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# SMALL BUSINESS

## EXCHANGE

Vol 31, Edition 25 • SEPTEMBER 10, 2015 Voice of Small, Emerging Diversity Owned Businesses Since 1984 • NEWS • INFO • BIDS

**OPEN LETTER TO BART AND LAMETRO**

September 11, 2015

Thomas M. Blalock, P.E.  
President, San Francisco Bay Area Rapid Transit District ("BART")  
300 Lakeside Drive, P.O. Box 12688  
Oakland, CA 94604-2688

AND

Phillip A. Washington  
Chief Executive Officer, Los Angeles County Metropolitan Transportation Authority ("Metro")  
One Gateway Plaza  
Los Angeles, CA 90012-2952

*Sent via Certified U.S. Mail*

RE: Prohibition of Contract Bidders from Utilizing Third Party for DBE Outreach Services Good Faith Effort Demonstration

Dear Mr. Blalock AND Mr. Washington:

The first goal of this letter is to express our disappointment and disagreement with the decisions your agencies have made to prohibit BART and Metro contract bidders from utilizing the services of third party DBE outreach specialists and your "Summary Judgment" that such utilization does not demonstrate a good faith effort.

Our second goal is to request that you rescind your decisions and implement a reasonable alternative to accomplish what appears to be the core objective of your decisions.

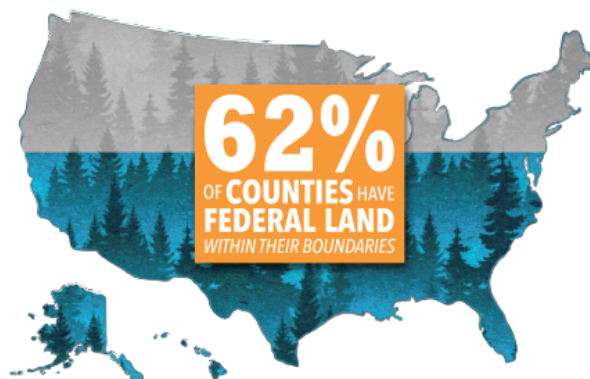
**Decisions****BART Decision:**

We have learned that BART has recently made a decision to deny a good faith effort based on the fact that the bidder used "third-party firms" to assist in outreach efforts.

"The evidence shows that Brosamer & Wall did not make initial contact with DBEs but instead went through the services of third-party firms .... In conclusion, Brosamer &

■ Continued on page 2

## California's Rural Counties Unite in Urging Congress to Fully Fund Federal PILT



■ **61.9% of counties have federal land** within their boundaries. Even though they are not able to collect property taxes on federal land, county governments must still provide essential services for their residents and those who visit these public lands each year. Such services include road and bridge maintenance, law enforcement, search and rescue, emergency medical, fire protection, solid waste disposal and environmental compliance.

■ Our ask: **Counties urge Congress to provide full funding for PILT in FY 2015 and to support a sustainable long-term approach to financing essential local services in America's public lands counties.**

NOTES: NACO Analysis of Department of the Interior data and Census Bureau Census of Governments data. Taxable acres exclude federal land, but not tribal land.

**PILT FUNDING CRITICAL FOR SERVICES INCLUDING:**

ROAD AND BRIDGE MAINTENANCE



LAW ENFORCEMENT



SEARCH AND RESCUE



EMERGENCY MEDICAL



FIRE PROTECTION



SOLID WASTE DISPOSAL



ENVIRONMENTAL COMPLIANCE

The Rural County Representatives of California (RCRC) announced today that 30 California counties have adopted resolutions urging Congress to reauthorize and fully fund the Federal Payment in Lieu of Taxes (PILT) program. Mariposa County Supervisor Kevin Cann joins the National Association of Counties (NACo) in Washington, D.C. this week armed with these resolutions, urging Congress to fully fund Federal PILT.

Federal PILT funding mitigates the impact to county governments and schools from the losses in property taxes due to nontaxable federal lands within local government boundaries – a loss totaling an average of more than \$40 million to California's counties annually.

"Federal PILT is a critical funding source for California's counties, particularly as many rural counties contain significant federal landholdings, and Federal PILT counts as a sizeable share of their county services budget," said Lee Adams, RCRC Chair and Sierra County Supervisor. "Failure to

reauthorize and fully fund the program will result in diminished funding for essential services such as law enforcement, firefighting, search-and-rescue operations, construction and maintenance of roads, and many other vital local services."

Counties that contain National Forests, National Parks, lands administered by the Bureau of Land Management, lands dedicated for Federal water use, National Wildlife Reserves, and inactive or semi-active Army installations are eligible for Federal PILT payments.

Supervisor Cann and other Supervisors/Commissioners from the 13 Western States will be on hand in Washington, D.C. advocating for Federal PILT funding through the end of the week. Through RCRC, 30 California counties have adopted resolutions urging Congress to reauthorize and fully fund Federal PILT. The 30 California counties that have adopted individual resolutions this year include Alpine, Amador, Butte, Calaveras, Colusa, Del Norte, El Dorado, Glenn, Humboldt, Imperial, Inyo, Lake, Lassen, Madera, Mariposa, Mendocino, Modoc, Mono, Napa, Nevada, Plumas, Shasta, Sierra, Siskiyou, Tehama, Trinity, Tulare, Tuolumne, Yuba, and Yolo.

**About The Rural County Representatives of California (RCRC)**

The Rural County Representatives of California (RCRC) is a thirty-four member county strong service organization that champions policies on

■ Continued on page 10



**JUV, Inc**  
7901 Oakport Street Suite 2700  
Oakland, CA, 94621  
Tel. (510) 836-1300 • Fax. (510) 777-9203  
e-mail: david@juvinc.com

**Nihonmachi Little Field  
Preschool Building Addition**  
Owner: Nihonmachi Little Fields  
**Bid Date September 22nd 2015 AT 2:00 PM**

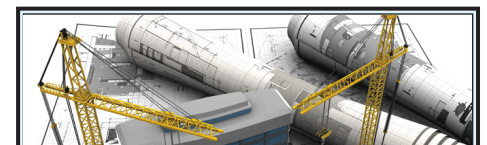
■ See Page 3 for the full ad



**C.C. Myers, Inc.**  
3286 Fitzgerald Rd.  
Rancho Cordova, CA 95742  
916-635-9370 • Fax 916-635-1527

**County Bridge No. 67 –  
Lower Crystal Springs Dam Project  
San Mateo County, Department of Public  
Works, County Project No. R1103,  
Bid Date: October 1, 2015 at 2:00 pm**

■ See Page 4 for the full ad



**AECOM**  
515 S. Flower Street, 8th Floor  
Los Angeles, CA 90071  
Attn: Debra Rahal, debra.rahal@aecom.com

**As-Needed Architectural/Engineering  
and Support Services for the  
County of Los Angeles Department of Public Works**  
**Bid Date: September 22, 2015 at 5pm**

■ See Page 4 for the full ad

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

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

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

# Community Outreach

## U.S. EPA Awards \$100,000 to Emeryville, Calif., Small Business to Develop Sustainable Green Technologies

The U.S. Environmental Protection Agency (EPA) announced \$100,000 to Industrial Microbes located in Emeryville, Calif., to develop sustainable technologies that address environmental issues. A total of \$1.9 million was awarded to 19 small businesses nationwide.

Industrial Microbes Inc. received the funding to develop a green fermentation platform to replace carbon-emitting petrochemicals with new methods that build chemicals out of carbon dioxide and methane. This new process will produce valuable chemicals for half the current production cost, helping reduce carbon pollution in chemical manufacturing.

"Thanks to this new green initiative, the Bay Area will be cleaner and safer for generations to come," said Jared Blumenfeld, EPA's Regional Administrator for the Pacific Southwest. "This small business is singlehandedly working on new technologies to help find solutions to environmental issues while strengthening the economy."

Each of the 19 companies awarded nationwide will receive an SBIR Phase I contract for up to \$100,000 to develop their green technology. Once the project is commercially viable, the companies are eligible to apply for a Phase II contract of up to \$300,000 to further develop and commercialize their environmentally-friendly technology for the marketplace.

EPA's Small Business Innovation Research (SBIR) program funds small businesses developing green technologies that protect the environment. This year's recipients are focusing on air and climate, manufacturing, toxic chemicals, water, building materials, and homeland security research.

The solicitation for the next round of SBIR Phase I awards will open later in Sept. 2015.

Source: <http://yosemite.epa.gov>



From Left to Right: Noah Helman, Co-founder and CSO at Industrial Microbes; Derek Greenfield, Co-founder & CEO at Industrial Microbes, Inc.; Elizabeth Clarke, Co-founder and CTO at Industrial Microbes

## OPEN LETTER TO BART AND LAMETRO

Continued from page 1

Wall did not make adequate good faith efforts to meet the DBE goal."

### Metro Decision:

In August 2014, SBE learned through a Letter of Invitation Supplement Design Build (RC-FTA) that Metro would not allow prime contractors to be assisted by third parties in their good faith efforts. The language in the LOI Supplement Design Build, section 400, Good Faith Efforts ("GFE"), page 27, stated, in pertinent part, the following:

"Offerors are reasonably expected to take active and aggressive measures sufficient to meet the DBE contract goal, even if not fully successful. Mere pro forma good faith efforts are not sufficient to meet the DBE contract requirements. Only those efforts made prior to bid/proposal due date shall be considered for GFE evaluation. GFE measures taken by a third party shall not be considered."

### Our Disagreement

We strongly disagree with your decisions. Before we explain the reasons for our disagreement, we will share highlights of the experience and accomplishments of our company, Small Business Exchange, Inc. ("SBE"):

- Founded in 1984 by Gerald W. Johnson and Valerie Voorhies, SBE has been in business for over 30 years, [www.sbeinc.com](http://www.sbeinc.com).
- SBE connects prime contractors with small, mi-

nority-owned, women-owned, disadvantaged and disabled veteran-owned DBE firms.

