

SMALL

BUSINESS

EXCHANGE

Vol 31, Edition 21 • AUGUST 13, 2015

Voice of Small, Emerging Diversity Owned Businesses Since 1984

NEWS • INFO • BIDS

PURCHASING

DGS

CALIFORNIA DEPARTMENT OF GENERAL SERVICES

Upcoming Solicitations
Office of Business and Acquisition Services
Location
Bay area
Contract Title/Description
Switchgear Main Bonding Jumper Relocation
Anticipated Release Date
8/15/2015
Contract Estimate
6,000.00
Point of Contact
Ron Seto
Phone Number
916-375-5935
Email
Ron.Seto@dgs.ca.gov

Location
Sacramento area
Contract Title/Description
Moving Services
Anticipated Release Date
8/15/2015
Contract Estimate
6,000.00
Point of Contact
Lyssa Ortega
Phone Number
916-375-4358
Email
Lyssa.Ortega@dgs.ca.gov

Location
Los Angeles area
Contract Title/Description
Security Access System
Anticipated Release Date
8/15/2015
Contract Estimate
TBD

Continued on page 8

Economic Status of Small Business in California

The Small Business State and Territory Profiles report on the economic status of small business from 2010 to 2013. They include information on the number of firms, employment, demographics and other topics using the most recently available government data. They are a reference tool for researchers, policymakers, and small entities who are interested in how small firms are performing regionally or nationally. Note that this report defines small businesses as firms with fewer than 500 employees.

California

3,571,013 Small Businesses

683,999 Small Businesses with Employees

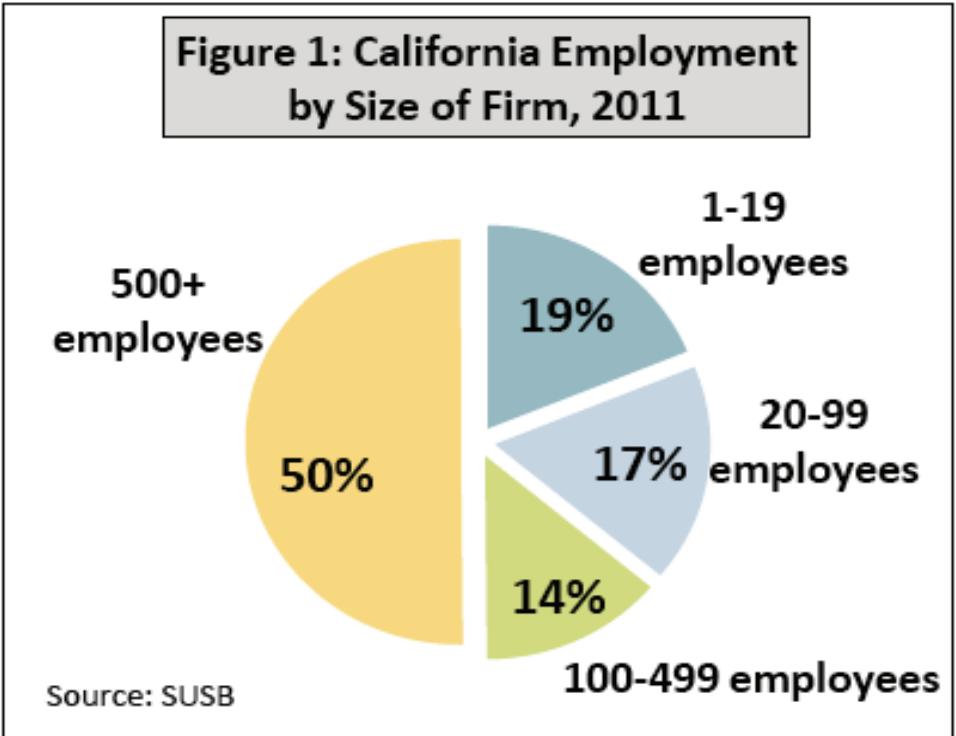
2,887,014 Small Businesses without Employees (Nonemployers)

6,331,871 Workers Employed by Small Businesses

State Economy Overall

- California's economy grew at a faster rate than the United States in 2012. California's real gross stateproduct increased by 3.5 percent compared to 2.5 percent for U.S. gross domestic product. (Source: BEA)

Continued on page 7



Public Policy

Construction Permit Streamlining Bill Clears Senate

By Charles S. Clark

Tucked inside the long-term highway bill that cleared the Senate last Wednesday is a bill sought by the construction industry to speed up the multi-agency federal permitting process while assigning an agency coordinating body, curbing litigation and increasing transparency.

The Federal Permitting Improvement Act, introduced in January by Sens. Rob Portman, R-Ohio, and Claire McCaskill, D-Mo., is designed to streamline a process “currently laden with uncertainty and unpredictability that hinders investment, economic growth, and job creation,” the senators said in a release.

“Infrastructure projects create good-paying jobs,” McCaskill said. “Businesses and employers shouldn’t have to go through unnecessarily bureaucratic or duplicative requirements that can delay these important investments we need for our country’s future.”

Portman urged the House to pass its own version, though that chamber so far has balked at the Senate’s larger multi-year highway bill called the Drive Act, passing a three-month version that President Obama just signed.

The permitting bill aims to improve coordination of permit granting in capital projects with price tags of at least \$200 million in conventional energy production, electricity transmission, sur-

face transportation, aviation, ports and waterways, water resources, broadband, pipelines and manufacturing. It would create an interagency task force run by the Office of Management and Budget, which would select a lead agency to coordinate deadlines.

It also would enhance transparency by requiring agencies to post timelines online with relevant documents, while requiring permitting managers to accept public comments earlier in the process.

To curb litigation, the bill would reduce the statute of limitations under the National Environmental Policy Act from six years to two years after notice of a project is published in the Federal Register. It would also permit courts to consider potential job losses in deciding on injunctive relief, and require agencies to consult earlier with industry and coordinate with states and localities.

Continued on page 8

Community Outreach

Honda to Pay \$24 Million for Discriminatory Auto Loans

The Consumer Financial Protection Bureau (CFPB) and Department of Justice (DOJ) resolved an action with American Honda Finance Corporation that will put new measures in place to address discretionary auto loan pricing and compensation practices. Honda's past practices resulted in thousands of African-American, Hispanic, and Asian and Pacific Islander borrowers paying higher interest rates than white borrowers for their auto loans, without regard to their creditworthiness.

As part of the order, Honda will change its pricing and compensation system to substantially reduce dealer discretion and minimize the risks of discrimination, and will pay \$24 million in restitution to affected borrowers.

"The CFPB is committed to creating a fair marketplace for all consumers, and other auto lenders should take note of [this] action," said CFPB Director Richard Cordray. "Honda's proactive decision to move to a new pricing and compensation system demonstrates industry leadership and represents a significant step towards protecting consumers from discrimination."

"We commend Honda for its leadership in agreeing to impose lower caps on discretionary markups and for its commitment to treating all of its customers fairly without regard to

race or national origin," said the head of DOJ's Civil Rights Division, Principal Deputy Assistant Attorney General Vanita Gupta. "We recognize that dealerships perform a valuable service in connecting customers with lenders and that they should be fairly compensated for that service. We believe that Honda's new compensation system balances fair compensation for dealers and fair lending for consumers. We hope that Honda's leadership will spur the rest of the industry to constrain dealer markup to address discriminatory pricing."

Auto loans are the third-largest source of outstanding household debt in the United States, after mortgages and student loans. When consumers finance automobile purchases from an auto dealership, the dealer often facilitates indirect financing through a third-party lender like Honda. Honda is wholly-owned by American Honda Motor Co., Inc. It is one of the largest indirect auto lenders in the United States.

As an indirect auto lender, Honda sets a risk-based interest rate, or "buy rate," that it conveys to auto dealers. Honda then allows auto dealers to charge a higher interest rate when they finalize the deal with the consumer. This is typically called "dealer markup." Markups can generate compensation for dealers while giving them the discretion to charge consumers different rates regardless of consumer creditworthiness. Honda



permitted dealers to mark-up consumers' interest rates as much as 2.25 percent for contracts with terms of 5 years or less, and 2 percent for contracts with longer terms.

