpose of the loan. Since lenders expect to use the collateral to pay off the loan if the borrower defaults, they'll value it appropriately. A \$20,000 piece of new equipment will probably secure a loan of up to \$15,000; receivables are valued for loans up to 75 percent of the amount due; and inventory is usually valued at up to 50 percent of its sale price.

6. Letter of credit.

Typically used in international trade, this document allows entrepreneurs to guarantee payment to suppliers in other countries.

7. Other loans.

Banks all over the country write loans, especially installment and balloon loans, under a myriad of names. They include:

- Term loans, both short- and long-term, according to the number of years they're written for
- Second mortgages where real estate is used to secure a loan; usually long-term, they're also known as equity loans
- Inventory loans and equipment loans for the purchase of, and secured by, either equipment or inventory
- Accounts receivable loans secured by your outstanding accounts
- Personal loans where your signature and personal collateral guarantee the loan, which you, in turn, lend to your business
- Guaranteed loans in which a third party—an investor, spouse, or the SBA—guarantees repayment
- Commercial loans in which the bank offers its standard loan for small businesses

LOUISVILLE, KENTUCKY SUB-BID REQUEST AD

Shea Traylor JV
(J.F. Shea Construction, Inc. & Traylor Bros., Inc. Joint Venture)
BIDDING OPPORTUNITY

MBE/WBE Certified with the following certifying authority:

MBE/WBE Certified with the following certifying authority:

MSD does not certify M/WBE businesses. MSD will accept national and federal certifications from the following organizations and their regional affiliate offices:

- National Minority Supplier Development Council (NMSDC)
- National Women Business Owners' Council (NWOBC)
- Women's Business Enterprise National Council (WBENC)
- U.S. Small Business Administration 8(a) Program (U.S. SBA 8(a))

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

The Work under this contract is located in Louisville, Kentucky. The Work consists of:

LOUISVILLE AND JEFFERSON COUNTY
METROPOLITAN SEWER DISTRICT
OHIO RIVER TUNNEL
TUNNEL AND SHAFTS PACKAGE
CONTRACT NO. 15907
BID DATE: September 14, 2017 @ 1:30 PM

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

Any business seeking to participate as an M/WBE in the Contract that is not currently certified by the requirements set forth above should confirm their status as shown to obtain current certification.

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

J.F. Shea Construction, Inc.
An EEO Employer
667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
909-594-0990 • 909-869-0827 (fax)
Attn: David Olson, Chief Estimator

California Sub-Bid Request Ads

Mission Bay Development Group, LLC is actively seeking General Contractors for the upcoming Mission Bay Blocks 29-32 and Blocks 33-34 Public Improvements Scope 4 (Illinois St) project.

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

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 cathy_serrano@tmi-cm.com or (415) 355-6644 to pick up a set at the Mission Bay Office, 410 China Basin Street, San Francisco, CA 94158.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Tuesday, August 1, 2017 at 10:00 AM. Contractors and subs are strongly encouraged to attend.

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

DBE/SUBCONTRACTOR BID/PROPOSALS REQUESTED

CONTRACT:
COMMUNICATIONS BENCH
RFP NO. PS44432

BID/PROPOSAL SUBMITTAL DUE DATE:
AUGUST 31, 2017 @ 2:00 PM PST

**OWNER: LOS ANGELES COUNTY
METROPOLITAN TRANSPORTATION
AUTHORITY (LACMTA)**

THIS ADVERTISEMENT IS IN RESPONSE
TO LACMTA'S DBE PROGRAM.

LEE ANDREWS GROUP INTENDS TO
CONDUCT ITSELF IN "GOOD FAITH" WITH
DBE FIRMS REGARDING THIS PROJECT.
QUOTES ARE REQUIRED BY COB,
AUGUST 21, 2017, SO THAT ALL BIDS
AND PROPOSALS CAN BE FAIRLY
EVALUATED. PLEASE SUBMIT
BIDS/PROPOSALS FOR THE FOLLOWING
WORK (BUT NOT LIMITED TO):
SPECIAL EVENT PLANNING AND STAFFING,
MULTI-LINGUAL INTERPRETORS/
TRANSLATORS FOR SPANISH,
ARMENIAN, CANTONESE, MANDARIN,
PHOTOGRAPHY, AND VIDEO PROJECTS.

CONTACT:

DAVID VELA, SENIOR VICE PRESIDENT,
LEE ANDREWS GROUP, INC.
818 W. 7TH STREET, SUITE 880,
LOS ANGELES, CA 90017
P: 213.891.2965 F: 213.891.9016



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 Contract Monitoring Division (CMD) Small and Micro-LBEs, San Francisco Public Utilities Commission (SFPUC) certified Local Business Enterprises (LBE), CUCP and SBA certified Disadvantaged Business Enterprises (DBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the SFPUC, SEWP/PC New Headworks Facility Scope 1 Site Preparation Project in San Francisco, CA.