- SBE provides a customized approach to delivering both DBE outreach and DBE program compliance services to prime contractors, and maintains archived history of such services.
- The core SBE technology consists of a proprietary database of over 1.5 million diversity-based businesses, located throughout the U.S. The database provides both the industry alignment and certification status of each business listed.
- The SBE database is connected to over 200 nationwide Certifying Agencies (including, for example, the CUCP data). Data is imported through legacy software on an IBM 520 iSeries and captures more than 35 fields of information.
- SBE also publishes a transportation and construction-related trade newspaper, with both print and electronic targeted distribution. SBE publications have been determined both "trade" and "focus" by CA DGS.
- Over the years, SBE has received numerous awards for its outreach and advocacy services, including the following:
  - o 2014: SFAACC African American Chamber of Commerce Lifetime Achievement Award
  - o 2014: San Francisco African American Historical and Cultural Society – Black History Month Award

- o 2009: Bay Area Contract Compliance Officers Association - 25 Years of Service to the Women and Minority Business Community
- o 2007: National Assn. of Minority Contractors of Southern CA - Minority Business Advocate of the Year
- o 2005: U.S. Dept. of Commerce Minority Business Development Agency - Minority Media Cornerstone Award
- o 1990 - 1995: Black Business Association of Los Angeles; Commendation by Senator Dianne Feinstein; Recognition by Yvonne Braithwaite Burke; Minority Business Enterprise of the Year by Mayor Tom Bradley

Additionally, SBE is listed as a resource by numerous public entities, including the State of California DGS and has provided outreach services to many public agencies seeking to increase their small, minority, woman, disadvantaged and local business participation.

These accomplishments have been publicized and SBE has itself been the subject of articles, such as

- o "Small Business, Big Opportunity, Published by IBM in AS/4 YOU Fall 1994
- o "Small Business Exchange – In the Fast Lane on the Information Highway", Published by the Federal Reserve Bank of San Francisco in Community Investments Summer 1994

SBE's services also include an "Economic Impact Calculator," which accurately measures the total value of each project, including the community

economic stimulus, jobs created, and taxes generated. This detailed information is based upon IMPLAN data, specific to each market, so high impact results are always customized to a project.

- In addition to the attributes highlighted above, prime contractors can rest assured to obtain the following value from SBE in outreach to DBE subcontractors and suppliers:
  - o Industry and technology expertise that yields comprehensive documentation, flexibilities, and archiving of historical data.
  - o Outsourcing DBE outreach to a quality firm like SBE reduces the costs associated with equipment/technology acquisition, department development, staffing, training, and ongoing industry analyses, tracking, and relationship management associated with establishing a comprehensive in-house DBE program.
  - o Project profiles in the SBE trade newspaper enables prime contractors to become aware of best practices, and enables prime contractors to broadcast to the community their commitment to diversity, inclusion, and DBE program compliance.
  - o When SBE conducts tailored DBE outreach, it maintains a comprehensive record on each DBE contacted, including the DBE firm's name, person contacted, date of every communication, information transmitted, firm's responses, follow-up requirements, etc.

Continued on page 7

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# How State and Local Construction Dollars Are Spent



Spending on highways and roads is the single largest category. (Washington State Department of Transportation)

By Mike Maciag

Construction of roads, schools, health-care facilities and other public infrastructure represent a major source of spending for state and local governments.

Updated data published by the U.S. Census Bureau suggests total spending on construction for both the public and private sectors has accelerated this year, with annual spending rates reaching the highest levels since early 2008. States and localities, which collectively spent an estimated \$252 billion last year, are also investing more in public infrastructure this year.

Looking back further, state and local construction spending climbed significantly in the years leading up to the Great Recession. Federal Recovery Act funds then further helped support projects in 2010 and 2011. But, by late 2012, inflation-adjusted state and local spending was hovering around 10-year lows. (See chart below.)

The Census Bureau's monthly figures -- published as annual rates -- represent how much spending occurs over a full year instead of a single month. Each monthly figure is seasonally adjusted and then multiplied by 12 for an annual rate. Data covers construction of new structures or improve-

ments "put in place" in a given month, regardless of when contractors actually receive payments or when a project began.

Construction spending covers a broad range of various sectors of state and local government.

Here are a few of the more notable trends:

## Road and highway construction

Spending on highway and street infrastructure totaled more than \$83 billion last year, or approximately a third of total construction spending nationally. This spending category, which includes everything from pavement to rest area facilities, is the single largest of any for which the Census Bureau reports data.

One area that's seen significantly more investment is bridges. Data suggests a steady increase in spending dating back to early 2006.

## Education construction

Spending on education facilities makes up the next-largest segment of state and local construction

Continued on page 4



## Small Business CP4 Outreach

**DRAGADOS | FLATIRON Joint Venture**  
3200 Park center Drive | Suite 600 | Costa Mesa, CA 92626 (By Appointment)  
TEL: (657) 229-7816 | FAX: (657) 888-6596 | Email: opportunities@dragadosflatironcp4.com



Equal Opportunity Employer

**WHO:** DBE/SBE/DVBE Subcontractors, Material and/or Suppliers

**WHAT:** CALIFORNIA HIGH-SPEED TRAIN PROJECT  
CP4 Small Business Contracting Opportunity Workshops.  
Network with key DRAGADOS/FLATIRON JV Team members regarding DBE/SBE/DVBE contracting opportunities on Construction Package 4.

**WHEN:** September 15, 2015 | 1:00- 5:00 pm

**WHERE:** Seven Oaks Country Club  
2000 Grand Lakes Avenue  
Bakersfield, CA 93311

**WHEN:** September 17 2015 | 1:00- 5:00 pm

**WHERE:** Ramada Hotel & Suites  
1250 Haylard Drive  
West Sacramento, CA 95691

### Small Business Goal: 30%

It is anticipated that the following Services & Supplies will be needed including, but not limited to:

- |                      |                            |                        |                      |
|----------------------|----------------------------|------------------------|----------------------|
| ✓ Traffic Design     | ✓ Geotechnical Testing     | ✓ Structural Design    | ✓ Testing Laboratory |
| ✓ Survey             | ✓ Demolition               | ✓ Material Testing     | ✓ Railroad           |
| ✓ Aggregate Supply   | ✓ Pile                     | ✓ Materials Trucking   | ✓ Reinforcing Steel  |
| ✓ Asphalt Paving     | ✓ Electrical               | ✓ MBGR                 | ✓ Roadside Signs     |
| ✓ Biologist          | ✓ Fencing and Railing      | ✓ Minor Concrete       | ✓ Steel Casings      |
| ✓ CIDH Piling        | ✓ Grind PCC                | ✓ Miscellaneous Metals | ✓ Saw & Seal Joints  |
| ✓ Clear & Grub       | ✓ Joint Seals              | ✓ Noise Monitoring     | ✓ Striping           |
| ✓ Concrete Barrier   | ✓ Landscape and Irrigation | ✓ Overhead Signs       | ✓ Tie bars           |
| ✓ Concrete Supply    | ✓ Asphalt Dike             | ✓ Pipe Supply          | ✓                    |
| ✓ Erosion Control    |                            | ✓ Prestressing         | ✓                    |
| ✓ Construction Signs |                            | ✓ Structural Steel     | ✓                    |

General information is available at the following link: [dragadosflatironcp4.com](http://dragadosflatironcp4.com)

To RSVP or for more information please contact the DRAGADOS/FLATIRON JV  
High-Speed Train Small Business Contracting Program at (559) 317-4079 or (559) 681-7611  
Email: [opportunities@dragadosflatironcp4.com](mailto:opportunities@dragadosflatironcp4.com)

## SUB-BID REQUEST ADS

# Turner

## Request for Qualification (RFQ)

Turner Construction Company (Turner) is seeking qualified Subcontractors for the following project:  
**Tolman Hall Seismic Replacement - Berkeley Way**  
Contract No. 12629A  
University of California, Berkeley

Turner has been awarded the above referenced project. This is a new 8-story, 339,000 square feet concrete building with concrete columns and post-tensioned slabs, and associated site utility work, landscaping and interior build-out. This project is seeking LEED Gold certification.

Only those Subcontractors who meet pre-qualification criteria to perform work on their respective trades will be invited to submit a bid. Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to bid the project.

Turner is currently seeking RFQs for the following Trade Packages:

**STRUCTURAL CONCRETE / REINFORCING, DEWATERING, SHORING, EXCAVATION / GRADING, SITE UTILITIES, MICROPILES, ELEVATORS**

Turner has a 20% SBE/VSBE/DVBE/MBE/WBE goal for this project.

For information on how to Pre-Qualify with Turner, please contact Shirley San Diego (510.267.8114 or [ssandiego@tcco.com](mailto:ssandiego@tcco.com))

## JUV, Inc

7901 Oakport Street Suite 2700 • Oakland, CA, 94621  
Tel. (510) 836-1300 • Fax. (510) 777-9203  
e-mail: [david@juvinc.com](mailto:david@juvinc.com)

JUV Inc is an Affirmative Action/Equal Opportunity Employer,  
WE encourage Certified LOCAL DVBE/DBE /LBE/MBE/WBE  
Provide Bids for this project

**Nihonmachi Little Field Preschool Building Addition**  
Owner: Nihonmachi Little Fields

**Bid Date September 22nd 2015 AT 2:00 PM**

**Please fax your scope of work one day before bid**

**100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED**

**JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM**

Bid Documents and Drawings could be looked at:  
Builder's Exchanges, Reed Construction Data, McGraw Hill.