The enforcement action is the result of a joint CFPB and DOJ investigation that began in April 2013. The agencies investigated Honda's indirect auto lending activities' compliance with the Equal Credit Opportunity Act, which prohibits creditors from discriminating against loan applicants in credit transactions on the basis of characteristics such as race and national origin. The investigation concluded that Honda's policies:

- Resulted in minority borrowers paying higher dealer markups: Honda violated the Equal Credit Opportunity Act by charging African-American, Hispanic, and Asian and Pacific Islander borrowers higher dealer markups for their auto loans than non-Hispanic white borrowers. These markups were without regard to the creditworthiness of the borrowers.

Visit link for full article:
www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1290&pageID=25

Technology Inclusion

Blacks on Board - HP leaps forward

Reverend Jesse L. Jackson, Sr. Comments On HP's Appointment of Four African Americans to the Board of Directors of HP Inc and Hewlett Packard Enterprise

"Minority inclusion in the leadership of tech companies is at the forefront of the industry's agenda. HP is answering the call. By appointing two African Americans on each of its two new Boards of Directors for Hewlett Packard Enterprise (HPE) and HP Inc (HPI), they will have the most diverse boards of any tech company in America. There will also be four women on each of the Boards of the two new companies.

In March 2014, Rainbow PUSH leaders and I met with HP representatives at their shareholder meeting. We challenged them— and the tech industry – to confront the virtual exclusion of women and people of color in the tech industry. HP committed to make demonstrable strides in expanding diversity and inclusion. By appointing four African Americans and eight women to its Boards, HP is honoring their commitment. Inclusion of women and people of color in the boardrooms will be critical to driving diversity throughout the companies.

Rainbow PUSH is privileged to have worked with HP in their talent search – we have argued all along that there is no talent deficit, but an opportunity deficit. HP is matching talent with opportunity, and shaping its leadership to mirror the America in which we live. At the end of the day, women and people of color represent money, market, and talent - they are the new innovators, creators and consumers so vital to the future success of the tech industry.

Last year, Rainbow PUSH researched 20 leading tech companies: of 189 total directors, there were just 3 African Americans, 1 Latino and 36 women. Eleven of the twenty companies

had all-White Boards. Certainly there is a long way to go.

That's why HP's appointment of 2 African Americans, 4 total, to the Boards of the two companies, is so important. HP is taking not just a small step but a leap forward, setting the pace for the tech industry that will do well to follow their example."

For more information, please contact Butch Wing, 510-701-8955.

Source: Rainbow PUSH Coalition,

Editorial Staff
President:
Domingo K Johnson

Publisher:
Gerald W. Johnson - gwj@sbeinc.com

Outreach & Managing Editor:
Valerie Voorhies - vvv@sbeinc.com

Production Staff
Sales & Production Manager:
Nabil Vo - nvo@sbeinc.com

Graphics Design:
Tyler Chen - tchen1129@gmail.com

Webmaster:
Umer Farooq - umer@octadyne.com

Writer:
Cheryl Hentz - cheryl.hentz@gmail.com

AWARDS

• **CITY OF LOS ANGELES**
Black Business Association,
Outstanding Entrepreneur
Mayor's Advisory Board,
Outstanding Achievement as a Vendor/Supplier
• **COUNTY OF LOS ANGELES**
Black Business Association,
Outstanding Entrepreneur

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• **San Francisco Contracts Monitoring Division**

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How to Conserve Water Without Bankrupting Water Utilities

The more water people save, the more money utilities lose. But new pricing models could change that.

By Otis White

In March, Mayor Bob Buckhorn dedicated the latest section of Tampa's Riverwalk, which now stretches nearly two miles down a river and along a channel leading to Tampa Bay. As he cut the ribbon, Buckhorn said something that must have puzzled some in the audience: "This is a day that we have waited for for decades."

For decades? Actually, yes. You see, the Tampa Riverwalk was proposed in 1975 by then-Mayor Bill Poe -- as a Bicentennial project. The celebration of the American Bicentennial was in 1976. The Riverwalk has, well, taken longer than expected.

By all accounts, the Riverwalk is spectacular. It loops under a bridge and over the Hillsborough River, giving strollers the sensation of walking on water. It ties together several parks and museums, a performing-arts center and the city's convention center. It offers downtown Tampa a gathering place it has long needed, and it has already sparked development of new restaurants and

nightclubs.

But why did it take 40 years to complete? The simple answer is that it was more or less forgotten for 30 years before another mayor, Pam Iorio, revived it and drove it to completion.

But the more interesting story is this: this is how many great civic projects proceed, in fits and starts. That is, they are launched with a bang, only to lose momentum and fall into a deep sleep until a new leader comes along and figures out how to revive them. It's a little like Prince Charming. But instead of a kiss, the new leader applies strategy, persuasion, persistence ... and an occasional kick in the pants.

This is just one of the surprising patterns I've found in the last four years from interviewing leaders of successful civic projects. Here's another: The leaders learn almost exclusively on the job.

This is puzzling considering how important these projects are. Civic projects are a basic unit

■ Continued on page 9



Water utilities are increasingly encouraging xeriscaping in an effort to use less water. (Shutterstock)

SUB-BID REQUESTS CALIFORNIA

O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Cold Plane Asphalt Concrete Pavement and Place RHMA

Hwy 1 Bodega Bay – Sonoma County

Caltrans #04-1J1704

BID DATE: August 19, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Signs, Water Pollution Control Program, Sweeping, Cold Plane AC, Shoulder Backing, Crack Treatment, Data Core, Tack Coat, Striping & Marking, Loop Detector and Construction Materials.

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

O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Cold Plane Asphalt Concrete Pavement and Overlay

Hwy 13/580 Separation - Oakland

Caltrans #04-1J1904

BID DATE: August 26, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Signs, Water Pollution Control Program, Sweeping, Noise Monitoring, Temporary Drainage Inlet Protection, AC Dike, Cold Plane AC, Clearing & Grubbing, Data Core, Tack Coat, Striping & Marking, Extinguishable Message Sign, and Construction Materials

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

Mid-Coast Corridor Transit Project

ATTENTION CONTRACTORS!

You're invited to learn about upcoming contracting opportunities for the Mid-Coast Corridor Transit Project



Wednesday, September 2, 2015

10 a.m. - noon

Liberty Station

McMillin Companies Event Center

2875 Dewey Road, San Diego, 92106

*Refreshments will be served.

A presentation will be given at 10:15 a.m., followed by an opportunity to talk directly to project team members and network with potential contractors.

PLEASE RSVP by Friday, August 28, at

<https://september2015contractoropenhouse.eventbrite.com>.

If you are a contractor interested in having a table at the event, please indicate that in your response.

Learn about upcoming Mid-Coast Corridor Transit Project construction contracting opportunities, and network with contractors interested in forming teams.

Elvira to Morena Double Track project opportunities will be discussed for work in bridge demolition, trucking, concrete, drilled shafts, structural steel, grounding, shoring and traffic control.

MCTC is aggressively seeking certified DBE (Disadvantaged Business Enterprise) and SB (Small Business) construction trades for the upcoming Elvira to Morena Double Track project.

All interested firms, including DBEs, are encouraged to register with MCTC through the Mid-Coast Vendor Portal (powered by PlanetBids). Registered firms are able to view RFPs issued by MCTC and will receive notifications of upcoming contract opportunities. Please visit www.MCTCJV.com.

MCTC is willing to assist all DBE subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email your request for assistance to info@MCTCJV.com.




SUB-BID REQUESTS CALIFORNIA

CAHILL CONTRACTORS, INC.
Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified LBE Subcontractors and Suppliers
for ALL trades EXCEPT Exterior Building Maintenance & Solar Hot Water System.
O’Farrell Towers

This is a SF MOH CMD project with
construction workforce and prevailing wage, LBE & local workforce hiring goals.
O’Farrell Towers • 477 O’Farrell Street • San Francisco, CA 94102
Bid Date: 9/1/15 @ 2 PM

Voluntary Pre-bid Meeting & Job Walk on **8/13/15 at 10:00 AM** at
O’Farrell Towers, located at 477 O’Farrell Street, San Francisco, CA 94102.