<http://www.sfgov.org/cmd>
<http://www.epa.gov> / <http://www.sba.gov>
www.californiaucp.org

Subcontractors and Suppliers for the following project:

**SEWP/PC New Headworks Facility Scope 1
Site Preparation Project
Contract No. WW-628
Owner: San Francisco
Public Utilities Commission
Bid Date: August 21, 2017 @ 2:00 P.M.**

**Local Business Enterprises, Small/Micro (LBEs)
Disadvantaged Business Enterprises (DBEs)**

Disabled Veteran Business Enterprises (DVBE), Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Small Businesses in a Rural Area (SBRA), Labor Surplus Area Firms (LSAF), or Historically Underutilized Business (HUB) Zone Businesses

wanted for the following scopes, including, but not limited to:

Aggregates, Cellular Concrete, Concrete Supply, Concrete Pumping, Concrete Reinforcement Supply & Install, Precast Concrete, CIDH, CLSM, Crew Transportation, Dewatering, Fencing, Groundwater Monitoring, Piping, Shoring, Street Sweeping, SWPPP, Trucking & Hauling 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 CMD and SFPUC certified, LBE, Small/Micro SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB certified DBE suppliers and subcontractors. Please visit SFPUC website: <http://sfgov.org/cmd/surety-bond-assistance-program-1> for their Bond Assistance Program. 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
August 14, 2017 and
Quotes NO LATER THAN August 18, 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 complete the SFPUC Confidentiality Agreement, register your company and 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, where applicable.

Clean Water State Revolving Fund (CWSRF) Provisions apply

Prevailing Wages apply

An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147



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 SBE, LBE, MBE, WBE subcontractors, suppliers, and truckers for the following project:

**RAIL INFRASTRUCTURE AT THE
MARITIME SUPPORT CENTER (MSC), OAKLAND, CA
PROJECT #2017-07-M1
Bids: August 30, 2017 @ 12 pm**

Dewatering; Traffic Control Systems; Railroad System Rail; Crane Rail Track Work; Earthwork; Underground Utilities; Sanitary Sewer System; Storm Drainage; Railroad Trackwork; Railroad Ballast; Chain Link Fences, Gates & Bollards; Concrete Sidewalks, Curbs & Gutters; AC Pavement; Pavement Striping & Roadway Signs; Reinforcing Steel; Structural Concrete; Non-Structural Concrete; Railroad Signal; Electrical Grounding & Bonding; Overhead Electrical; Low-Voltage Transformers; Exterior Lighting

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/MBE/WBE certified suppliers, subcontractors, and truckers. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE/MBE/WBE firms. 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

REQUEST FOR CERTIFIED LBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

**Ocean Beach Coastal Erosion and
Wastewater Infrastructure Protection
City and County of San Francisco
Public Utilities Commission
Contract No. WW-663
San Francisco, CA
Bid Date: August 17, 2017 @ 2:00 PM**

Work types requested, but are not limited to, the following: **Brushwood Fence, Construction Materials, Imported Coarse Sand Supply, Plant Material/Landscape Architecture, Sand Backpass, Straw Plugs, Traffic Control, and Trucking.**

Plans and Specifications are available for review at our office, or can be downloaded at <http://sfwater.org/contracts>

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

Gordon N. Ball, Inc.

Attn: Serina Sirna
333 Camille Ave., Alamo, CA 94507
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com
An Equal Opportunity Employer



DBE Bidding Opportunities Los Angeles, CA Regional Connector Transit Corridor Project

For Metro Contract No. C0980

Opportunities to provide sub-quotes include:

- Furnish LADWP Metering Switchgear and raceway to TPSS Gear.
- Install LADWP Metering Switchgear and raceway to TPSS Gear.
- Furnish Cable Tray, Panels, & Conduit for Disconnect Switch Rooms
- Install Cable Tray, Panels, & Conduit for Disconnect Switch Rooms.
- Furnish Cable Tray, Panels, and Conduit for TPSS & HV Rooms.
- Install Cable Tray, Panels, and Conduit for TPSS & HV Rooms.
- Furnish Panels and Power for TC&C Room.
- Install Panels and Power for TC&C Room.

Time Frame: Early/Mid 2020
**Notice of Interest Response Deadline:
September 5, 2017**

Contact Information:
Zack Aemmer (323-973-4947)
Regional.DBE@masselec.com

Mass Electric Construction Co.
Is an Equal Opportunity Employer.
This solicitation is in response to Metro's DBE requirements and MECT intends to conduct itself in good faith with DBE firms seeking subcontract opportunities for the contract.