JUV Inc is an Equal Opportunity Employer

# SUB-BID REQUESTS CALIFORNIA

## 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.

## CAHILL CONTRACTORS, INC.

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

### Bid Requests from Certified LBE

#### Subcontractors and Suppliers

#### for the following SELECT TRADES:

Earthwork/Site Clearing/Demolition, Site Utilities, Structural Concrete, Gypcrete, Masonry, Rough Carpentry, Waterproofing/Roofing, Metal Stud Framing & Drywall, Tile & Stone, Flooring, Painting, Toilet & Bath Accessories, Signage, Trash Chutes, Appliances, Elevators, Parking Lifts, Scaffold, Site Security, Final Clean

#### Hunters Point Shipyard Phase I, Block 52 Building 5

This is a SF OCII project with construction workforce and prevailing wage, LBE & local workforce hiring goals.

#### Hunters Point Shipyard Phase I,

#### Block 52 Building 5

11 Jerrold Avenue, San Francisco, CA 94124

**Bid Date: 9/28/15 @ 2 PM**

Voluntary Pre-bid Meeting & Job Walk on **9/16/15 at 10:00 AM at**

**Hunters Point Shipyard Auditorium -**

**Building 101, located at 101 Horne Ave, San Francisco, CA 94124.**

## TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003

Contact: Tim Herrera  
Phone: (805) 642-0121 • Fax: (805) 650-9015

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

#### Wendy Drive at Gerald Drive Intersection Improvement

**Project No. 50523**

**Location: County of Ventura**

**BID DATE/TIME: 9/29/2015 @ 2:00 PM**

SEEKING: Mobilization, Traffic Control & Construction Signing, Sawcut & Removal of Pavement, Demo. & Reconstruct Ex. Cross Gutter, Pavement & Slurry Seal, Misc. Base, Demo. & Reconstruct Concrete Curb, Install Truncated Domes, Storm Water Pollution Control, Traffic Stripping & Signing, Signal & Interconnect Installation

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

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

**We Are An Equal Opportunity Employer**

### REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

#### County Bridge No. 67 – Lower Crystal Springs Dam Project

San Mateo County, Department of Public Works, County Project No. R1103,

**Bid Date: October 1, 2015 at 2:00 pm**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (7.94% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Construction Water Management, Water Pollution Control, Traffic Control, Crash Cushion, Bridge Removal, Obliterate Roadway, Remove Pavement Markers, Remove Fence, Clear & Grub, Remove Sign and Marker, Develop Water Supply, Roadway Excavation, Structure Excavation, Structure Backfill, Imported Borrow, Imported Topsoil, Erosion Control, Finishing Roadway, Aggregate Base, Asphalt Concrete, Open-Graded Asphalt, Saw Cut Asphalt Concrete, Prestressing Concrete, Mortar, Structural Concrete, Class 2 Concrete, Drill and Grout Dowel, Geo Composite Drain, Seismic Isolation Bearings, Structural Steel, Anchor Bolts, Neoprene, Seismic Joint, Rebar, Roadway Signs, Concrete Pipe, Storm Drain Manhole, Rock Slope Protection, Minor Concrete, Misc Metal, Bridge Deck Drainage System, Fence, MBGR, Metal Guardrail, Concrete Barrier, Stripe and Marking, Construction Staking, Trenching and Trench Backfill, Underground Electrical Construction, Catwalk, Construction Supplies, Equipment Rental and Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from C.C. Myers, Inc., please contact us for details.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



**C.C. Myers, Inc.**

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.  
AN EQUAL OPPORTUNITY EMPLOYER

### REQUEST FOR BIDS & NOTICE OF INTEREST

AECOM is bidding on the following project as a Prime Contractor:

#### As-Needed Architectural/Engineering and Support Services for the County of Los Angeles Department of Public Works

**Bid Date: September 22, 2015 at 5pm**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) and other subcontractors for the following work:

- Architectural Programming and Design Services
- Design-Build Scoping Services
- General Engineering Services including Civil, Structural, Mechanical (HVAC), Electrical, Environmental, and Plumbing Engineering Services
- Project Design-Construction Documents
- Electrical/Mechanical Testing (Certified)
- Specifications Preparation
- Feasibility Studies/Project Definition
- Design Reviews
- Space Planning/Architectural Design Services
- Cost Estimating
- Landscape Architectural Design Services
- Value Engineering
- Alta/Topographic Surveying Services
- Constructability Reviews
- Geotechnical Studies
- Building Evaluations
- Conceptual Design
- Troubleshooting
- Construction Support Services
- BIM/CADD/Drafting Work

## AECOM

515 S. Flower Street, 8th Floor • Los Angeles, CA 90071  
Attn: Debra Rahal, debra.rahal@aecom.com

Experience providing similar services directly to the County of Los Angeles is preferred. This proposal is in alignment with the City of Los Angeles's CBE Program requirements and certified CBEs are encouraged to respond.

In addition, AECOM can provide assistance to firms in obtaining required bonds, lines of credit, insurance, and/or necessary equipment, supplies, and materials. No plans are currently available but the RFP can be provided, if needed.

AECOM intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a brief one-page firm overview listing any County of Los Angeles experience along with CBE documentation by September 11, 2015 to debra.rahal@aecom.com.

## How State and Local Construction Dollars Are Spent

### Continued from page 3

costs. Primary and secondary education construction projects peaked in 2009, and they've since plummeted to the lowest levels since 1997. Spending for colleges and universities also took a nosedive in the aftermath of the recession, but has enjoyed strong growth over the past year.

### Corrections construction

Census estimates further suggest governments are spending less money on construction for jails and prisons. Outlays have followed a steady downward path over the past three years.

### Visit link for full article:

[www.sbeinc.com/resources/cms.cfm?fuseaction=news\\_detail&articleID=1323&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1323&pageID=25)

## With SBE you can:

**FIND**  
Subcontractors, Vendors,  
and Suppliers

**REACH**  
Diverse Audiences

**ADVERTISE**  
Sub-Bid Request Ad  
Public Legal Notices  
Job Listings

# Despite Recovery, Middle-Wage Workers Are Being Squeezed Out

By Charles Lane

Many workers' prospects have improved as the unemployment rate has slipped down to 5.1 percent. But not all are seeing better days in the economic recovery. Recent studies show most jobs are going to workers either in the top third or the bottom third of income.

A study by Georgetown University found that middle-wage jobs haven't fully recovered from the Great Recession. They represent nearly a third of the jobs gained in the recovery but are still 900,000 jobs short of pre-recession levels, the study said.

Those in between the top and bottom thirds are getting squeezed out — especially men. Economists call them middle-skilled workers. They have good jobs that don't necessarily require specialized training or a college education. Think file clerk, legal assistant or production baker.

Ellsworth Ashman is one of those middle-skill workers. He put in 23 years at Entenmann's, a company that had been baking sweets on Long Island for more than 90 years.

"This place, during my time, we were making over a million [cakes] a week," Ashman says

His job required some skill, but it was routine, and those are the jobs that are disappearing. Entenmann's eliminated Ashman's job last year — leaving him with a tough choice: Go back to school and get a higher-skill job. Or get a low-skill job to pay the bills.



**Ellsworth Ashman lost his middle-skill job at Entenmann's on Long Island, N.Y., last year. Now he's working at a job that pays half of what he made at the bakery.**  
Charles Lane/WSHU

**WORKFORCE DEVELOPMENT**

He recently began working at an assisted living facility. "I keep everything up to par in terms of cleaning and dusting," Ashman says.

This job pays half what he made at Entenmann's. "But I'm a man, and you got to do what you got to do," he says.

Ashman's word choice nails it. Researchers say as men's middle-skill jobs disappear, women are gaining.

Maribel Moran used to be a receptionist at several law firms. "But it was just very, after a while it just got very boring and like routine and I just felt stuck and I felt like I plateaued there," she says.

She decided to go back to school for a bachelor's degree. And at a job fair in New York City, she was looking for something better.

"Most men, I think, are used to their routine and what they know already. So to go into something new is a little tougher with most men," she says.

Labor economists can't exactly explain this gender divide. But they do know women are better educated than men. David Autor, an economist at MIT, says this baseline education prepares women to survive the disappearing middle tier of jobs. But, he says, "even holding education constant, we see less-educated men faring worse than less-educated women. They are moving more

Continued on page 12

## SUB-BID REQUESTS CALIFORNIA

**Kiewit**  
Kiewit Infrastructure West Co.  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina - victor.molina@kiewit.com

Requests sub-bids from qualified Subcontractors, Consultants, and/or Suppliers seeking to participate in The Reconstruction of County Bridge no. 67 (State Bridge No. 35C) on Lower Crystal Springs Dam in the Unincorporated Area of San Mateo County.

**The Reconstruction of County Bridge no. 67 (State Bridge No. 35C-043) on Lower Crystal Springs Dam in the Unincorporated Area of San Mateo County.**

**County Project No. R1103**  
**Owner: County of San Mateo**  
**Bid Date: Thursday October 1, 2015 @ 2:30 P.M.**  
**Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), certified by California Unified Certification Program wanted for the following scopes, including, but not limited to:

[http://www.dot.ca.gov/hq/bep/dbe\\_program.htm](http://www.dot.ca.gov/hq/bep/dbe_program.htm)

Minor Concrete, Ac Paving, Aggregate Supply, Rebar, Concrete Supply, Water Truck, Fencing, Landscaping, MOT, Pavement Marking, Noise Monitoring, Railing and Barriers, Bollards, Signage, Survey, Sweeper Truck, Trucking & Hauling, Cast in Place Concrete, Tree Removal/Planting, Clearing & Grubbing, Concrete Pumping, Manhole Supply.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested Certified DBE, MBE, WBE business, suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**NO LATER THAN September 28, 2015 and Quotes by September 30, 2015 at 4 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information. You can view the plans in our office during regular business hours by appointment. 100% Performance Bond and Payment Bonds are required for this project. Cost of bond will be reimbursable. All contractors and subcontractors who bid or work on a public works project **must** register and pay an annual fee to the California Department of Industrial Relations (DIR).