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
CONTACT: ADRIANNE LEWIS • Email: Adrianne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL CERTIFIED DGS, CADOT, CUCP, CPUC, WRNMSDC,
WBENC and DVBE
SUBCONTRACTORS & SUPPLIERS IN THE COUNTY OF SOLANO
FOR ALL TRADES
FOR THE FOLLOWING PROJECT:
SOLANO COMMUNITY COLLEGE
BUILDING 1200, THEATER RENOVATION, INCREMENT 1 & 2
FAIRFIELD, CA
BID DATE: August 18, 2015 at 2:00PM
ESTIMATE: \$14,163,868

Trades needed but not limited to: Hazmat, soft demo, hard demo, grading and paving, site utilities, concrete, rebar, landscaping, wood framing, glu-lams and I joists, electrical, production lighting control, production rigging, structural and misc metals, fabricated spiral stairs, decorative metal fences, metal decking, casework, builtup roofing, fluid applied waterproofing, composite wall panels, automatic smoke vents, doors, hardware, hollow metal door frames, glass, glazing and aluminum, translucent wall and roof assemblies, automatic entrances, gyp board and metal studs, lath and plaster, weather barrier, ceramic tile, floor testing, carpet and resilient flooring, acoustic ceilings, acoustical treatments, acoustical room components, tackable wall covering, flexible wood veneer wall covering, painting and coating, metal coping and sheetmetal, HVAC, plumbing, fire sprinklers, elevators, auditorium seating, survey, erosion control, benches, pavingmarking, expansion joint covers, firestopping, joint sealants, roof hatches, access doors, bike racks and lockers, bird and pest control, corner guards, toilet compartments and accessories.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC’S PLAN ROOM.
SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUB-
CONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO HEIR

WORKERS COMPENSATION INSURANCE.
WE ARE SIGNATORY TO THE CARPENTER’S AND LABORER’S
COLLECTIVE BARGAINING AGREEMENTS
AN EQUAL OPPORTUNITY EMPLOYER

AECOM is seeking qualified Community Business Enterprise (CBE)
subconsultants for the following project:

Owner: County of Los Angeles Department of Public Works
Request for Proposals
On-Call Environmental Compliance Services
Location: Los Angeles, CA
Bid Date: August 20, 2015

Work areas include: biological services, cultural resources, public outreach, geotechnical, air and noise assessment, hazards, and traffic engineering.

Firms should be certified CBEs with the County of Los Angeles Department of Public Works. RFP will be provided upon request.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

AECOM
515 S. Flower Street, 8th Floor • Los Angeles, CA 90071
Attn: Amy Pang • amy.pang@aecom.com

By August 13 2015, please submit a brief statement of qualifications, including
1 or 2 resumes, by email (preferred) to SBE@SBEINC.com,
or fax to Small Business Exchange at (415) 778-6255.

Raffi’s Metal Design
534 E Fig Ave Monrovia CA 91016 • Phone: 818-612-0769 • Fax: 626-932-1850
Name: Raffi Hanneyan • raffismetal@aol.com

Sub-Bids Requested From Qualified MBE, WBE, DBE, DVBE Subcontractors and Suppliers
Security Fence
Project No. 05-08-13.15
Location: 3404 168th Street, Torrance, CA
Bid Date: 8/13/2015 @ 2:00PM
Respond By: 8/11/2015

Proposals Requested For The Following Trades: Chain Link Fence.
An Equal Opportunity Employer

Reyes Construction, Inc.
State License Number 507561
1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Estimating • Mon-Fri 8am-5pm

REQUESTING SUB & SUPPLIER BIDS
From All Qualified
Disadvantaged Business Enterprises (DBE) Subcontractors/Sub-consultants/Suppliers/
Vendors registered as a DBE for:
La Palma Recharge Basin
Contract No. LPRB-2015-1
Owner: Orange County Water District

Reyes Construction is requesting bids for:
SUBCONTRACTORS: Traffic Control, SWPPP, Surveying, Shoring, Dewatering , Earthwork, Structural Excavation & Backfill, Trucking, Wet Utilities, Monitoring Well, Minor Concrete Structure, Structural Concrete, Reinforcing Steel, Structural Steel, Masonry, Roofing, Doors, HVAC, Mechanical, Fiber Optics, Cathodic Protection, Electrical, instrumentation & Controls, Guardrail, Fencing, Paint & Coating, Landscaping.
SUPPLIERS: Traffic Control Material & Equipment, BMP Materials, Steel Pipe , Waterworks Material, Ready Mix Concrete, PVC Pipe & Fittings, Misc. Metals, Precast Catch Basin, Sluice Gates, Reinforced Concrete Pipe (RCP), Vertical Turbine Pump, Aggregate , Rip Rap, Misc. Concrete Materials & Supplies, Valves, Meters.

BID DATE: August 27, 2015 @ 2:00 PM

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at
1.) <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)
2.) Via email by requesting to estimating@reyesconstruction.com
3.) Ocwddplanroom.com – registration required
Please fax quotes to: 909.622.3053

Reyes Construction, Inc.
State License Number 507561
1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Estimating • Mon-Fri 8am-5pm

From All Qualified
Disadvantaged Business Enterprises (DBE)
Subcontractors/Sub-consultants/Suppliers/Vendors registered as a DBE or small business for:
Laguna Niguel/Mission Viejo Station Improvements Project
Owner: Orange County Transportation Authority

Reyes Construction is requesting bids for:
SUBCONTRACTORS: Wet utilities, Fencing, Landscape and Irrigation, Minor Concrete, Reinforcing Steel, Structural Concrete, Earthwork, Signage, Plumbing and Mechanical, Doors, Drywall, Painting & Coating, Demolition, Electrical, Asphalt Paving, SWPPP, Quality Control Testing, Surveying, Railing & Handrails, Ceramic Tiling, Flooring.
SUPPLIERS: Miscellaneous Metals, Ready Mix Concrete, PVC Pipe & Fitting, Trench Drain, Concrete Supplies, Clay Pipe, Precast Manhole Shaft, Aggregate, Structural Steel, Site Furnishings, BMP Materials, Traffic Control material, Office Trailer.

BID DATE: August 27, 2015 @ 2:00 PM

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at
1.) <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)
2.) Orange County Transportation Authority website <http://www.octa.net/cammnet> (free registration)
Please fax quotes to: 909.622.3053

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Business Development

Leading U. S. Steel in challenging times

CEO Mario Longhi discusses leading the company through a difficult period, its search for growth, and what constitutes success.



Mario Longhi is president and chief executive officer of United States Steel Corporation

Now more than a century old, United States Steel was at one point not only the world's largest steel manufacturer but the world's largest company. Yet it has struggled in recent years: global overcapacity in the steel industry has led to a significant rise in steel imports to the United States, while the drop in oil prices has reduced demand for steel, particularly in the energy industry. Now, president and chief executive officer Mario Longhi is working to turn the tide. After more than two decades at Alcoa and then five years as CEO of Gerdau Ameristeel, Longhi joined U. S. Steel in July 2012 and was named president and chief executive officer in September 2013. In this interview with McKinsey's Rik Kirkland, Longhi discusses the challenge of growing in a difficult and evolving market, the need for being innovative, and his definition of success. An extended and edited transcript of his remarks follows.

Creating the conditions to grow

The company has been losing money for five years in a row. You can only endure so much of that if you're going to stay alive. But life is bigger than staying alive—people have a right to thrive, and companies have a right to thrive. For that, you need to focus: What is it that we do, and how do

we do it? We need to have a customer focus, to really understand what solutions they're looking for so that we can apply our science and our capabilities to help them and create value for both, including ourselves. And we have to do this in businesses that are very cyclical. But we will not remain victims of the markets. We're going to deliver economic profit through the cycle.

Of course, there's not a simple answer. It's a lot of hard work in a very organized manner, and intense focus on our customers. Because we are in automotive, we are in energy, we're in construction, industrials—we're everywhere. Each and every one of those segments has its own idiosyncratic ways in which things work. So we've refocused the organization starting with the customer, we're translating the opportunities into how we run the business, how the operations go, and we're boosting research and development to a significant level.

Driving growth through innovation

We're keeping our minds open to where the growth opportunities are. Of course, we're based in steel, but we're going to understand a lot better where we should be going. And, you know, even though we articulate it, it's a two-step approach:

earn the right to grow, and then grow profitably. These things don't happen necessarily in two separate moments. We're going to be ready to seize that opportunity once we better understand it.

In automotive, for example, it's wonderful what's happening. Innovation is thriving in there, because of the new regulations that we need to improve miles per gallon and all that. And alternative materials have been making quite significant inroads in it. I think steel, to a degree, has been asleep at the wheel. But I don't think steel really believed that alternative materials could come in and penetrate as fast as they are doing. We're sort of catching up.