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

PMI requests proposals/quotes from all qualified and certified DBE/SBE/WBE/MBE subcontractors, suppliers, and truckers for the following project:

**BART, M03 INTERLOCKING RENEWAL
DOWNTOWN OAKLAND
BART #15CQ-100
Bids: 9/5/2017 @ 2 pm**

The work in this contract includes but is not limited to: DEMO; PORTLAND CEMENT CONCRETE; CONCRETE FORMING; ELASTOMERIC BEARING PADS; REBAR; CIP CONCRETE; PRECAST CONCRETE; NON-SHRINK GROUT; METAL WELDING; METAL FABRICATIONS; UNDERGROUND DUCTWORK & STRUCTURES FOR FACILITY SERVICES - STORM DRAINAGE; LOW-VOLTAGE WIRES & CABLES; GROUNDING & BONDING FOR ELECTRICAL SYSTEMS; EARTHWORK; CLEARING & GRUBBING; EXCAVATION SUPPORT & PROTECTION; AGGREGATE BASE COURSES; ASPHALT PAVING; CONCRETE PAVING; CONCRETE CURBS, GUTTERS & WALKS; PAVEMENT MARKINGS; CHAIN LINK FENCES & GATES; EXPANDED METAL FENCES & GATES; DECORATIVE METAL FENCES & GATES; PLANTING; UTILITY STRUCTURES; TRENCHING & BACKFILLING FOR UTILITIES; TRACKWORK; RUNNING RAIL; BALLASTED TRACK; CONCRETE TIES; TRACTION POWER CABLES; CONTACT RAIL SYSTEM; TRAIN CONTROL WIRES & CABLES; TRAIN CONTROL WAY-SIDE EQUIPMENT

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 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 contact Ben Pearce at ben@provenmanagement.com PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer

With SBE you can:



FIND
Subcontractors,
Vendors,
and Suppliers



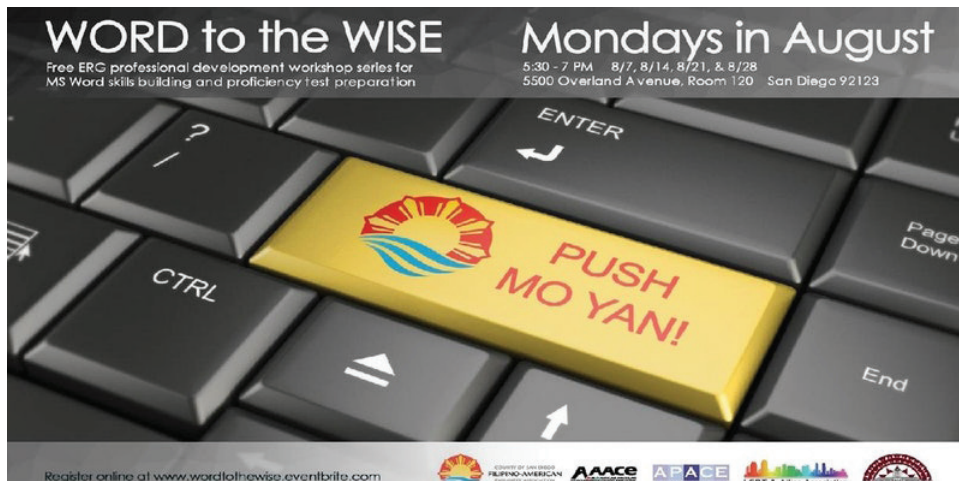
REACH
Diverse Audiences



ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com

Events and Seminars



Word to the Wise: 4 Part Series by County of San Diego Filipino-American Employees Association *Free*

Date and Time
Mon, August 21, 2017
5:30 PM – 7:00 PM PDT

Location
5500 Overland Ave
5500 Overland Avenue, Room 120
San Diego, CA 92123

Description

Word to the Wise: A FREE four part professional development workshop for Microsoft Word skills building and proficiency test preparation

To stay competitive and relevant in the job market, professionals refine their Microsoft Word skills and some even get certifications to prove their level of knowledge and skills. This workshop will provide an overview of Microsoft Word core competencies, assessment areas, and some tips and tricks. Each week will take an in-depth look at the four subject areas below:

- Document management
- Formatting
- Tables and lists
- Inserting objects

This will be an intermediate level training. Participants should already be familiar with basic tools and operations in Microsoft Word 2013.

Register Here:

<https://www.eventbrite.com/e/word-to-the-wise-4-part-series-tickets-36443958862?aff=es2>

Small Business Expo 2017 by Christine Sherbert *Free*

Date and Time
Thu, August 17, 2017
9:00 AM – 6:00 PM PDT

Location
San Mateo County Event Center
1346 Saratoga Drive
San Mateo, CA 94403

WHAT IS SMALL BUSINESS EXPO?

Small Business Expo is America's BIGGEST & most anticipated business-to-business networking event, trade show & conference for business owners, entrepreneurs, start-ups & decision-makers. If you are serious about your business, this Expo is a "MUST ATTEND EVENT."

WHY ATTEND?