An Equal Opportunity Employer CA  
Lic. #433176

**Kiewit**  
Kiewit Infrastructure West Co.  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina - victor.molina@kiewit.com

Requests sub-bids from qualified Subcontractors, Consultants, and/or Suppliers seeking to participate in the City of Fresno Southeast Surface Water Treatment Facility Project.

<http://www.epa.gov> / <http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)  
Subcontractors, Consultants and Suppliers  
for the following project:

**Southeast Surface Water Treatment Facility Project**  
**Client Project No. 3369 - Phase Two**  
**Owner: City of Fresno**  
**Bid Date: September 29, 2015 @ 3:00 P.M.**  
**Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Business Concern or a concern under a successor program wanted for the following scopes, including, but not limited to:

AC Paving, Aggregates, Cathodic Protection, Concrete, Concrete Formwork, Concrete Reinforcing, Minor Concrete, Precast Concrete, CIDH, Conveying Systems, Doors & Windows, Earthwork, Electrical & Instrumentation, Mechanical Equipment & Pumps, Erosion Control, Fencing, Finishes, Fire Protection, Furnishings, HVAC, Janitorial Services, Landscaping, Masonry, Metals, Painting & Coating, Pavement Markings, Piping & Valves, Quality Control, Security, Signage, Specialties, Support of Excavation, SWPPP, Temp Facilities, Thermal and Moisture Protection, Traffic Control, Trucking & Hauling, Utility Locating, Water & Sweeping Trucks, Well Drilling & Abandonment, Wood & Plastics.

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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**NO LATER THAN September 18, 2015 and**  
**Quotes by September 25, 2015 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information. You can view the plans in our office during regular business hours by appointment. 110% Performance Bond and Payment Bonds are required for this project. Davis Bacon Act, Buy American Act and American Iron and Steel provisions apply.

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CA Lic. #433176

# SUB-BID REQUESTS CALIFORNIA

## Gallagher & Burk, Inc.

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

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:  
**MAIN WASTEWATER TREATMENT PLANT ENGINEERS ROAD WIDENING**  
**Specification No. SD-357A**

### OWNER:

EAST BAY MUNICIPAL UTILITY DISTRICT - 375 11th Street, First Floor, Oakland, CA 94607

**BID DATE: SEPTEMBER 16, 2015 @ 1:30 P.M.**

We hereby encourage responsible participation of local White Men, White Women, and Ethnic Minorities (Men and Women) 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, CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, FENCING, HYDRO-SEEDING, MINOR CONCRETE, MINOR CONCRETE STRUCTURES, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, TESTING, UNDERGROUND, TRUCKING, WATER TRUCKS, 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 Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'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.

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## BGI nibbi

**Project Name: Alice Griffith Block 1: DIV 1-33 • Location: San Francisco, California**

**Bid Date: October 8, 2015 @2:00 PM**

**Pre-Bid Meeting: September 23, 2015 @10:30a**

**Location: Nibbi Office: 1000 Brannan St. #102, SF**

Baines Group and Nibbi Brothers Joint Venture team has been selected as the General Contractor for the Alice Griffith Block 1 housing project in San Francisco, CA. We are in receipt of the Bid Set of documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the Office of Community Investment and Infrastructure (OCII) for DIV 1-33. Please be advised the MEPF and Solar Hot Water has already been let out. OCII has established a subcontracting participation goal for this project at 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs located in zip codes 94124, 94134 and 94107 followed by all areas in San Francisco. The project will consist of new construction of a multi-family residential building located in the Candlestick Point Area. The project will have four levels of type V-A wood-frame construction over one level of concrete podium with parking. There will be a total of 122 units with an open space courtyard on the 2nd floor.

To be added to Nibbi's new bidding software (Building Connected) in order to access/download documents and provide a bid to Nibbi electronically online, please email Kristin Medwick in the Precon & Estimating Department, [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

Bid proposals shall be submitted no later than 2:00 PM on Thursday, October 8, 2015 online via [BuildingConnected.com](http://BuildingConnected.com), or faxed to (415) 241-2951.

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

## Sub-Bid Request Ads **3-for-1** Offer

- LOOKING FOR QUALIFIED, CERTIFIED, SUBCONTRACTORS, SUPPLIERS, BUSINESS & PROFESSIONAL SERVICES
- LOOK NO FURTHER

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**SBE Today** is a recognized "trade" and "focus" daily publication

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Targeted distribution to decision makers and local stakeholders

Sub Bids Requested From Qualified MBE, WBE, DBE Subcontractors & Suppliers for

**City of Woodland - Water Transmission**  
**Main West, Surface Water Local Facilities**  
**CIP #12-05**

**Location: Woodland, CA**

**Bid Date: xxxxxx**

**List of trades you are seeking:** Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

**Your Company Name**

Address  
 Phone, Fax,  
 Contact Person.

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**For further information contact Nabil Vo or email [nvo@sbeinc.com](mailto:nvo@sbeinc.com)**

**SMALL BUSINESS EXCHANGE**

795 Folsom Street, 1st Floor • San Francisco, CA 94107-4226

Phone (415) 778-6250 • Toll Free (800) 800-8534

Website: [www.sbeinc.com](http://www.sbeinc.com) • Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

# OPEN LETTER TO BART AND LAMETRO

**Continued from page 2**

- o SBE's effective use of technology, coupled with its human oversight and in-depth knowledge of local, state and federal regulations ("high-tech" and "high-touch") better facilitates compliance with applicable laws for each project. **Note: SBE does NOT provide "robo calls". There is "human" interaction on each call; 344,813 to date!**
- o The technology and DBE program capabilities of SBE, for which SBE has spent hundreds of thousands of dollars to develop over many years, are unmatched.

We understand that because BART and Metro are agencies of the U.S. Department of Transportation (DOT) and recipients of DOT funds, your authority and responsibilities for establishing a disadvantaged business enterprise (DBE) program are based upon the DOT regulations set forth in 49 CFR Part 26 ("DOT DBE regulations").

We understand that one of the objectives of the DOT DBE regulations is "[T]o promote the use of DBEs in all types of Federally-assisted contracts and procurement activities conducted by recipient," (49 CFR Part 26, section 26.1) and that you seek to meet that objective by establishing DBE contract goals on DOT-assisted contracts.

A bidder on a BART and Metro contract is required to meet the DBE contract goal in one of two ways. The bidder can satisfy the DBE goal with specific confirmed DBE firm participation on the contract, including documentation of the DBE firm participation, or, if the bidder does not satisfy the DBE goal, it can submit documentation of its recent "adequate good faith efforts" to actively solicit DBE firm participation on the contract. (49 CFR Part 26, Appendix A, section I)

The DOT Office of the Secretary (the "Secretary") recently issued an amended and final rule for implementation of the DOT DBE regulations. Within Appendix A, section II of the final rule, the Secretary states that as a recipient of DOT funds, "you have the responsibility to make a fair and reasonable judgment whether a bidder that did not meet the (DBE) goal made adequate good faith efforts." The Secretary goes on to say, "It is important for you to consider the quality, quantity, and intensity of the different kinds of efforts that the bidder has made, based on the regulations and the guidance in this Appendix."

The breadth of authority given to each of you to evaluate the different kinds of good faith efforts made by bidders seems appropriate, and fits your responsibility to promote the use of DBE firms in all types of Federally-assisted contracts and procurements activities conducted by you. The breadth of your authority to evaluate different kinds of good faith efforts also fits the definition of good faith efforts set forth in the DOT DBE regulations, which states, "Good faith efforts means efforts to achieve a DBE goal or other requirement of this part which, by their scope, intensity, and appropriateness to the (DOT DBE regulations) objective, can reasonably be expected to fulfill the program requirement."

Ironically, your refusal to allow bidders to use third party DBE outreach specialists for good faith efforts has the effect of denying business opportunities to companies that, like SBE, most often, have longstanding relationships with DBE firms and which can be businesses that are themselves minority or women-owned. Some are even disabled and disabled veteran-owned. Is that your intention? No matter whether you answer yes or no, your decisions are direct violations of 49 CFR Part 26, section 26.7 (b), which

states, "In administering your DBE program, you must not directly or through contractual or other arrangements use criteria or methods of administration that have the effect of defeating or substantially impairing accomplishment of the objectives of the program with respect to individuals of a particular race, color, sex, or national origin." In addition, a bidder's use of third party firms that specialize in DBE outreach is a bona fide good faith effort. 49 CFR 26, Appendix A, section III prohibits you from "ignoring bona fide good faith efforts."

Section IV of Appendix A of the DOT DBE regulations provides a sample, non-mandatory list of the types of actions that you should consider as part of a bidder's good faith efforts to obtain DBE participation. That list includes the following actions:

- Soliciting through all reasonable and available means the interest of all certified DBEs that have the capability to perform the work of the contract;
- Advertising and/or written notices;
- Written notices or emails to all DBEs listed in the State's directory of transportation firms that specialize in the areas of work desired (as noted in the DBE directory) and which are located in the area or surrounding areas of the project; and
- Effectively using the services of available minority/women community organizations; minority/women contractors' groups; local, State and Federal minority/women business assistance offices; **and other organizations** as allowed on a case-by-case basis to provide assistance in the recruitment and placement of DBEs.

The sample list of good faith efforts above mirrors the type of DBE outreach services delivered by SBE nationally. The sample list also mirrors the third party DBE outreach services delivered by other organizations nationwide.

It is illogical and unnecessary for you to prohibit a bidder from using third party DBE outreach specialists. Engaging the services of such specialists constitute reasonable and bona fide good faith efforts, and fully advances the objectives of the DBE program responsibilities set forth in the DOT DBE regulations. In addition, the use of third party DBE outreach specialists more often than not enables a bidder to provide business opportunities to companies that not only have longstanding relationships with minority and women-owned businesses, but which are themselves minority and women-owned. It is illogical for you to establish a policy that has the effect of defeating or substantially impairing accomplishment of the objectives of a DBE program with respect to individuals of a particular race, color, sex, or national origin. Sub-contracting is at the heart of the participation programs. To enforce contractors to "self-perform" certain activities diminishes the program.