People think of steel and the steel people think of themselves—and portray themselves, if you look at pictures—as if there's always this crucible spitting fire. In reality, this is a profoundly scientific organization. You look at the mathematical models that are required for you to deal with a blast furnace, and the rolling, the fineness that needs to be in a controlled process for it to be perfect—it's phenomenal. So we really are creating those conditions in order to innovate with the customers.

SUB-BID REQUESTS CALIFORNIA

ATKINSON CONTRACTORS, LP

Requests

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

Caltrans Contract No. 08-3555V4

Construction on Rte 15 in San Bernardino County in Victorville

from 0.5 Mile North of Mojave Drive to 1.5 Mile North of Stoddard Wells Road Overcrossing

Bids Thursday, August 27, 2015

Description of Work and Material Supply (but not limited to):

Aggregate Base, Architectural Treatment, Asphalt Paving, Biologist, Clear & Grub, Concrete Barrier, Concrete Paving, Construction Area Signs, Demolition, Drainage, Earthwork, Drilled Piling, Driven Piling, Electrical, Environmental Services, Erosion Control, Fencing & Railing, Flatwork, Guardrail, Imported Borrow, Irrigation, Joint Seal, Landscaping, Pavement Marking, Maintenance of Traffic, Minor Concrete, Misc Iron & Steel, Overhead Sign Structures, Painting, Pipe Supply, Precast Prestressed Concrete Girders, Rebar, Retaining Wall, Road Barrier, Roadway Joint Seal, Roadway Sign, Rock Slope Protection, Sewer, Shotcrete, Signal and Lighting, Soil Nail Wall, Soundwall (Masonry Block), Street Sweeping, Structural Concrete, Structural Steel, Survey, SWPPP, Traffic Control System, Traffic Monitoring Stations, Trucking, Tubular Handrailing, Wireless Vehicle Detection System (Refer to project specs and addenda for complete bid item list). This project has a 12% DBE Goal.

Atkinson Contractors, LP

18201 Von Karman Ave, Suite 800. Irvine, CA 92612

socal.estimating@atkn.com

Phone: 949-855-9755 / 949-382-7145 • NEW FAX # 949-553-0252

Contact: Andrew Nelson

Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.

TO DOWNLOAD PLANS, SPECS, ADDENDA AND SUPPLEMENTAL INFORMATION:

Please go to http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/08/08-3555V4/



An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

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

CALTRANS

Construction on State Highway in San Joaquin County in Stockton from Center Street to Union Street

Contract: 10-1C0904

Bid Closing Date: 08/18/2015

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 110 • Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

Contact: Robert Rosas

Service needed: PROGRESS SCHEDULE (CRITICAL PATH METHOD), CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL SYSTEM, TYPE III BARRICADE, CHANNELIZER (SURFACE MOUNTED), PORTABLE CHANGEABLE MESSAGE SIGN (LS), TEMPORARY RAILING (TYPE K), TEMPORARY CRASH CUSHION MODULE, PREPARE WATER POLLUTION CONTROL PROGRAM, TEMPORARY CONCRETE WASHOUT, ASBESTOS COMPLIANCE PLAN, RECONSTRUCT EQUALIZING BOLTS, RESET THRIE BEAM BARRIER, RESET SOFFIT LIGHT, ACCESS OPENING, SOFFIT, BRIDGE REMOVAL (PORTION), TEMPORARY SUPPORT, TEMPORARY DECKING, STRUCTURAL CONCRETE, BRIDGE, ELASTOMERIC BEARING PAD, JOINT SEAL (MR 1 1/2"), JOINT SEAL ASSEMBLY (MR 2 1/2"), JOINT SEAL (MR 2"), REPLACE NEOPRENE STRIP SEAL GLAND (MR 2"), BAR REINFORCING STEEL (BRIDGE), MISCELLANEOUS METAL (RESTRAINER - CABLE TYPE), CONCRETE BARRIER (TYPE 25), CONCRETE BARRIER (TYPE 25 MODIFIED), CONCRETE BARRIER (TYPE 50A MODIFIED), MAINTAINING EXISTING TRAFFIC MANAGEMENT SYSTEM ELEMENTS DURING CONSTRUCTION, TRUCKING, CONSTRUCTION RENTAL AND SUPPLIES. Any of the above items may also be broken out into economically feasible units to fit your capabilities. For any questions or concerns, please contact Robert Rosas @ 925-932-7900

Subcontractors and Suppliers being solicited include but not limited to:

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 contractors license and DIR number, insurance coverage and workers 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 insurance, bonding, equipment, materials and/or supplies please call (925) 932-7900. Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596 or at the Caltrans Website. 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, please call us at 925-932-7900 or fax us your quote at 925-279-2269. Should you have any questions regarding this bid, you may contact Robert Rosas.

B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

SUB-BID REQUESTS CALIFORNIA

DeSilva Gates Construction

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

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

FOR THE PAVEMENT REHABILITATION OF VARIOUS ROADWAYS IN THE UNINCORPORATED AREAS OF ALAMEDA COUNTY SPECIFICATION NO. 2261, FEDERAL AID PROJECT NO. STPL-5933(125)

OWNER:
County of Alameda - Public Works Agency
951 Turner Court, Room 300, Hayward, CA 94545

BID DATE: August 20, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:
Adjust Iron, Cold Plane, Crack Sealing, Electrical, Minor Concrete, Paving Fabric, Slurry Seal, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Temporary Erosion Control, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material
100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates Construction

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

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

CALTRANS ROUTE 65 – CONSTRUCTION ON STATE HIGHWAY IN PLACER AND YUBA COUNTIES, IN AND NEAR WHEATLAND, FROM BEAR RIVER BRIDGE TO 0.10 SOUTH OF MAIN STREET AND FROM GRASSHOPPER SLOUGH BRIDGE TO 0.8 MILES NORTH OF SOUTH BEALE ROAD, Contract No. 03-4F0404, Federal Aid Project ACSTP-P065(102)

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

BID DATE: August 18, 2015 @ 2: 00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:
AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, GRIND CONCRETE PAVEMENT, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, OBJECT MARKERS, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEG-ETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, DEVELOP WATER SUPPLY, IMPORTED BORROW MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, SHOULDER BACKING MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.
100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

CAHILL CONTRACTORS, INC.

Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified SBE Subcontractors and Suppliers for the following Trades:
Earthwork, Soil Cement Columns, Structural Concrete, Structural Steel, Metal Stairs, and Elevators.

TRANSBAY BLOCK 7 (SELECT TRADES)

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

Transbay Block 7
255 Fremont Street • San Francisco, CA 94105
Bid Date: 9/14/15 @ 2 PM
Voluntary Pre-bid Meeting on 8/31/15 at 2:00 PM at Cahill Contractors,
425 California Street, Suite 2200, San Francisco, CA 94104.
There will not be a job walk.

DeSilva Gates Construction

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

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

CALTRANS ROUTE 13 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN OAKLAND FROM ROUTE 13/580 SEPARATION TO ROUTE 13/24 SEPARATION, Contract No. 04-1J1904, Federal Aid Project ACNHP-P013(027)E

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

BID DATE: August 26, 2015 @ 2: 00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:
AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.
100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Turner

Turner Construction Company
ADVERTISEMENT FOR SUBCONTRACTOR PREQUALIFICATION
Request for Qualification (RFQ)
RFQ Period: August 11, 2015 – August 25th, 2015

Turner Construction Company (Turner) is seeking RFQs for the following Trade Packages for:
Moffitt Library Renovation Replacement Project University of California, Berkeley Alameda County

BID GROUPS	
2	FIRE PROTECTION (DESIGN-BUILD)
3	ELECTRICAL (DESIGN-BUILD)
7	MILLWORK/FINISH CARPENTRY
8	ACOUSTICAL CEILINGS
10	DOORS, FRAMES AND HARDWARE
15	CONCRETE / SANDBLASTING

Turner has been awarded the above referenced project. This project includes the following three (3) components:

1. Moffitt Library 4th & 5th Floors Renovation – Project NO. 12643A

This segment of the project will begin as a Design Assist and convert to a Design-Bid-Build (lump sum) delivery method and includes the renovation of approximately 34,360 SF of existing interior. The major components include the renovation of the interior work spaces, the relocation of 4th & 5th floor restrooms to the NW corner of the building, added fire protection to both floors, enclosing the east balconies on 4th & 5th floor, and modifications to the existing stairs to meet Campus Fire Marshal specifications.