- Network with thousands of business owners, entrepreneurs & start-ups
- Attend 25+ Business Critical workshops & seminars to help your business grow
- Join fast-paced speed-networking sessions to make new contacts quickly
- Learn about new cutting-edge products and services
- Establish hundreds of new & valuable contacts
- Interact with the movers and shakers of your industry.
- Leave the show with hundreds of qualified sales leads

Register Here:

<https://www.eventbrite.com/e/small-business-expo-2017-tickets-36513479801?aff=es2>



Speaking the Language of Your Prospects: How Achieve Your Earliest Sales by Nasdaq Entrepreneurial Center *Free*

Date and Time
Mon, August 21, 2017
12:30 PM – 2:00 PM PDT

Location
Nasdaq Entrepreneurial Center
505 Howard St
Plaza Level
San Francisco, CA 94105

Description

Speaking the Language of Your Prospects: How Achieve Your Earliest Sales By Better Understanding Your Marketplace with Tom Flynn

Getting your first few sales is hard to do... getting the next few sales is hard to do... Heck, it's always hard to get new customers. Help yourself to grow and accumulate new business by learning what really matters to your top prospects. You probably know much more than you think, but you may not be presenting your information to the right people and in the right way. Tom Flynn has sold software to hundreds of companies across the Fortune 1000. He will share in this session his tips for speaking to prospects in a language that they understand!

Attendees will learn:

- How do you create a value prop that matters to your prospects
- Tips for getting your prospects attention and for getting meetings
- How to increase the reaction and success for all of your collateral and outbound communication

Register Here:

<https://www.eventbrite.com/e/speaking-the-language-of-your-prospects-how-achieve-your-earliest-sales-tickets-36282916179?aff=es2>

How to Build a Financial Plan that Investors will Love by StartupHouse Fee: \$5 – \$15

Date and Time
Tue, August 29, 2017
6:00 PM – 8:00 PM PDT

Location
StartupHouse
934 Howard Street • San Francisco, CA 94103

About this workshop

Does your financial plan tell a story that inspires investor confidence and helps you to raise capital? If your financials aren't telling a compelling story and you need help with financial projections and financial planning, please join us for this one-hour long session during which we'll discuss the importance of milestone funding, the components of your financial model, top-down and bottom-up financial projections, creating your budget, and more.

Takeways

In this workshop you'll learn:

- Understand the Silicon Valley environment and the funding process
- Develop a strong strategy to reach out to investors
- Understand the equity dilution

Register Here:

www.eventbrite.com/e/how-to-build-a-financial-plan-that-investors-will-love-tickets-35734480794?aff=es2



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified

DBE

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

**02-4G5504 - Reconstruct with HMA and PCC, Widen Structure and Upgrade Rails
In Siskiyou County And Near Dunsmuir**

From Sacramento River Bridge To 0.6 Mile South Of North Mount Shasta Underpass

Bid Closing Date: September 6, 2017 @ 2:00 PM

DBE GOAL: 8%

CONTACT:

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300

Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

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

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- ASPHALT
- BRIDGE DEMO
- CONCRETE BARRIER
- CONCRETE PAVING
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING
- ELECTRICAL
- EROSION CONTROL
- GRINDING (COLD MILL)
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- PILING
- ROADSIDE SIGNS
- RUMBLE STRIP
- SCHEDULE DEVELOPER
- SIGN STRUCTURES
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- ASPHALT OIL
- JUST-IN-TIME TRAINING
- SERVICE PATROL VEHICLE

For the complete list of Actual Project Bid Items, please visit:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=02-4G5504>

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

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

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



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

Site Concrete, AC Berm, Asphalt Paving, Clear & Grub, Survey, Hydroseed,
Stripers, Electrical, Microsurfacing (Pavement Seal Coat), Crack Seal,
Concrete, Asphalt, CMB

GRAND AVENUE BIKE LANE IMPROVEMENTS – PHASE I
GRAND AVENUE BIKE LANE IMPROVEMENTS – PHASE II
Wildomar, Riverside County, CA

City of Wildomar

PROJECT #CML-5484(007) & CML-5484(008)

BID DATE August 15, 2017 @ 2:00 p.m.

Sub & Vendor Scopes and Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

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

CA License 985106

DIR #1000001133

Public Legal Notices



TERMINAL 1 CONCESSION PROGRAM PREVIEW AND NETWORKING SESSION AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco -- This fall, the San Francisco Airport Commission will be issuing the Terminal 1 Concession Program Requests for Proposals ("RFPs") for approximately 15 food & beverage and 17 retail locations. In preparation for the release of the Terminal 1 RFPs, Revenue Development and Management will be holding networking sessions and previews of the Airport's Terminal 1 concession program on Wednesday, August 23rd, 2017. These events will provide an overview of the proposed concession program layout, and also serve as an opportunity for local and small businesses to meet with some of the larger airport concessionaires. Feedback from attendees will be welcomed.

Seating to these events is limited to 200 registrants per preview and you must present your ticket at the door for admission. Each company will be limited to three (3) tickets. If you are interested in attending, please register for a ticket through this Eventbrite link: [\(T1 Preview\)](#).

If you are an existing concessionaire interested in hosting one of the networking tables, please register for a ticket through this Eventbrite link: [\(Networking Table\)](#). Only ten (10) networking tables are available and only one ticket will be given per concessionaire.

Thank you for your interest in doing business at SFO and we look forward to seeing you all at this event.

CNS-3038707#



CALIFORNIA STATE LOTTERY
Request for Proposal (RFP) #50077
Lead Agency Advertising Services

The California State Lottery (Lottery) anticipates releasing RFP #50077 in July 2017, to invite proposals from qualified Agencies to provide advertising and integrated marketing services for all Lottery products. The Lottery will consider proposals from partnerships and joint ventures, including a creative Advertising Agency, and/or Media Agency.