Your decisions deflate both the letter and spirit of the DOT DBE regulations.

**Reasonable Alternative**

There is a reasonable alternative to accomplish what appears to be the core objective of your decisions.

We assume that your core objective is to ensure that a bidder does not engage in what the Secretary calls "mere pro forma" actions that "are not good faith efforts to meet DBE contract requirements." (Appendix A to Part 26 – Guidance Concerning Good Faith Efforts, Final Rule) If our assumption is correct, we agree with your core objective. But there is a more reasonable alternative than banning third party DBE outreach services.

Not long ago, we were introduced to a policy decision of the Santa Clara Valley Transportation Authority ("Santa Clara VTA") regarding contract bidder good faith efforts. The Santa Clara VTA decided that "the use of third parties to support (a Contractor's) good faith efforts is at their own risk and does not relieve the Contractor from being responsible for meeting the good faith efforts requirements."

The Santa Clara VTA policy places the responsibility of good faith efforts squarely on the shoulders of bidders. However, the policy does not eliminate the possibility of cooperative relationships between bidders/general contractors and third party DBE outreach specialists. That is a win-win-win! It meets the objectives of the agency, general contractor, and third party DBE outreach specialists.

Both of your agencies can adopt a policy similar to that of the Santa Clara VTA to accomplish your core objective. You would only have to make clear how a bidder must supplement and document the services of the third party DBE outreach specialists, so as to make the DBE outreach their own good faith efforts, and not mere pro forma actions taken by the third party.

**Conclusion**

We ask that you rescind your decisions to prohibit bidders with BART and Metro from utilizing third party DBE outreach specialists like SBE. Not only are your decisions illogical, arguably, the decisions constitute civil rights violations and warrant legal challenges. But lawsuits are not the focus of this letter.

Again, we ask that you rescind your decisions and adopt a third party DBE outreach services policy that is similar to the policy implemented by the Santa Clara VTA. That would be fair and reasonable, enable you to meet the letter and spirit of the DOT DBE regulations, and fulfill your DBE program responsibilities.

We look forward to your affirmative responses.

Best regards,  
Gerald W. Johnson  
President and Chief Executive Officer  
Small Business Exchange, Inc.

cc:

- Valerie Voorhies, Chief Operating Officer, Small Business Exchange, Inc.
- Ronnie Rhoe, Principal Analyst, OCR, BART
- Hayden Lee, Principal Analyst, OCR, BART
- Mark Ridley-Thomas, Chair, Board of Directors, Los Angeles County Metropolitan Transportation Authority
- Daniel Levy, Executive Officer, Civil Rights Program Compliance
- Honorable Ed Lee, Mayor of San Francisco, CA
- Honorable Libby Schaaf, Mayor of Oakland, CA
- Honorable Eric Garcetti, Mayor of Los Angeles, CA
- Honorable Jerry Brown, Governor of California
- Senator Dianne Feinstein
- Senator Barbara Boxer
- Davan Maharaj, Editor, Los Angeles Times
- Bert Robinson, Editor, Oakland Tribune
- Andrea Abney, Editor, San Francisco Chronicle
- Honorable Anthony Foxx, U.S. Secretary of Transportation

## Orange County Events & Seminars

SEPTEMBER 23, 2015

**INTERMEDIATE QUICKBOOKS FOR OWNERS & MAN**

**Location:** Santa Ana, CA  
**Bid Date:** 9/23/15 6:00PM  
Learn intermediate-level financial management and QuickBooks concepts to assist you in managing your business and make it profitable. This workshop is designed for established business owners and managers who are not accountants or do not have the financial background to understand their entire system's features such as job costing, inventory control, etc. This is not a "hands on" class and as such PCs will not be provided. You are welcome to bring your own laptop. Topics: Accounting/Budget, Business Financing, Cash Flow Management  
**Duration:** 6:00 - 8:30 PM  
Orange County SBDC, David Calderon, (714)564-5200  
**Notes:** Event Fee: \$25.00  
<http://santaanadistrictsbdc.ecenterdirect.com>

SEPTEMBER 24, 2015

**2015 ORANGE CO ECONOMIC DEVELOPMENT FORUM**

**Location:** Irvine, CA  
**Bid Date:** 9/24/15 7:30AM  
OCBC's fourth annual regional forum will focus on international trade and tackle the question: Will Orange County Manufacturers Thrive in a Global Market? Engage with great speakers on their secrets for success.  
**Duration:** 7:30 - 10:00 AM  
Orange Co Business Council, Sabra Benes, (949)794-7241

SEPTEMBER 25, 2015

**CERTIFIED GLOBAL BUSINESS PROFESSIONAL**

**Location:** Santa Ana, CA  
**Bid Date:** 9/25/15  
The NASBITE Certified Global Business Professional credential (CGBP) provides a benchmark for competency in global commerce. The CGBP designation demonstrates an individual's ability to conduct global business, including global business management, global marketing, supply chain management and trade finance.  
**Duration:** 9-25 - 09-26  
Orange County CITD, Stewart Lynn, (714)564-5415  
[cgbpexamprep.eventbrite.com](http://cgbpexamprep.eventbrite.com)

**INTERNATIONAL BUSINESS CULTURE**

**Location:** Santa Ana, CA  
**Bid Date:** 9/25/15 1:30PM  
An exciting opportunity to hear from Lanie Denslow and Quiang Bjourbak on the importance of respecting international business culture and how knowledge of other cultures will help your business thrive.  
**Duration:** 1:30 - 5:30 PM  
Port of Los Angeles, Jean Coronel  
[jcoronel@portla.org](mailto:jcoronel@portla.org)

SEPTEMBER 30, 2015

**CREATING A SUCCESSFUL BUSINESS PLAN**

**Location:** Santa Ana, CA  
**Bid Date:** 9/30/15 6:00PM  
In this interactive workshop you will learn how to break apart the components of the business plan into manageable steps, define your business succinctly, research your competition and target market, develop your operating and marketing plans, and start understanding of your financial statements.  
**Duration:** 6:00 - 8:30 PM  
Orange County SBDC, (714)564-5200  
**Notes:** Event Fee: \$25.00  
<http://santaanadistrictsbdc.ecenterdirect.com>

OCTOBER 1, 2015

**BUILDING YOUR E-COMMERCE BUSINESS**

**Location:** Santa Ana, CA  
**Bid Date:** 10/01/15 9:00AM  
This workshop will cover the sequence of steps needed to achieve success when you are starting a small business online. In this workshop, you will learn about what it takes to be an entrepreneur, who is business planning crucial, the available legal forms of entities, licensing, permits and what mistakes to avoid when starting an online business. You will also receive a list of tools to help run your e-commerce business and marketing strategies to help drive customer acquisition and retention.

## Inner City 100

From custom glass artisans to pet relocation specialists to beverage flavor generators, the fastest-growing companies in America's urban core are certainly an eclectic bunch.

Meet the top 100, as ranked by the Initiative for a Competitive Inner City.

Full list can be viewed here:  
<http://fortune.com/inner-city-100/fathom-2/>

### Small, but fierce: How tiny firms can pack a big punch

By Chris Matthews

If you compare the American economy to an automobile, then 2009 was the year it careened off the road.

We've since towed it out of the ditch but, make no mistake, we've still got engine trouble. And there's no better way to understand this fact than to look at the state of small business in America. These enterprises, led by risk-taking entrepreneurs, have always been the true driver of job growth and innovation in America. And there's plenty of statistics that show that, while larger firms are getting back to full strength, small businesses are still hung over from the worst recession in generations.

Take, for instance, the National Federation of Independent Business' small-business optimism index, which fell in September and remains five points below the pre-recession norm. Meanwhile, inventory and sales data from the same survey reflect a business environment that "is more like a recession period than one of expansion," according to a report from the NFIB.

At the same time, the rate in which new businesses have been forming in the U.S. has been steadily on the decline for decades. And Harvard Business School's annual survey on U.S. competitiveness, released earlier this year, showed a yawning gap between large and small businesses' respective outlooks for the future of the U.S. economy.

Of course, not every small business is down in the dumps. On Friday, the Initiative for a Competitive Inner City (ICIC) released the Inner City 100, a list of the 100 hundred fastest growing inner-city companies in America. The experiences of some of these business leaders may shed light on how small businesses can succeed, even in today's inhospitable economy.

#### Financing

As former Small Business Administration head Karen Mills showed this year in a working paper published by Harvard Business School, bank lending to small businesses collapsed during the financial crisis and has yet to recover. In interviews with many of the CEOs on the ICIC 100 list, leaders told Fortune that keeping their businesses properly funded throughout the financial crisis, and even during the recovery, has been their single biggest challenge. Take Devon Henry, CEO of Team Henry Enterprises, a contracting firm based in Newport News, Va. "We did everything we possibly could to keep the business afloat" during the worst of the recession, he says. That included taking out a home equity loan, drawing from his 401(k), and, crucially, leaning on SBA-backed loans.

Marc Talluto, CEO of Fruition Partners, the fastest-growing firm on this year's Inner City 100, says that "financing was the single most difficult challenge we had trying to grow the company."