2. Moffitt Roof Replacement – Project NO. 19533B

This segment of the project will be a Design-Bid-Build delivery method with some Design-assist components and includes demolition, removal and installation of replacement roofing system and supporting infrastructure.

3. Moffitt HVAC Central Plant Replacement – Project NO. 12486A

This component of the project will be a Design-Build delivery method and includes demolition, removal and installation of designated equipment and controls.

PREQUALIFICATION OF PROSPECTIVE SUBCONTRACTORS: The University has determined that Subcontractors who submit bids on this Project must be prequalified. After submitting your prequalification VIA www.turnerconstruction.com, please email your Turner issued prequalification number to mguzman@tcco.com and jamassey@tcco.com. The Design-Build subcontractors must utilize professional engineers licensed in the state of California to assume the responsibilities of the Bid Package Designer of Record.

The Prequalification Process is a Pass or Fail. Subcontractors who pass the pre-qualification process will be invited to bid the above referenced project.

CONTACT INFORMATION: For information on how to Pre-Qualify with Turner, please contact Marlene Guzman (510-267-8105 or mguzman@tcco.com)

Economic Status of Small Business in California

Continued from page 1

- The employment situation in California has improved. The unemployment rate in California declined from 9.8 percent in December 2012 to 8.3 percent in December 2013. This is above the national average of 6.7 percent. (Source: BLS)

Employment

- California's small businesses employed half or 6.3 million of the state's private workforce in 2011.
- Almost all firms with employees are small. They make up 99.2 percent of all employers in the state. Table 3 offers further industry detail on small firms.
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 offers further detail.
- The three industries with the most small business employment were: accommodation & food services; health care & social assistance; and professional, scientific, & technical services (Table 4).
- In California, small businesses created 104,360 net new jobs in 2011. The biggest gain was in the smallest firm size category of 1-4 employees. (Source: BDS)
- The number of people who were primarily self-employed decreased in 2012. For demographic detail on the state's self-employment, see Figure 2.
- The state's private-sector employment increased in 2013 by 3.6 percent, which was above the national average growth rate of 2.1 percent. (Source: BEA, BLS)

Income and Finance

- Most small businesses are sole proprietors. Annual income from sole proprietorships increased 6.9 percent in the 3rd quarter of 2013 and totaled \$149.4 billion. (Source: BEA)
- The Federal Deposit Insurance Corporation tracks banks and bank branches and publishes annual data for each state. For more detailed information see www2.fdic.gov/sod/sodSummary.asp?barItem=3.
- In 2012, 758,453 loans under \$100,000 (and valued at \$9.6 billion) were issued by Community Reinvestment Act lending institutions in California. (Source: FFIEC)

Business Owner Demographics

- In 2011, there were an estimated 1,084,000 woman-owned businesses and 1,274,000 minority-owned businesses. For additional business demographic information, see Table 1 and Figure 2.

Business Turnover

- Table 2 gives California's establishment survival rates over an eight-year period, 2002-2010.
- In the 2nd quarter of 2013, 73,920 establishments opened and 80,330 closed in the state of California. (Source: BED)
- Business bankruptcies declined in net from 2010 to 2013, signaling a stronger state economy. (Source: U.S. Courts)

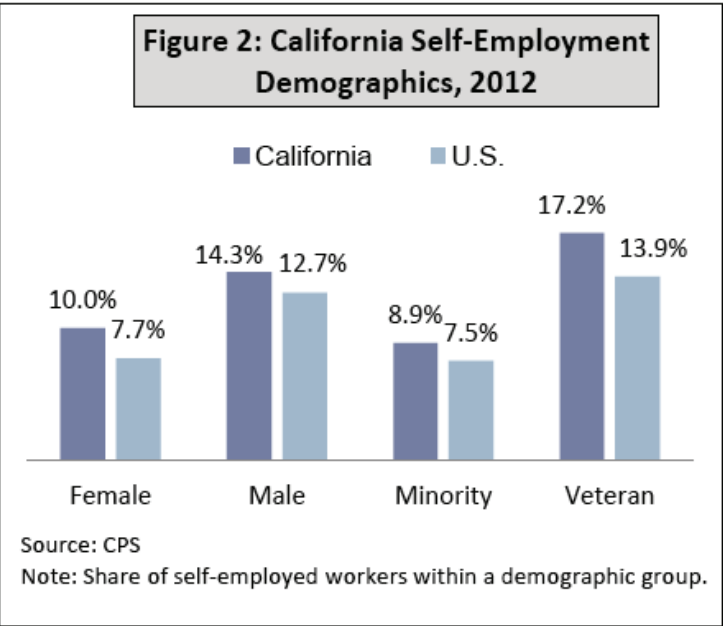
International Trade

- A total of 75,012 companies exported goods from the state in 2012. Of these, 71,921 or 95.9 percent were small firms; they generated over two-fifths (44.6 percent) of the state's total known export value. (Source: ITA)

Continued on page 8

Table 1. Demographics of All California Businesses, 2011		
	Number of All Businesses ^e	Share of All Businesses (%) [*]
Male Owned	1,760,000	49.2
Woman Owned	1,084,000	30.3
Equally Male and Female Owned	622,000	17.4
Minority Owned	1,274,000	35.6
Veteran Owned	250,000	7.0
^e = Advocacy estimate. [*] 2007 SBO. Note: This estimate is based on the share of business owners in the 2007 SBO. This share is multiplied by the total number of businesses in 2011 (employer + nonemployer firms). These shares will not be updated to 2012 until fall 2015. Thus, the 2011 estimates assume the 2011 shares are the same as 2007. For more information, visit www.sba.gov/sites/default/files/files/ca10.pdf .		

Table 2. Survival Rates of Establishments in California		
	Establishments Opened*	Share Surviving Until 2012 (%)
2002	77,587	31.7
2007	78,999	43.7
2010	59,134	67.7
Source: BLS, BED. *Data year ending in March.		



Leading U.S. Steel in challenging times

Continued from page 5

Harnessing digitization

Let me mention digitization in two terms. The first one is simulation: the importance of you being able to simulate processes with as much accuracy as you can. It's going to save time on the development of new things, and it's going to eliminate a lot of waste that goes on as we're trying to come up with a new way of doing that stuff. The other one is the learning of deposition of metal on something else, and we have done a lot of coatings on our products. So I think it's opening up an arena where, you know, printing, 3-D printing and all of that, may add a new dimension to business that we have never touched before.

I was actually researching a very young tech company. They created some chips that are like a speck of dust. And those sensors, if you can embed them into any material, are going to be able to capture temperatures, pressures, torsion—all sorts of information. That can be transmitted through the part and feed information to whatever it is that you're doing—in a car, on a ship, or whatever. We are in an era of exponential evolution, given the

nature of the scientific evolution that technology has delivered. Having the ability to have people dedicated to learning and researching these things is going to help us cope with the speed today's world requires and how we innovate.

Being an engaged leader

I'm a very curious person. I'm a farm boy; I always had a lot of curiosity. And from my parents' being farmers, you see everything's possible. I grew up with that.

In my professional career, I've had the pleasure and the privilege of having gone through so many different environments where change was always there. So that change became part of me. And you only have two options in life: you're going to change because you're forced to, or you're going to change because you create value by doing it in a controlled and forward manner. In that regard, it's easy for me to engage with the organization and begin a discussion around where success lies. What does success look like? You start from there.

One of the key elements is making sure that you have decisions made at the right level. In today's

world, you can die just by the amount of data that gets dumped on you. You have to have an ability to prioritize and to separate what's really crucial and important from everything else. And then you apply judgment to how you go about doing it.

One thing is that e-mails do not run my life. We have a strategy, we have a cadence to it, and I try to be observant of all the nuances that go on every single day. But you have to make sure that the rest of the organization does the same. The secret is a lot of good prioritization so that you never lose focus on the essential things. But it's intense.

Finding the path to success

If people can't explain what they have with some facts in front of you and get to the gist of it pretty quickly, I don't think they fully understand what they're talking about. They need an intense, objective view of, "This is the problem that we have and the root cause of it." Don't just deal with symptoms; don't waste time with a lot of information that really doesn't add a lot of value. As you go down into the organization, people need to learn: decisions should be made at this level, not be passed up here and not be passed up there.

We're pushing it down. It's about having people commit, but with authority to make the decisions that need to be made. You can't succeed in a transformational effort of this magnitude if you don't have people really good at getting to root cause, finding solutions, and making a decision at the right level.