This RFP will be open to all Agencies and joint ventures that, at the time Phase I Submittals are due, meet the following minimum qualifications. Qualified Agencies must:

1. Have a minimum of 50 employees;
2. Have had at least \$20 million in revenue for calendar year 2016;
3. Have a minimum of 15% of the agency's work product for calendar year 2016 in digital marketing efforts;
4. Be legal business entities licensed to do business in California;
5. Have an office in California and maintain it for the duration of the contract; and
6. Meet the requirements as set forth in Section II, Phase I Submittals.

The RFP will be available to download, when released, exclusively at the Lottery website at www.calottery.com/Vendor. **The Lottery will not distribute paper copies of the RFP.**

CNS-3036864#

DIVERSITY OUTREACH

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

Visit this link for the
OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm



Get the Facts on Women Business Owners

By Michael J. McManus, Regulatory Economist

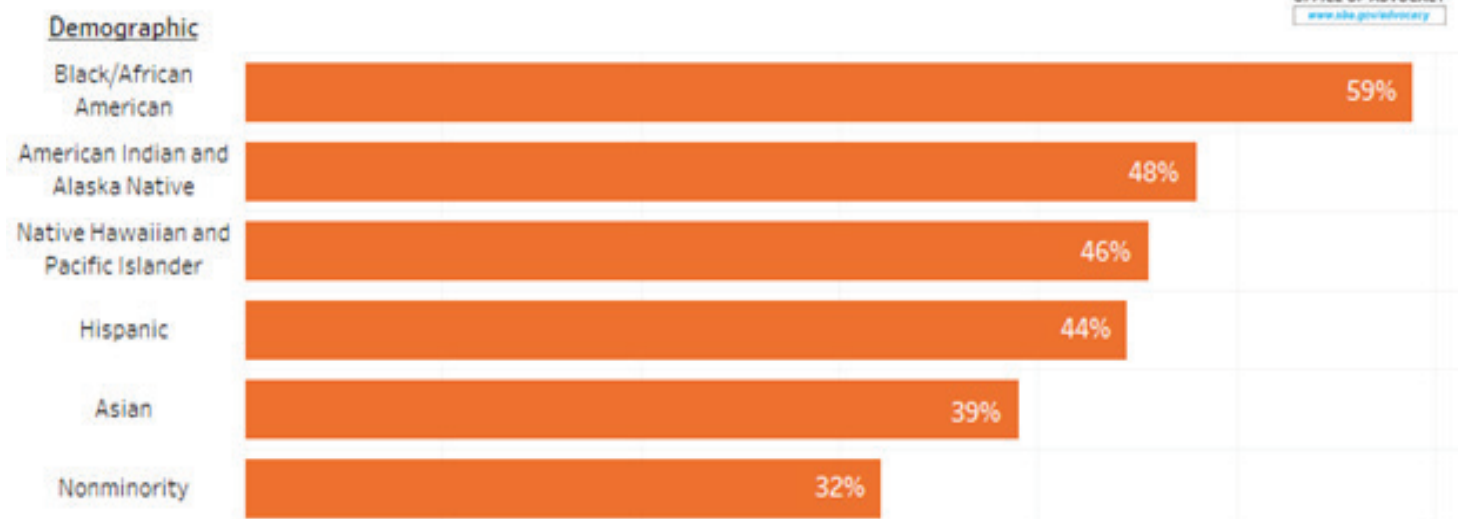
The impact of women-owned businesses on the U.S. economy is large and continues to grow, but just how large is it? For instance, how many women-owned businesses are there in the United States? How much do those businesses make? What industries are those businesses in?

Answers to these questions and more are in a new report from the Small Business Administration's Office of Advocacy, "Women's Business Ownership: Data from the 2012 Survey of Business Owners." SBA's Office of Advocacy supports small business owners and conducts research to understand and advocate for them. Their new report evaluates the state of women-owned businesses using the Census Bureau's Survey of Business Owners, or SBO.

The data from the SBO illustrate the large impact of women entrepreneurs:

- Women-owned businesses employ over 8.4 million workers and generate \$264 billion in payroll.
- Almost all (99.9%) of women-owned businesses are considered small businesses (fewer than 500 employees).
- 36 percent of all businesses are women-owned, and they account for 12 percent of all sales and 15 percent of employment.
- An additional 2.5 million businesses are owned equally by women and men. These businesses account for an added \$189 billion in payroll for 6.5 million workers.

Percent of Businesses Owned by Women



- As majority and joint business owners, women entrepreneurs generate \$2.5 trillion in sales.

Women-owned businesses appear in every industry group, but are more prevalent in the service sector. For example, in the child day care industry, women own more than 660,000 businesses – 89 percent of the industry. Child daycare is one of 36 industries with more women-owned businesses than male-owned.

The interactive version of this graph shows the number of male- and female-owned businesses in each of these 247 industries.