■ Continued on page 9

# 100 Fastest-Growing Inner City Companies in America

## 1. Fruition Partners

5-year growth rate (%)	2700
2013 revenue	\$29,643,218.00
Industry	Professional Services
Industry rank	1
City	Chicago
State	IL
CEO	Marc Talluto

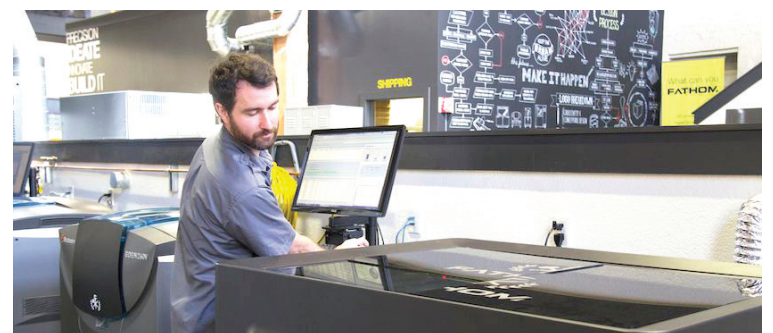
Marc Talluto started Fruition Partners 11 years ago. But the cloud services firm really began to grow during the recession, when businesses began to adopt cloud tech to manage their costs. Fruition offers end-to-end cloud service management and technology solutions to its clients, but unlike many of its competitors, it also has a strong advisory practice.



## 2. FATHOM

5-year growth rate (%)	1785.6
2013 revenue	\$5,636,524.00
Industry	Manufacturing
Industry rank	1
City	Oakland
State	CA
CEO	Richard Stump & Michelle Mihevc

Fathom offers 3D printing, advanced manufacturing, engineering, prototyping, and design and branding services.



## 3. Gourmet Gorilla

5-year growth rate (%)	1300
2013 revenue	\$3,500,240.00
Industry	Food & Beverage
Industry rank	1
City	Chicago
State	IL
CEO	Danielle Hrzic & Jason Weedon

Husband and wife team Danielle and Jason Weedon founded Gourmet Gorilla in 2009 with the desire to bring healthier meals to Chicago-area schools. Today, with a staff of 64, the company provides more than 90 K-12 schools with over 10,000 meals each day. Nearly half of Gourmet Gorilla's business comes from schools in low-income districts. The company also provides educational resources on fresh, healthy, sustainable food, garden projects, and ecological awareness to schools.



## 4. Rise Interactive

5-year growth rate (%)	1001
2013 revenue	\$31,392,000.00
Industry	Media & Communications
Industry rank	1
City	Chicago
State	IL
CEO	Jon Morris

Rise is a digital marketing agency that focuses on driving web traffic to its clients' sites.



## 5. John Pomp Studios

5-year growth rate (%)	933.5
2013 revenue	\$2,597,464.00
Industry	Manufacturing
Industry rank	2
City	Philadelphia
State	PA
CEO	John Pomp

John Pomputius has built a thriving business out of a longtime passion for glass blowing. He opened John Pomp Studios in Philadelphia in 1999 and debuted a lighting product line in 2008, followed by furniture with elements of handcrafted glass. From the processing of raw materials to the creation of the final product, the company manufactures all of its products in one facility. Pomputius has built a team of 25 full-time artisans and craftspeople. Pomp sells his products to interior designers and architects through 12 showrooms in the U.S., Europe, and Canada.





# Public Legal Notices



**GOLDEN GATE BRIDGE  
HIGHWAY & TRANSPORTATION DISTRICT**  
**NOTICE INVITING SEALED BIDS**

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2016-FT-01, Dry-Docking and Capital Improvements to the M.V. Golden Gate Ferry**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District by Tuesday, October 6, 2015, at **2:00 p.m., PT**, at which time bids will be publicly opened and read.

A non-mandatory pre-bid conference will be held on the M.V. Golden Gate Ferry, at the Larkspur Ferry Terminal on **Thursday, September 10, 2015, at 10:00 a.m. PT**.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by Friday, September 18, 2015, at **4:30 p.m., PT**.

The Bid Documents are available for download on the District's website. To download the Bid Documents, go to the District's website home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2016-FT-01.

To inspect and obtain the Bid Documents, please contact the Contracts Office, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by email at [contractsoffice@goldengate.org](mailto:contractsoffice@goldengate.org), by telephone at (415) 923-2318, or by facsimile at (415) 923-2357.

/s/ Aida S. Caputo,  
Contracts Officer  
9/10/15  
CNS-2789548#  
SMALL BUSINESS EXCHANGE

**CITY OF LOS ANGELES  
DEPARTMENT OF TRANSPORTATION (LADOT)**

**DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM  
PROPOSED THREE-YEAR OVERALL GOAL & GOAL METHODOLOGY  
FOR FEDERAL FISCAL YEARS 2016-2018**

LOS ANGELES - The City of Los Angeles Department of Transportation (LADOT) is seeking comments on its proposed Disadvantaged Business Enterprise (DBE) goal. The purpose of the DBE program is to create a "level playing field" for firms owned and operated by disadvantaged individuals wanting to participate in federally-assisted, transit related projects.

The DBE goal for federally-funded transportation projects represents a percentage of the value of work for which disadvantaged, minority, and women business enterprises should participate. LA-DOT's proposed participation goal for Federal Fiscal Years 2016-2018 (October 1, 2015 through September 30, 2018) is as follows:

\* 11.24 percent for Federal Transit Administration (FTA) assisted projects

Documents detailing LADOT's FFY2016 - FFY2018 FTA overall DBE goal and methodology report are available for review during regular business hours of 8:00 am - 4:00 pm Monday through Friday for 30 days from September 1, 2015 through October 14, 2015. The public may provide written comments on the FTA overall goal for 45 days from September 1, 2015 through November 4, 2015. The office will be closed on September 7, 2015 and October 12, 2015 in observance of City holidays. LA-DOT will consider all comments, as well as other material that is either quantitative or anecdotal, be-fore submitting its final DBE goal to the FTA. Written comments will be accepted at the address listed below.

**LADOT Transit Services Group  
Attn: Specialized Transit & Grants Division  
100 S. Main Street, 10th Floor  
Los Angeles, CA 90012  
Phone: (213) 972-8470 • Fax: (213) 928-9768**

**SAN JOSE STATE UNIVERSITY**

**NOTICE TO CONTRACTORS  
SPARTAN GOLF COMPLEX,  
PROJECT NUMBER: SJSU-321**

The Trustees of the California State University are requesting Statements of Qualifications (SOQ) from interested and qualified construction managers to provide construction manager at risk services (CMAR) for the construction of the Spartan Golf Complex project. The Trustees' will select the construction manager using a two-step process: (1) this Request for Qualifications (RFQ) from which Respondents submit a SOQ to the Trustees, and (2) the resulting shortlisted firms will then receive a Request for Proposals from the Trustees. The selected firm will become the Construction Manager. The Trustees' CMAR process consists of a preconstruction phase and a construction phase with separate contracts for each phase.

The Spartan Golf Complex is a new golf practice and training facility, for SJSU men's and women's golf teams on South Campus. It will be home to SJSU golf teams, provide private memberships for alumni and donors, and offer golf lessons for the public. The Complex site is approximately 15 acres located on South Campus at the west side of Senter Road between Humboldt Street and Alma Avenue. The Project consists of two phases. The Trustees intend to award Phase 1 immediately upon completion of this solicitation. Phase 2 will be awarded prior to the completion of Phase 1 but only if funding becomes available. Phase 2 is not funded at this time. This solicitation will request separate fees for each phase.

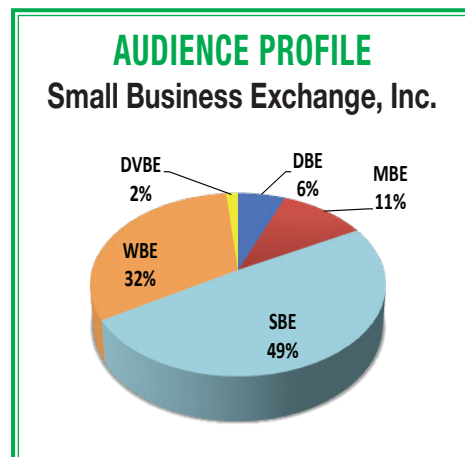
Trustees' Construction Budget for Phase 1 is \$6,754,000, and Phase 2 is \$10,005,000.  
Class B license - General Contractor.  
RFQ Submittal Due Date and Time:  
**September 24, 2015 by 3:00pm**

Respondents must be prequalified by the Trustees, and shall register and log in to "PlanetBids" to apply for prequalification at [http://www.calstate.edu/cpd/cm/contractor\\_prequal\\_bidders.shtml](http://www.calstate.edu/cpd/cm/contractor_prequal_bidders.shtml) no less than ten business days prior to SOQ submittal due date.

Interested parties may download the complete RFQ on September 10, 2015 by registering at <http://www.planetbids.com/portal/portal.cfm?CompanyID=15275#>. Once registration is completed, log into planetbids.com at <http://www.planetbids.com/hub/hub.cfm> and search for "Spartan Golf Complex", Project Number: SJSU-321."

The Trustees require a three percent Disabled Veteran Business Enterprise participation in all contracts. This project is public works project and is subject to prevailing wages rate laws (see Contract General Conditions, Article 4.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the Department of Industrial Relations (DIR), and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

Please direct all questions in writing to:  
Sylvia Sosa-Galindo, Sr. Contracts Specialist,  
Email: [sylvia.sosa@sjsu.edu](mailto:sylvia.sosa@sjsu.edu).



**Hunters Point Shipyard Phase 2 –  
Opportunity to Provide Landscape Architecture  
and Graphic Design Services.**

Lennar Urban is requesting qualified, interested Landscape Architecture and Graphic Design firms to respond to a public request for proposals through the Office of Community Infrastructure & Investment of the City and County of San Francisco.

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=9965>

Respondents are encouraged to check this website regularly for updates.