I don't think you arrive at "success." You achieve a status of performance that gives you what you need to aspire to and be capable of doing next. That is the definition of success in my view. You create it every single day, you push the envelope every single day, and you should aim very, very high because people are incredibly capable of achieving things that sometimes seem a little difficult.

About the authors

Mario Longhi is the president and CEO of U. S. Steel. Rik Kirkland is the senior managing editor of McKinsey Publishing, based in McKinsey's New York office.

Source: <http://www.mckinsey.com>

Economic Status of Small Business in California

Continued from page 7

Table 3: Number of California Small Firms by Industry, 2011 (ranked by number of small employer firms)				
Industry	Employer Firms With 1-499 Employees	Employer Firms With 1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, scientific, & tech. svcs.	104,762	98,072	501,688	606,450
Health care & social assistance	85,419	78,138	275,167	360,586
Retail trade	67,376	61,676	219,494	286,870
Construction	64,233	58,951	219,230	283,463
Other services (except public admin.)	61,707	57,040	443,840	505,547
Accommodation & food services	57,257	46,155	39,721	96,978
Wholesale trade	48,656	42,088	60,425	109,081
Real estate & rental & leasing	36,372	34,479	299,602	335,974
Manufacturing	35,030	27,138	44,333	79,363
Admin., supp., waste mgt., remed. svcs.	34,239	29,904	247,638	281,877
Finance & insurance	26,461	24,518	82,980	109,441
Arts, entertainment, & recreation	19,070	17,357	181,464	200,534
Transportation & warehousing	16,410	14,245	124,763	141,173
Information	13,839	12,167	56,596	70,435
Educational services	10,312	8,097	70,225	80,537
Unclassified	2,214	2,213	0	2,214
Management of comp. & enterprises	2,103	481	0	2,103
Forestry, etc. & agriculture support	1,790	1,592	13,172	14,962
Mining	562	439	5,349	5,911
Utilities	450	401	1,327	1,777
Total	683,999	614,538	2,887,014	3,571,013

Table 4: Employment in California by Industry and Firm Size, 2011 (ranked by small firm employment)			
Industry	Employment		Small Firm Share of Industry Employment (%)
	Small Firms	Total Firms	
Accommodation & food services	833,097	1,339,508	62
Health care & social assistance	821,133	1,714,414	48
Professional, scientific, & tech. svcs.	623,243	1,212,869	51
Manufacturing	609,600	1,134,193	54
Retail trade	554,990	1,517,573	37
Wholesale trade	486,103	790,097	62
Construction	481,521	555,192	87
Other services (except public admin.)	436,236	539,629	81
Admin., supp., waste mgt., remed. svcs.	398,428	1,086,339	37
Real estate & rental & leasing	190,179	270,918	70
Finance & insurance	188,146	571,421	33
Educational services	184,322	368,524	50
Arts, entertainment, & recreation	157,598	290,128	54
Transportation & warehousing	157,137	424,729	37
Information	134,636	497,861	27
Management of comp. & enterprises	42,130	271,499	16
Forestry, etc. & agriculture support	18,008	26,466	68
Mining	8,984	22,579	40
Utilities	4,174	D	D
Unclassified	D	D	D
Total	6,331,871	12,698,427	50

Source, Tables 3 and 4: SUSB
See www.sba.gov/advocacy/847/841921 for more detailed data.
Note: Small firms are defined as nonfarm firms having fewer than 500 employees.
(D) Data suppressed to protect the confidentiality of individual firms.

Construction Permit Streamlining Bill Clears Senate

Continued from page 1

The bill incorporates Obama’s 2012 executive order aimed at streamlining permitting.

“Infrastructure projects create good-paying jobs”. “Businesses and employers shouldn’t have to go through unnecessarily bureaucratic or duplicative requirements that can delay these important investments we need for our country’s future.”

Claire McCaskill, D-Mo.

Passage drew praise from the U.S. Chamber of Commerce, the National Association of Manufacturers and North America’s Building Trades Union, who note that the United States is ranked 41st by the World Bank in dealing with construction permits.

Source: <http://www.govexec.com>



Photo Credit: AstroStar/Shutterstock.com

PURCHASING

Upcoming Solicitations Office of Business and Acquisition Services

Continued from page 1

Point of Contact
Xong Vang
Phone Number
916-617-3644
Email
Xong.Vang@dgs.ca.gov

Location
Sacramento area
Contract Title/Description
Parking Lot Equipment - Lot 30
Anticipated Release Date
8/15/2015

Contract Estimate
5,000.00
Point of Contact
Laura Frost
Phone Number
916-375-4989
Email
Laura.Frost@dgs.ca.gov

Location
San Diego area
Contract Title/Description
Sprinkler System Repair
Anticipated Release Date
8/15/2015

Contract Estimate
21,500.00
Point of Contact
Elizabeth Parker
Phone Number
916-375-4736
Email
Elizabeth.Parker@dgs.ca.gov

Location
Sacramento area
Contract Title/Description
CAT NOR30 Picker Repair
Anticipated Release Date
8/15/2015

Contract Estimate
3,600.00
Point of Contact
Eileen Coggins
Phone Number
916-376-5334
Email
Eileen.Coggins@dgs.ca.gov

Location
Sacramento area
Contract Title/Description
CD Connector Breaker Repair
Anticipated Release Date
8/15/2015

Contract Estimate
3,000.00
Point of Contact
Jennifer Banducci
Phone Number
916-375-4972
Email
Jennifer.Banducci@dgs.ca.gov

View Current Solicitations:
www.eprocure.dgs.ca.gov
Under Bidding Opportunities,
Click view CSCR ADs,
Search by Keyword or UNSPSC Code

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 3207V
(ID No. FCP15123)
WEST SUNSET PLAYGROUND RENOVATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on September 9, 2015**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$ 15.00 fee paid by cash or check to “Department of Public Works”. Please visit the DPW’s Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at West Sunset Playground, 3223 Ortega Street, San Francisco and includes hazardous materials abatement, demolition for improvements to site and building; utility work; renovation of four athletic fields; grading, drainage and irrigation; new sports field lighting; repaving of athletic courts; new chain link fencing and metal guardrails; concrete walkways, ramps and retaining walls; asphalt paving at parking lot and new irrigation and planting throughout the site. The time allowed for completion is 365 consecutive calendar days. The Engineer’s estimate is approximately \$8,250,000. For more information, contact the Project Manager, Dan Mauer at 415-581-2542.

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

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

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

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

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

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

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

Bid discounts may be applied as per SFAC Chapter 14B. LBE Subcontracting Participation Requirement is **25% LBE**. Call Finbarr Jewell at 415-252-2513 for details. In accordance with SFAC Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE subcontracting participation requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B.

A pre-bid conference will be held on August 19 at 10 a.m., West Sunset Playground Parking Lot at the corner of 41st and Quintara Street, San Francisco, CA.

For information on the City’s Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

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

Class “A” license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Department recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction (“Policy”) as set forth in Section 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

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

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

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

8/13/15
CNS-2783013#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 8008A
(ID No. FCA15096)
JAPAN CENTER PARKING GARAGE
VENTILATION IMPROVEMENTS

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on 9/9/2015**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to “Department of Public Works”. Please visit the DPW’s Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at 1610 Geary Blvd (Main Garage) and 1881 Post St (Annex Garage), San Francisco, CA 94115 and consists of replacement of exhaust fans, supply fans, furnish and installation of VFD on all the supply and exhaust fans, carbon monoxide detection systems, duct smoke detectors and associated controls, fan control/energy management systems, ductwork and diffusers, engineering for all bracing, anchorage and seismic restraints for ductwork and equipment, vibration isolation for all rotating equipment, equipment support frames, pressure test final ductwork which shall meet Title 24 requirements, cleaning and sanitizing of existing mechanical wells, system start-up and training, testing, adjusting and air balancing and commissioning. Electrical Work includes, but not limited to: installing new panels, conduits, conductors, and junction boxes, for all mechanical equipment as per the contract drawings. The time allowed for completion is 305 consecutive calendar days. The Engineer’s estimate is approximately \$2,000,000. For more information, contact the Project Manager, Douglas Ullman at 415-557-4722.

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

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

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

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progress-

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

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

Bid discounts may be applied as per SFAC Chapter 14B. LBE Subcontracting Participation Requirement is **20% LBE**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE subcontracting participation requirement by 35%. Bidders must achieve 80

out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B.