Also noteworthy is that minority communities have higher shares of women-owned businesses. For example, 59 percent of Black/African-American businesses and 44 percent of Hispanic businesses are owned by women, versus 32 percent of non-Hispanic white businesses.

The SBO also goes into depth on business characteristics such as firm age, size and financing, and it shows key differences between men- and women-owned businesses. Check out the Office of Advocacy's full report for in-depth analysis of the data, plus additional interactive graphics.

Women-owned businesses are a key to our nation's overall economic success, and their importance is growing. With that in mind, the Department of Labor's Women's Bureau and the Small Business Administration's Office of Advocacy will continue working hard to make sure these businesses and their owners have the support and protections they deserve.

Michael J. McManus is a regulatory economist with the SBA Office of Advocacy. You can reach him at Michael.McManus@sba.gov.

SOURCE: blog.dol.gov

The 50 States of Construction

Continued from page 2

So the bottleneck just moved to the shop. It's about how much shop labor can you get. If you go even further upstream, the guys in the shop can't fabricate stuff if the engineers haven't drawn it and designed it. You push all the way upstream, and the subcontractors are working very hard to get good engineering talent who can engineer, draw and design fast enough to keep the shop moving. In the past, I could've said the bottleneck was here or there, but now it's in all parts of the subcontracting world — engineering time, shop time and field time.

How does that impact the way you interact with subcontractors?

HUMPHREY: Subcontractors are not a commodity; they are partners. We work hard to build relationships with them, to help them be productive. When they come on the job and have demands about what they need to be effective, we must listen to them. That's the way we should always build, as partners and teams on the job.

How is the tight labor market impacting your business?

HUMPHREY: It's going to be a strain for a while. For years, people have been talking about the drop in people entering the crafts, but it comes down to people at all levels. We need more specialized and technical talent. We're not doing a bad job of bringing in engineers to become managers and superintendents, but we need BIM experts, MEP experts and specific

trades of self-performed work. Where we used to be able to be generalists, the construction industry has gotten so sophisticated that we need more specialists.

Sometimes coming out of school, people don't want to have their career path limited. When you start going down a specialty line, people start to worry, "What if this specialty isn't a hot commodity a few years from now?" The ability to grow talent is complicated. We're spending more time building the right development programs so that we understand what our people want and how to match those things up.

Which sectors are seeing the strongest demand right now?

HUMPHREY: Advanced tech is driving all the major industries. Advanced tech for us is mission-critical data centers, and also the Googles, Facebooks and Yahoos. That sector has been able to produce so much data that every other sector now is changing the way they work. When we're building for a life-science customer or a healthcare customer, when people work there, there are more doctors and nurses and life science engineers that are spending time using their computers and analyzing data than they are using test tubes or doing research because there's so much data available. Now every sector relies on the advanced tech piece.

There was a big boom for healthcare in California the past few years and we thought that would slow down, but it really hasn't. There

are still large projects in the healthcare world. Life science continues to be hotter than it was three or four years ago. Also, higher ed is one [sector] that you can predict because most of the [schools] have to get their budgets a year in advance for most work, so you can see [what's coming] at the beginning of the year.

How does the construction process differ for the tech sector versus for other clients?

HUMPHREY: The tech sector really is about speed these days. For building a hospital, it's methodical. In California, there's more regulation around healthcare, so the people on a healthcare job are in for a long, slow job to get it right. People on advanced tech jobs are in for a sprint. We're working on how we balance our people. There are the people who run the mile and the people who run the 100-meter dash. We've got to get the right people on the right jobs and even trade them off from a long grind to a fast project.

What are some of the biggest trends you see emerging among client requests?

HUMPHREY: There are more customers interested in wellness. It's not just LEED certifications or green building, but having their spaces be healthy in lots of ways. Meeting space is being rethought. Getting people to use stairs more than elevators, changing out kitchens so healthy food is more prominently displayed. It's just these subtle changes people are making in their architecture and design.

There's a feeling that we want people in this place to be more than just physically healthy — companies are also thinking about mental well-being. It's really refreshing. We're in a market now where there's enough money and jobs that owners and buildings are basically a recruiting tool. Those spaces have to be more than just cool to work in. Owners are enlisting us to help them think through their wellness programs.

Do you expect any kind of downturn ahead in the market?

HUMPHREY: We're so far above normal, I can see us returning to normal, but I don't see us going to a recession. Normal would be a breath of fresh air. A lot of us would appreciate normal. It's hard to tell. Especially in advanced tech, there's so much competition. You look at the exponential growth of technology and how fast information moves, and that keeps me thinking it probably won't slow down even in the next two years.

Looking ahead, what opportunities are you most excited about in the construction industry?

HUMPHREY: Customers are trying new things, whether it's in energy use or how they use their space. There's not a lot of cookie-cutter buildings anymore. Everything's pretty new. In the marketplace where there's money to be spent, owners can let their architects have more freedom to try new things. It's a fun time to be building.