**Proposals must be submitted by  
September 16, 2015.**

**Hunters Point Shipyard Phase I  
in San Francisco  
Opportunity to Perform**

HPSI – Construction of the Streetscape for all the Blocks (minus 50 and 51)  
**Within the Hilltop portion of Parcel A during the development of Hunters Point Shipyard Phase I in San Francisco.**

Lennar Urban is requesting qualified, interested contractors to respond to a public request for proposals to perform  
HPSI Construction of Hilltop Streetscape At

**Hunters Point Shipyard in San Francisco**  
For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=9963>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Contractors.  
Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:  
**September 1, 2015 @ 10:00 AM  
(Tentative Date)  
Building 101  
101 Horne Ave.  
San Francisco, CA 94104**  
**Proposals must be submitted by  
September 14, 2015 @ 2:00 PM (PST).**

**SFO**

**CONCESSION OPPORTUNITY FOR A  
SPECIALTY RETAIL STORE LEASE  
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

**San Francisco** -- San Francisco International Airport is accepting proposals for the International Terminal Specialty Retail Store Lease. The Lease, intended for the nonexclusive sale of specialty retail, is comprised of one retail location measuring approximately 2,233 square feet, pre-security of the International Terminal. The minimum acceptable proposal amount, which will be the successful proposer's Minimum Annual Guarantee for the first year of the Lease is \$110,000.00.

The lease term is five years with three one-year options, exercisable at the Airport Commission's discretion. Annual Rent shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to \$1,500,000.00; plus, 14% of gross revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00; plus 16% of gross revenues achieved over \$2,000,000.00.

The proposal submittal deadline is **5:00pm PST - Wednesday September 16, 2015.**

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or if you should have questions, please contact Ms. Frishtah Afifi, Principal Property Manager, Airport Revenue Development and Management Department, 650.821.4500. **CNS#2786542**

## Small, but fierce: How tiny firms can pack a big punch

Continued from page 8

Fruition eventually had to forsake bank lending and turn to venture capital to power its post-recession expansion, in which they grew by a whopping 2,700% between 2009 and 2013. And Darryl Smith, CEO of Premier Logitech, a supply-chain provider, relied on private financing from high-net worth individuals, which he calls "absolutely essential" to keeping his company going through the recession.

The fact that these companies, which represent some of the most successful small businesses in the country, were often quite close to not securing the necessary funding to keep their operations afloat brings into sharp relief how difficult it is for other, less successful, small firms to get the financing they need. Mills argues that bank regulators need to make sure that smaller community banks, which provide the bulk of lending for small businesses, are not overburdened by regulations implemented in the wake of the financial crisis. She is also hopeful that new online lenders like OnDeck and Kabbage can help breathe new life into small-business financing.

### Finding good people

Another challenge highlighted by Harvard Business School's competitiveness survey, for both large and small businesses, is finding the right mix of talent. Harvard lecturer Joseph B. Fuller sees big problems in the supply chain for labor, with employers reluctant to hire full-time and invest in training workers, and prospective workers unsure of the skills they need to succeed in today's economy. The companies that made the Inner City 100 have somehow avoided or solved these problems by focusing on company culture and creating an environment where workers can advance quickly and feel a sense of personal accomplishment.

Most of the CEOs interviewed said they had fears about investing time and money in workers who would then turn around and leave for greener pastures. But smaller companies, argues Talluto of Fruition Partners, have unique advantages in retaining employees if they know how to leverage them. He says that today's generation of workers in particular are "looking to make a mark, or a big contribution." For the younger workers at his firm, he has gotten just as much out of trusting them and giving them more responsibility as he has through offering higher pay or perks. "We've had people two or three years out of college opening up new offices," he says. "You can get loyalty from your workers if you give it in return."

### Make small an advantage

And it's not just in workforce management that smaller firms can have an advantage over their larger peers. Sure, big companies have better access to credit, more sway with the government, and the wherewithal to weather economic storms. But large companies are also notoriously slow to recognize shifts in the marketplace. Take All Terrain, another Inner City 100 firm, which is an experiential marketing firm that launched 16 years ago, just as the rise of the Internet was enabling a revolution in that industry. While larger firms continued to focus on mass-marketing campaigns, All Terrain's co-founders Sarah Eck-Thompson and Brook Jay had the foresight to see that customers relationships with companies would be upended by new media and that reaching potential customers would require novel thinking.

At one point, All Terrain was hired to lure customers to the trendy Las Vegas resort The Cosmopolitan. They came up with the idea of teaming up with United Airlines to distribute elaborately crafted gift boxes that contained discounts and other special offers for The Cosmopolitan. The campaign was a huge success and Eck-Thompson and Jay chalk that up to the firm's small size. "A bigger agency would never have thought on such a small-scale, tactile level," Jay says.

Source: [www.fortune.com](http://www.fortune.com).

# Fictitious Business Name

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366288-00

Fictitious Business Name(s):  
**Blue Garden & Charity Services**  
Address  
275 Irvington Street  
Daly City, CA 94014  
Full Name of Registrant #1  
**Mark B. Nasalga**  
Address of Registrant #1  
275 Irvington Street  
Daly City, CA 94014

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/13/2015**

Signed: **Mark B. Nasalga**

This statement was filed with the County Clerk of San Francisco County on **8/13/2015**.

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: **Jennifer Wong**  
Deputy County Clerk  
8/13/2015

8/27/15 + 9/3/15 + 9/10/15 + 9/17/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0365999-00

Fictitious Business Name(s):  
**Furniture Outlet**  
Address  
707 Bayshore Blvd.,  
San Francisco, CA 94124  
Full Name of Registrant #1  
**Concord Furniture Solutions, Inc. - Calif Corp**  
Address of Registrant #1  
25125 Madison Avenue, Suite 106,  
Murrieta, CA 92565

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/17/2014**

Signed: **Edward Corn**

This statement was filed with the County Clerk of San Francisco County on **7/28/2015**.

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: **Morgan Jaldon**  
Deputy County Clerk  
7/28/2015

8/27/15 + 9/3/15 + 9/10/15 + 9/17/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366252-00

Fictitious Business Name(s):  
**Kathleen Moore and Associates**  
Address  
221 Noe Street #1,  
San Francisco, CA 94114  
Full Name of Registrant #1  
**Kathleen Moore**  
Address of Registrant #1  
221 Noe Street #1,  
San Francisco, CA 94114

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/11/2015**

Signed: **Kathleen Moore**

This statement was filed with the County Clerk of San Francisco County on **8/11/2015**.

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: **Jennifer Wong**  
Deputy County Clerk  
8/11/2015

8/20/15 + 8/27/15 + 9/3/15 + 9/10/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366247-00

Fictitious Business Name(s):  
**Rozafa Masonry**  
Address  
1433A 47th Avenue,  
San Francisco, CA 94122  
Full Name of Registrant #1  
**Bert Palalej**  
Address of Registrant #1  
1433A 47th Avenue,  
San Francisco, CA 94122

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/11/2015**

Signed: **Bert Palalej**

This statement was filed with the County Clerk of San Francisco County on **8/11/2015**.

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: **Guillermo Sandoval**  
Deputy County Clerk  
8/11/2015

8/20/15 + 8/27/15 + 9/3/15 + 9/10/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366626-00

Fictitious Business Name(s):  
**Vara Land Surveying**  
Address  
893 Ashbury Street,  
San Francisco, CA 94117  
Full Name of Registrant #1  
**Urba Buena, Inc. (California)**  
Address of Registrant #1  
893 Ashbury Street,  
San Francisco, CA 94117

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/7/10**

Signed: **Katharine Anderson**

This statement was filed with the County Clerk of San Francisco County on **9/3/2015**.

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: **Jennifer Wong**  
Deputy County Clerk  
9/3/2015

9/3/15 + 9/10/15 + 9/17/15 + 9/24/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366673-00

Fictitious Business Name(s):  
**#1 Sealed With A Kiss**  
**#2 Brides of the 21st Century**  
Address  
1535 Eddy Street #404,  
San Francisco, CA 94115  
Full Name of Registrant #1  
**Jessie Castle Harris**  
Address of Registrant #1  
1535 Eddy Street #404,  
San Francisco, CA 94115

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/7/2015**

Signed: **Jessie Castle Harris**

This statement was filed with the County Clerk of San Francisco County on **9/8/2015**.

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: **Jennifer Wong**  
Deputy County Clerk  
9/8/2015

9/10/15 + 9/17/15 + 9/24/15 + 10/1/15

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366079-00

Fictitious Business Name(s):  
**McDonald's**  
Address  
235 Front Street  
San Francisco, CA 94111  
Full Name of Registrant #1  
**Front Street Mac, Inc. (CA)**  
Address of Registrant #1  
235 Front Street  
San Francisco, CA 94111

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2015**

Signed: **Scott Rodrick**

This statement was filed with the County Clerk of San Francisco County on **7/31/2015**.

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  
7/31/2015

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

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366080-00

Fictitious Business Name(s):  
**McDonald's**  
Address  
5454 Mission Street,  
San Francisco, CA 94112  
Full Name of Registrant #1  
**5454 Street Mac, Inc (CA)**  
Address of Registrant #1  
5454 Mission Street,  
San Francisco, CA 94112

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2015**

Signed: **Scott Rodrick**

This statement was filed with the County Clerk of San Francisco County on **7/31/2015**.

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  
7/31/2015

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

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366083-00

Fictitious Business Name(s):  
**McDonald's**  
Address  
441 Sutter Street,  
San Francisco, CA 94108  
Full Name of Registrant #1  
**Sutter Street Mac, Inc.**  
Address of Registrant #1  
441 Sutter Street,  
San Francisco, CA 94108

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2015**

Signed: **Scott Rodrick**

This statement was filed with the County Clerk of San Francisco County on **7/31/2015**.

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  
7/31/2015

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

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0366084-00

Fictitious Business Name(s):  
**McDonald's**  
Address  
2801 Mission Street,  
San Francisco, CA 94110  
Full Name of Registrant #1  
**24th Street Mac, Inc. (CA)**  
Address of Registrant #1  
2801 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 **7/1/2015**

Signed: **Scott Rodrick**

This statement was filed with the County Clerk of San Francisco County on **7/31/2015**.