A pre-bid conference will be held on August 20, 2015 at 10:00 a.m. at 30 Van Ness Ave., 4th Floor, Main Conference Room, San Francisco, CA 94102

For information on the City’s Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

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

Class “B or C-20” license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Executive Director of Municipal Transportation Agency recommends the contract for award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction (“Policy”) as set forth in Section 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

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

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

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

8/13/15
CNS-2783247#
SMALL BUSINESS EXCHANGE

How to Conserve Water Without Bankrupting Water Utilities

Continued from page 3

of progress and, really, the only way cities make purposeful changes. Think about your own city and its milestones. They might include things like creating a modern transit system, building a new art museum, overhauling the government’s structure, bringing in professional sports ... or building a riverwalk. Each of these things was a civic project, with a beginning, middle and end -- and clearly defined results.

And, yet, most mayors, city managers, Chamber of Commerce executives, nonprofit direc-

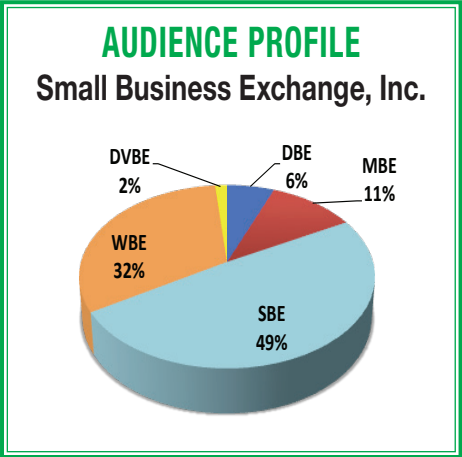
tors and foundation leaders come to their jobs knowing little about creating these basic units of progress. Why? Because no one teaches it. There are no graduate schools of civic project management, no seminars, no books, not even a website you can visit. And this, I’ve learned, is why many great projects begin with a long hibernation. Once the idea is formed, nobody knows what to do with it.

It doesn’t have to be this way. Civic projects are complex undertakings operating in difficult environments. They require a set of talents and skills that must be assembled: people who can

think strategically, apply a jeweler’s eye to tasks and details, and muster the political skills to steer projects around obstacles. Every community has these people. What they don’t have is a template for putting these efforts together.

Want to do your city a favor? Find an organization willing to create just such a template (or set of templates) by interviewing the leaders of successful civic projects. Then make the templates widely available, so the next mayor with a great idea doesn’t have to wait 40 years to watch his city walk on water.

Source: <http://www.governing.com>



ABANDONMENT OF FICTITIOUS BUSINESS NAME

ABANDONMENT OF FICTITIOUS BUSINESS NAME

<u>STATEMENT OF</u> <u>ABANDONMENT</u> <u>OF USE OF FICTITIOUS</u> <u>BUSINESS NAME</u> File No. 0351944-00	<u>STATEMENT OF</u> <u>ABANDONMENT</u> <u>OF USE OF FICTITIOUS</u> <u>BUSINESS NAME</u> File No. 0352720-00
<p>The registrant(s) listed below have abandoned the use of the fictitious business name(s):</p> <p>1.) Acqua e Sapone Aesthetics Located at 222 Columbus Avenue #320, San Francisco, CA 94133</p> <p>This fictitious business name was filed in the County of San Francisco on June 21, 2013 under file 0351944-00.</p> <p>Name and address of Registrants (as shown on previous statement)</p> <p>Full Name of Registrant #1 Kimberly A. Williams 10 Banneker Way #F, San Francisco, CA 94102</p> <p>This business was conducted by a AN INDIVIDUAL</p> <p>Signed: Kimberly Pigliucci (maiden: Williams)</p> <p>This statement was filed with the County Clerk of San Francisco County on 7/17/2015</p> <p>Filed: Fallon Lim Deputy County Clerk 7/17/2015</p> <p>7/23/15 + 7/30/15 + 8/6/15 + 8/13/15</p>	<p>The registrant(s) listed below have abandoned the use of the fictitious business name(s):</p> <p>1.) Acqua e Sapone Aesthetics Located at 222 Columbus Avenue #320, San Francisco, CA 94133</p> <p>This fictitious business name was filed in the County of San Francisco on July 30, 2013 under file 0352720-00.</p> <p>Name and address of Registrants (as shown on previous statement)</p> <p>Full Name of Registrant #1 Kimberly A. Williams 288 Elm Avenue, San Bruno, CA 94066</p> <p>This business was conducted by a AN INDIVIDUAL</p> <p>Signed: Kimberly Pigliucci (maiden: Williams)</p> <p>This statement was filed with the County Clerk of San Francisco County on 7/17/2015</p> <p>Filed: Fallon Lim Deputy County Clerk 7/17/2015</p> <p>7/23/15 + 7/30/15 + 8/6/15 + 8/13/15</p>

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Access to Capital

SMALL & MINORITY BUSINESS

Business Interruption Fund

Metro's Board of Directors authorized the establishment of Metro's Pilot Business Interruption Fund (BIF) to provide financial assistance to small "mom and pop" businesses located along the

Crenshaw/LAX line, the Little Tokyo area along the Regional Connector and Phase I of the Purple Line extension that are impacted by transit rail construction.

Metro's Board authorized the Agency to designate \$10,000,000 annually to be used for the implementation of the BIF. Qualifying businesses can be awarded up to \$50,000 annually in finan-

cial assistance. The BSC can provide assistance to businesses in the Crenshaw/LAX transit corridor in preparing for application to the BIF.

Source: <http://www.metrobsc.net>

pcrcorp.org

We're helping local businesses as we build.

Metro Business Interruption Fund

BUSINESSES OPEN DURING CONSTRUCTION

OPEN

M Metro

PCR Pacific Coast Regional Small Business Development Corporation

What is Metro's Business Interruption Fund?

Metro's Business Interruption Fund (BIF) provides financial assistance to small "mom and pop" businesses located along the Crenshaw/LAX transit line, the Little Tokyo area along the Regional Connector and Phase I of the Purple Line Extension that are impacted by transit rail construction. Metro's BIF is administered as a pilot program in partnership with Pacific Coast Regional Small Business Development Corporation (PCR).

What is the purpose of the Business Interruption Fund?

Transit rail construction can mean growth opportunities for small "mom and pop" businesses located along transit corridors; however, transit construction can also be challenging for small businesses. Metro wants small businesses to continue to thrive throughout construction and post construction. Through the establishment of the BIF, Metro can provide financial assistance to impacted small "mom and pop" businesses through grants to cover certain fixed operating expenses.

The BIF is a demonstration of Metro's commitment to being a trusted community builder, partner and stakeholder.

How much is available in the Business Interruption Fund?

Metro's Board of Directors authorized the Agency to designate \$10,000,000 annually to be used for implementation of the Business Interruption Fund.

How do businesses know if they are eligible to receive funds?

Metro has developed Administrative Guidelines for the BIF. There are various established guidelines and provisions. Some key provisions include:

- Relevant Metro construction projects:**
- > Crenshaw/LAX Transit Project
 - > Regional Connector, Little Tokyo area
 - > Metro Purple Line Extension, Phase 1

Definition of small "mom and pop" businesses:

Small business for the purposes of the BIF is defined as a for-profit business or non-religious, non-profit with 25 or fewer total employees.

New Applicants visit:

https://www.grantrequest.com/SID_2151/?SA=SNA&FID=35007

Returning Applicants visit:

https://www.grantrequest.com/SID_2151/?SA=AM

Definition of eligible businesses:

Businesses eligible to receive assistance from the BIF include:

- > Businesses located immediately adjacent to the rail corridor and directly affected by Metro construction.
- > Businesses that meet the technical qualifications to participate in the program, including in continuous operation for at least two years along the corridor, and ability to provide relevant financial records.
- > Must be solvent.
- > Must be in good standing with all local, state and federal taxing and licensing authorities.

Geographic location of eligible businesses:

Business must be immediately adjacent to a transit rail corridor; refers to a business whose property line abuts or faces the rail corridor, including a business located in a mall or strip-mall that is similarly situated.

Who can apply?

Qualifying businesses shall be those with at least 2 years of continuous operating history, 25 or fewer total employees, in good standing with local, state and federal taxing and licensing authorities and those able to produce relevant financial records (e.g. gross receipts, payroll taxes, bank statements or other financial information) demonstrating a loss of business revenue directly related to the period of construction disruption.

It must be noted that BIF financial assistance is only available for those businesses impacted by the three identified transit rail construction projects. Businesses located along any of Metro's other lines do not qualify.