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

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376634-00

Fictitious Business Name(s):

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

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

Signed: **Adam Carmel**

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

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

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

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

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

Fictitious Business Name(s):

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

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

Signed: **David W. Freeman**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
7/18/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376873-00

Fictitious Business Name(s):

DYT Electrical Design Services
Address
426 Ramsell Street, San Francisco, CA 94132
Full Name of Registrant #1
David Yukwang Teng
Address of Registrant #1
426 Ramsell Street, San Francisco, CA 94132

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

Signed: **David Teng**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
7/18/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0377019-00

Fictitious Business Name(s):

Jasmine Tea House
Address
3253 Mission Street, San Francisco, CA 94110
Full Name of Registrant #1
Jasmine Tea House
Address of Registrant #1
3253 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 **7/1/2017**

Signed: **Zhu Juan Ruan,****CEO**

This statement was filed with the County Clerk of San Francisco County on **7/28/2017**

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: **Mariedyne L. Argente**
Deputy County Clerk
7/28/2017

8/3/17 + 8/10/17 + 8/17/17 + 8/24/17

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

Fictitious Business Name(s):

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

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

Signed: **Christian K. Gainsley**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
7/11/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376575-00

Fictitious Business Name(s):

Pink Lotus Nails
Address
1085 Fillmore Street, San Francisco, CA 94115
Full Name of Registrant #1
Loan Dam
Address of Registrant #1
1085 Fillmore Street, San Francisco, CA 94115

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/26/2017**

Signed: **Loan Dam**

This statement was filed with the County Clerk of San Francisco County on **6/26/2017**

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

Filed: **Morgan Jaldon**
Deputy County Clerk
6/26/2017

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

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

Fictitious Business Name(s):

Proven
Address
739 Bryant Street, San Francisco, CA 94107
Full Name of Registrant #1
Four Seasons Care Center, Inc. (CA)
Address of Registrant #1
739 Bryant Street #205, San Francisco, CA 94107

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/25/2017**

Signed: **Jeremy Bragg, CEO**

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

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

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

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

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

Fictitious Business Name(s):

1.) **The Humanity Company**
2.) **HMNTY**
Address
5608 Mission Street, Apt 3, San Francisco, CA 94112
Full Name of Registrant #1
Jobelle Gacuya
Address of Registrant #1
5608 Mission Street, Apt 3, San Francisco, CA 94112

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/12/2017**

Signed: **Jobelle Gacuya**

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

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

Filed: **Susanna Chin**
Deputy County Clerk
7/12/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0377156-00

Fictitious Business Name(s):

Iso Ideas, Inc.
Address
165 11th Street, San Francisco, CA 94103
Full Name of Registrant #1
Iso Ideas, Inc.
Address of Registrant #1
165 11th Street, San Francisco, CA 94103

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/21/17**

Signed: **Alexander Dixon,**
CEO

This statement was filed with the County Clerk of San Francisco County on **8/8/17**

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: **Mariedyne L. Argente**
Deputy County Clerk
8/8/17

8/10/17 + 8/17/17 + 8/24/17 + 8/31/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376664-00

Fictitious Business Name(s):

1.) **OneClick Solutions Group**
2.) **San Francisco IT Support**
3.) **Golden Gate Security Group**
Address
580 California Street, Fl 16, San Francisco, CA 94104
Full Name of Registrant #1
OneClickFix, LLC (CA)
Address of Registrant #1
580 California Street, Fl 16, 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 **7/1/2017**

Signed: **Mark McGarvey**

This statement was filed with the County Clerk of San Francisco County on **7/3/2017**

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

Filed: **Sonya Yi**
Deputy County Clerk
7/3/2017

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0376750-00

Fictitious Business Name(s):

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

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

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

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

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

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

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

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

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

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

Signed: **Eduardo A. Ramirez**

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

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

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

How to encourage Hispanic participation amid the construction labor shortage

Continued from page 1

Mexicans were leaving the U.S. than entering. Because of retiring workers and a lack of interest on the part of younger people, there aren't enough workers to meet the upswell in recent demand — contributing even more to the labor shortage plaguing the industry.

On top of all that, President Donald Trump has been so focused on targeting undocumented immigrants in his ramped up enforcement and deportation policies that there are reports that even those authorized to work in this country are concerned they'll be lumped in with undocumented workers and targeted for investigation.

Chad Blocker, a partner at Fragomen, Del Rey, Bernsen & Loewy in California, said, "There is a sense that some of the rhetoric coming out of Washington has created a general atmosphere of unease among foreign nationals in the U.S., and those working on visas would be among those who are impacted and facing an uncertain future as to whether they will be able to stay in the U.S."

Igor Fridman, co-founder of Queblo — a construction business app that connects Hispanic independent contractors and small construction company owners — said that in the Minneapolis community where the company is located, there are a handful of workers who plan to return to their home countries because of this new turn in immigration policy. However, that's just a small group and not representative of most workers.

"The vast majority of individuals are not phased by this rhetoric and political climate," he said. The Hispanic community in Minneapolis, Fridman said, is a support system itself, providing a family feel and a strong network of job opportunities — both of which are hard to abandon because of a shift in political winds.

How to attract and retain Hispanic employees

So given that Hispanic workers are so vital to helping ease the labor shortage — which is unlikely to change in the foreseeable future —



what can companies do to find and retain more employees from this group?

Both Sierra and Fridman agreed that one of the primary steps that construction companies should make is to ensure there are bilingual superintendents or foremen on site.

"There's a communication gap on most jobs with supers who can't speak Spanish," Sierra said. "Not being able to communicate is a disadvantage." Sierra, who is bilingual, said that gives him a competitive and productive edge because there are fewer errors due to miscommunication and less lost time necessary to fix those mistakes.

Sierra said that even a few "job site Spanish" lessons would be helpful. "You don't need to be able to understand the stories about what they did over the weekend, but you do need to know key phrases, especially those that relate to safety or that could mean a costly mistake," he said.

In addition to tackling the language barrier, Fridman said, employers who have Hispanic and im-

migrant employees should consider establishing official policies that discourage negative behavior toward Hispanic or immigrant workers. If someone feels like they're being discriminated against, he said, they could perhaps fall back on that policy to force a change or negotiate a better work situation. Sierra said he has seen fewer instances of discrimination on the job site, but there is still progress to be made.

Training is another area that gives employers a leg up in attracting and retaining workers, Fridman said. "There's not a clear process for construction workers to come in and get certified and educated in a specific trade, especially if they don't speak the language," he said. On-the-job training options would be helpful, he said, particularly for people who enter the industry later in life.

Fridman added that Hispanics who want to start their own businesses could also benefit from training on the administrative side around topics like estimating, with lessons on how to win jobs

and make a good profit. The small-sized contractors who sign up for the Queblo service, he said, are experts in the trades but often struggle with the "inside" work that they've never dealt with. These individuals are on their way to being job creators and could provide those in their communities with great benefits if offered support.

In fact, Fridman said, the opportunity for Hispanic employees to work for a Hispanic-owned business would be a big draw, particularly in this political environment, and could help bring in more labor to ease the worker shortage.

From the immigration policy side, according to Blocker, a temporary worker program might be a panacea of sorts, allowing construction workers to work legally in this country and not have to worry about being caught up in immigration raids. "There are a lot of good-paying construction jobs, and, yet, there aren't enough U.S. workers to fill [them]," he said. "It's not about finding cheap labor. It's about finding any labor at all."

SOURCE: www.constructiondive.com

California's Bullet Train Isn't Dead, It's Just Resting

Continued from page 1

impact. Construction, industrialization, and pollution would all be factored into the plan.

Nothing has come easy for this bullet train. According to confidential reports obtained by the LA Times in January, the first 118-mile leg of the project, which was set to be complete by 2017, is looking more like 2024 — maybe later. And the original budget, again for just that first leg, has increased from \$6.4 billion to nearly \$10 billion, if not higher. That puts completion of the full track from Los Angeles to San Francisco closer to 2036 than the original goal of 2029.

The case also serves as a reminder of the the numerous challenges facing infrastructure projects of similar size, including Elon Musk and his hyperloop proposal — which, incidentally, was spurred in part by his hatred of California's high speed rail plan.

Deborah Sivas, a professor of law at Stanford University and director of the Environmental Law Clinic, tells Inverse that, unlike Musk, she would love to take the bullet train from San Francisco to Los Angeles someday. But, Sivas is quick to add that she believes the existing environmental laws should be respected.

Right now, California's environmental regulations require that builders conduct environmental surveys to determine if and how their projects might be disruptive. In the case of the high speed rail project, the surveys often explore the impact of a variety of different routes, the impact of above ground paths or tunnels, and a number of other designs. If people feel the project is too disruptive to their community or its ecology, they can sue. And they do sue.

"There were half a dozen or so suits in different places, because it's such a long system," Sivas says.

Instead of fighting each case individually, the railway's backers hoped the state would determine their system was exempt from environmental rules and allow them to dismiss all of those cases at once. For a time, that seemed to be the case, as an earlier federal Surface Transportation Board decision declared the project immune from California's regulations. But Wednesday's circuit court ruling and a similar July 31 state supreme court decision about a different railroad ruled otherwise. The circuit court characterized the surface board's comments as "merely advisory. The court's opinion, meanwhile, is a lot more like law.

Now, Sivas says, the high-speed rail backers will have to fight each lawsuit one by one. Though it may feel burdensome, it's arguably the way things were always intended to go. Exemptions to the California Environmental Quality Act can

be made by the legislature, but the act serves an important ecological and social purpose.

What's more, the act doesn't typically stop a project from completion, Sivas says. Instead, it does give the public an opportunity to ask tough questions on the race to the finish line. And so far, the California High-Speed Rail Authority has been commended by the courts for the quality of the environmental reports it has been required to submit.

While a typical California Environmental Quality Act case can be locked up in court for two years, Sivas says transit cases are given priority. Court cases like these do set precedent for future projects of a similar nature, so we hope the hyped-up hyperloop enthusiasts are taking notes — and budgeting time in the courtroom.

SOURCE: www.inverse.com



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