What amount of financial assistance can an impacted business receive?

Businesses may file multiple requests for financial assistance through the BIF; but in no event will the amount paid exceed the lesser total amount of \$50,000, or 60% of annual business revenue losses per business.

The financial assistance covers fixed operating expenses such as:

- > Utilities
- > Insurance
- > Rent or Mortgage
- > Payroll
- > Other types of eligible documented business related expenses may be considered by the program administrator,
- > Property owners may file, however; property owners may only file a claim for mortgage, utilities, insurance and other expenses as determined by the program administrator.

New Access to Capital Program and Online Resource Portal Helps Entrepreneurs Find the Financing Needed for Their Small Businesses

One of the biggest challenges facing small business owners and entrepreneurs has been and continues to be the inability to access sufficient credit and capital. That's why Small Business Majority has launched a resource and education program, anchored by a new online access to capital resource portal, to help entrepreneurs explore their options for securing capital, and connect with financial experts, organizations and information to help them get the funding they need for their small businesses' start-up, survival and growth.

The Small Business Access to Capital Program and Online Resource Portal is the first component of Small Business Majority's Entrepreneurship program that will be rolled out over the next 12 months. The program consists of in-person seminars, online webinars and the online resource portal that provides an overview of potential funding options for small businesses, including the U.S. Small Business Administration's loan programs, community banks and credit unions, microloans, crowdfunding and alternative online lenders. The resource portal also provides information on how to connect with reputable agencies and organiza-

tions that can help entrepreneurs navigate the funding landscape. The website also includes information for women and minority-owned businesses who face unique challenges when accessing capital.

"I have been a small business owner for 20 years and have continually struggled with obtaining capital to finance my cafe operations," said Pam Gueldner, co-owner of Manndible Café in Ithaca, New York. "When my business partner and I first had the idea to open a cafe, we were turned down for a start-up loan by most of the banks in town.

When we wanted to expand, we could not get a bank loan for renovations or operating capital, despite having very good credit scores and a thriving business with 45 employees. Our only option was to borrow from high interest credit cards."

Small Business Majority's opinion polling found 90 percent of small business owners identify access to capital as a problem—and with good reason. Big banks approve just 2 in 10 small business loan requests. That's up from less than 1 in 10 just a few years ago, but still not very encouraging. And

■ Continued on page 12

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 15-551275

PETITIONER OR ATTORNEY

Rachel Munson
549 6th Avenue
San Francisco, CA 94118

TO ALL INTERESTED PERSONS:

1. Petitioner **Rachel Munson** for a decree changing names as follows:

Rachel Aislynn Munson changed to
Rachel Wesley Munson

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

NOTICE OF HEARING

Date: **August 25, 2015** Time: **9:00 AM**
Dept: **514**

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

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

DENNIS TOYAMA, Clerk
DATED - June 19, 2015

8/6/15 + 8/13/15 + 8/20/15 + 8/27/15

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 15-551289

PETITIONER OR ATTORNEY

Andrew Schwartz, State Bar No. 100210
Sommers & Schwartz, LLP
One Embarcadero Center, Suite 800
San Francisco, CA 94111

TO ALL INTERESTED PERSONS:

1. Petitioner **Kamal El-Wattar** for a decree changing names as follows:

Female El-Wattar changed to
Day Hsiung Kamal El-Wattar

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

NOTICE OF HEARING

Date: **Sep. 01/2015** Time: **9:00 AM**
Dept: **514** Room: **514**

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

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

VICTORIA GONZALEZ, Clerk
DATED - June 25, 2015

FICTITIOUS BUSINESS NAME STATEMENT

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0366223-00

Fictitious Business Name(s):

KA Consulting
Address
1105 Bush Street #203
San Francisco, CA 94109
Full Name of Registrant #1
Kaitlyn Arsenault
Address of Registrant #1
1105 Bush Street #203
San Francisco, CA 94109

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/10/2015**

Signed: **Kaitlyn Arsenault**

This statement was filed with the County Clerk of San Francisco County on **8/10/2015**.

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

Filed: **Fallon Lim**
Deputy County Clerk
8/10/2015

8/13/15 + 8/20/15 + 8/27/15 + 9/3/15

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0365143-00

Fictitious Business Name(s):

DTN Law Group
Address
355 1st Street, #S2006, San Francisco, CA 94105
Full Name of Registrant #1
Duyen Nguyen
Address of Registrant #1
355 1st Street, #S2006, San Francisco, CA 94105

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/10/2015**

Signed: **Duyen Nguyen**

This statement was filed with the County Clerk of San Francisco County on **7/14/2015**.

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

Filed: **Maribel Jaldon, Deputy County Clerk**
7/14/2015

New Access to Capital Program and Online Resource Portal

■ **Continued from page 11**

those numbers don't count the many small firms that don't even apply for loans for fear of rejection.

“For entrepreneurs, getting a loan could mean the difference between success and failure, whether it's used for renovation, purchasing equipment or working capital,” said Rhea Aguinaldo, Small Business Majority's Manager of Entrepreneurship. “Securing funding might feel like an uphill battle, but the truth is there are more funding options than ever before. Our new resource portal outlines these funding options and provides entrepreneurs with the tools they need to make the best decisions for their small business.”

To learn more about the Small Business Access to Capital Program and the online resource portal, visit: www.smbbizportal.com.

To schedule an interview with a representative from Small Business Majority or speak to a small business about access to capital, contact Kelsey Bye at kbye@smallbusinessmajority.org or (202) 289-0957.

Source: www.smallbusinessmajority.org

SUB-BID REQUEST ADS

O.C. Jones & Sons, Inc.

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

REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:
Main Wastewater Treatment Plant Engineers Road Widening
Specification SD-357A
East Bay Municipal Utility District
BID DATE: September 16, 2015 @ 1:30 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Waterline, Fencing, Striping, Signs, Minor Concrete Curb & Gutter, Street Lighting - Electrical and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage MBE/WBE/SBE participation. Plans & Specs are available for viewing at our office.

RGW Construction, Inc.

Contractors License A/B 591940
550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in Placer and Yuba Counties, in and near Wheatland, From Bear River Bridge to 0.10 Miles South of Main Street and from Grasshopper Slough Bridge to 0.8 Miles North of South Beale Road
Contract No. 03-4F0404
Federal Aid Project No. ACSTO-P065(102)
Engineer Estimate: \$3,740,000 – 245 Working Days
Goal: DBE 11%
Bids: August 18th, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Oils, Electrical Material, Construction Area Signs, Traffic Control, Cold Plane, Aggregate Base, AC Dike, Grinding Concrete, Rumble Grind, Concrete Curb & Sidewalk-Misc, (Vegetation Control Only), Object Marker, MBGR, Thermoplastic Traffic Stripe & Marking, Lighting, Ramp Metering System, SWPPP, Water Truck, Sweeper, Trucker, Storm Drain (Underground), Shoulder Backing.

Scope of Work: HMA Overlay.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact John Pitsch 925-606-2400 johnp@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.



SIXTH STREET VIADUCT REPLACEMENT PROJECT CONTRACT OPPORTUNITY

Skanska Stacy and Witbeck is seeking additional Disadvantaged Business Enterprises participation for the Sixth Street Viaduct Replacement Project (www.sixthstreetviaduct.org) located in the City of Los Angeles, Contract Number C123545.

Needed scopes include: Bearing Plates, Bridge Deck Drainage System, Cable Support Systems, Concrete Barriers (Bridge, Roadway), Concrete Pumping, Drilling, Expansion Joints, Fencing/Handrailing, Forms, Lighting/Electrical/Falsework Lighting, AC Paving (Temporary/Permanent), Photography, Pendulum Replacement Jacking, Post Tensioning, Ready Mix, Reinforcing Steel, Stairs/Approach Slab/Minor Concrete, Stay in Place Metal Decking, Survey, Pre/Post Construction Surveys & Vibration Monitoring, Timbers, Plywood and Dimensional Lumber, Traffic Control, Storm Drain, QA/QC Testing, Utilities

If your firm provides these services and would like to be considered, please contact us at 098009CRD@skanska.com and we will provide you a questionnaire to complete by Wednesday, August 19, 2015.

Looking for
Subcontractors, Vendors,
and Suppliers?

Advertise your Sub-Bid Requests in the
Small Business Exchange.

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



Call 1-800-800-8534
or visit us at www.sbeinc.com