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  
7/31/2015

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

## ORDER FOR PUBLICATION OF SUMMONS

### ORDER FOR PUBLICATION OF SUMMONS OR CITATION

Case No. FDI - 15 - 784118

**Name:** Geraldine Miravite Rodriguez  
**Address:** 2021 Geneva Avenue  
**City, State, Zip Code:** San Francisco, CA 94134  
**Telephone Number:** 415-572-9643

**Superior Court of California**  
**County of San Francisco**  
400 McAllister Street  
San Francisco, CA 94102

**Petitioner:** Geraldine Miravite Rodriguez  
**Respondent:** Magdaleno Jesus Rodriguez

Upon reading and filing evidence consisting of a declaration as provided in Section 415.50 CCP by **Geraldine Miravite Rodriguez**, and it satisfactorily appearing therefrom that the Respondent, **Magdaleno Jesus Rodriguez**, cannot be served with reasonable diligence in any other manner specified in Article 3, Chapter 4, Title 5 of the Code of Civil Procedure, and it also appearing from the verified complaint or petition that a good cause of action exists in this action in favor of the Petitioner, therein and against the Respondent, and that the said Respondent **Magdaleno Jesus Rodriguez**, is a necessary and proper party to the action.

NOW, on motion of **Geraldine Miravite Rodriguez**, Pro Per Petitioner, **IT IS ORDERED** that the service of said Amended summons in this action be made upon said Respondent by publication thereof in **Small Business Exchange** a newspaper of general circulation published in **San Francisco, California**, hereby designated as the newspaper most likely to give notice to said Respondent; that said publication be made at least once a week for four successive weeks.

IT IS FURTHER ORDERED that a copy of said summons or citation and of said complaint or petition in this action be forthwith deposited in the United States Post Office, Post-paid, directed to said Respondent, if his/her address is ascertained before expiration of the time prescribed for the publication of this summons or declaration of this mailing or of the fact that the address was not ascertained be filed at the expiration of the time prescribed for the publication.

On the fourth week of publication, 28 days after the first publication is made, the Court shall acquire jurisdiction over said defendant, respondent, or citee.

Date: 8/26/2015  
Newton Lam  
Judge of the Superior Court

9/3/15 + 9/10/15 + 9/17/15 + 9/24/15

## California's Rural Counties Unite in Urging Congress to Fully Fund Federal PILT

■ Continued from page 1

behalf of California's rural counties. The term "rural" may be defined in various ways: population density, population size, demographics or economic data. However you define it, rural counties face unique challenges when putting federal and state policies into effect. The greater distances, lower population densities, and geographic diversity of RCRC's thirty-four member counties create obstacles not faced by their more urban or suburban counterparts. For those reasons, "one-size-fits-all" policies don't work, especially when the "size" typically is a more metropolitan model.

Founded in 1972, RCRC works with its membership to advocate on behalf of rural issues at the state and federal levels. RCRC provides the rural county perspective on a myriad of issues during the legis-

lative and regulatory process, including land use, water and natural resources, housing, transportation, wildfire protection policies, and health and human services. The core of RCRC's mission is to improve the ability of small, rural California county government to provide services by reducing the burden of state and federal mandates, and promoting a greater understanding among policy makers about the unique challenges that face California's small population counties.

The RCRC Board of Directors is comprised of a member of the Board of Supervisors from each of its thirty-four member counties. RCRC staff work in partnership with the Board of Directors to deliver a rural perspective when legislation and regulations are being formulated in Sacramento, and Washington, D.C. Our efforts help enhance and protect the quality of life in California's small and rural counties.

**Source: Rural County Representatives of California**

# Access to Capital

## SMALL & MINORITY BUSINESS

### CDFI - BEA PROGRAM AWARD BOOK

#### BANK ENTERPRISE AWARD PROGRAM

Through the Bank Enterprise Award Program (BEA Program), the CDFI Fund seeks to increase the dollar amount of investments in the most economically distressed communities in the nation; census tracts where at least 30 percent of residents have incomes less than the national poverty level and where the unemployment rate is at least 1.5 times the national unemployment rate.

By providing monetary awards in the form of grants to FDIC-insured depository institutions, the BEA Program leverages the CDFI Fund's dollars and puts more capital to work generating greater economic opportunity for those with limited access to financial products and services.

FDIC-insured depository institutions that demonstrate increased investments in Community Development Financial Institutions (CDFIs) or in their own, lending, investing or service-related activities in economically distressed communities can apply for a BEA Program Award. Award amounts are a percentage of the increase in qualified activities from one annual reporting period to the next. Institutions that receive awards must reinvest those award dollars in additional BEA Program qualified activities.

#### QUALIFIED ACTIVITIES INCLUDE:

**CDFI Financing:** Providing equity, grants, equity-like loans, deposits and technical assistance to CDFIs. CDFIs are financial institutions that specialize in serving individuals and communities that are underserved by traditional financial institutions. CDFIs include banks, credit unions, loan funds, and venture capital funds. **Direct Financing:** Loans and investments to businesses and residents of distressed communities for a variety of purposes, including affordable mortgages, affordable housing development, home improvement, education, small businesses and commercial real estate development.

**Financial Services:** The provision of financial products and services such as checking and savings accounts, check cashing, financial counseling, etc. to the residents of distressed communities.

#### BEA PROGRAM HISTORY:

Since the inception of the BEA Program in 1994, the CDFI Fund has awarded grants totaling over \$411 million.

#### IMPACT OF BEA PROGRAM:

38 eligible CDFI Partners received financial or technical assistance from FY 2014 BEA Program Applicants.

**Past Awardee Impact:** Since 2009, BEA Program Awardees that receive an award of \$50,000 or more have been required to deploy an amount equivalent to the award in qualified activities and report on the use of the award to the CDFI Fund.

**The FY 2014 BEA Program Awardees are Headquartered in 24 States and The District Of Columbia**

#### Year-Over-Year Comparison

Comparing the Baseline Period to the Assessment Period, the FY 2014 BEA Program Awardees:

- Increased their loan, deposits, And technical assistance to Certified cdfs by \$43.8 million;
- Increased their equity, equity-like Loans, and grants to certified Cdfs by \$4.7 million;
- Increased their loans and Investments in distressed Communities by \$472.1 million; and,
- Increased the provision of Financial services in distressed Communities by \$50.9 million.

The table below shows how FY 2012 BEA Program Awardees used their awards by category, activity type, and amount.

FY 2012 BEA AWARDEES USE OF AWARDS		
CATEGORY	ACTIVITY TYPE	ACTIVITY AMOUNT
CDFI-Related Activities	CDFI Grants	\$411,404
	CDFI Deposits/Shares	\$977,038
	CDFI Loans	\$216,125
Distressed Community Financing Activities	Affordable Home Mortgage Loans	\$2,574,487
	Affordable Housing Development Loans and Project Investments	\$2,637,067
	Commercial Real Estate Loans and Project Investment	\$2,623,705
	Home Improvement Loans	\$54,225
	Small Business Loans and Project Investments	\$5,144,374
Service Activities	Community Services	\$511,849
	Financial Services	\$49,150
	Targeted Financial Services	\$8,246
	Targeted Retail Savings/Investment Products	\$66,000
<b>Total</b>		<b>\$15,273,670</b>

FY 2014 BEA PROGRAM AWARDEE CHARACTERISTICS			
CATEGORY	NUMBER OF AWARDEES	AWARD AMOUNT	PERCENTAGE OF AWARD DOLLARS
Certified-CDFIs	48	\$15.4 million	86%
Minority Depository Institutions	21	\$6.5 million	30%
Small Banks (assets of less than \$300 million)	35	\$9.9 million	55%
Intermediate Banks (assets of at least \$300 million but less than \$1.202 billion)	24	\$6.8 million	38%
Large Banks (assets of \$1.202 billion or greater)	10	\$1.2 million	7%

#### LIST OF AWARD RECIPIENTS

AWARDEE NAME	CITY	STATE	TOTAL AWARD
ABC Bank	Chicago	IL	\$355,000
Albina Community Bank	Portland	OR	\$170,100
Bank 2	Oklahoma City	OK	\$88,200
Bank of Anguilla	Anguilla	MS	\$355,000
Bank of Kilmichael	Kilmichael	MS	\$355,000
BankFirst Financial Services	Macon	MS	\$355,000
BankPlus	Ridgeland	MS	\$355,000
Branch Banking and Trust Co.	Lumberton	NC	\$252,000
Broadway Federal Bank	Los Angeles	CA	\$355,000
Carver State Bank	Savannah	GA	\$38,107
Central Bank & Trust Company	Lexington	KY	\$89,400
Central Bank of Kansas City	Kansas City	MO	\$355,000
Citizens Trust Bank	Atlanta	GA	\$355,000

Full report can be downloaded here: <http://www.cdfifund.gov/docs/bea/2014/2014%20BEA%20Award%20Book.pdf>

# SUB-BID REQUESTS CALIFORNIA

## 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:  
**180/San Pablo Dam Road Interchange – Phase I**  
**Contra Costa Transportation Authority**  
**CCTA Contract No. 416**  
**BID DATE: September 29, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Type III Barricade, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Public Safety Plan, Abandon Culvert, Destroy Well, Adjust Utilities, Cold Plane AC, Sand Backfill, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Pervious Backfill Material, Imported Topsoil Analysis and Testing, Weed Germination, Planting & Irrigation, Imported Biofiltration Soil, Imported Topsoil, Hydroseed, Compost, Lean Concrete Base, Asphalt Treated Permeable Base, Base Bond Breaker, Preparing Inertial Profiler, Grinding, AC Dike, Data Core, Tack Coat, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Structural Concrete-Bridge, Structural Concrete-Retaining Wall, Minor Concrete (Minor Structure), Gateway Sign, Joint Seal, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Sound Wall (Masonry Block), Prepare and Paint Concrete Deck, Anti-Graffiti Coating, Underground, Permeable Material, Drainage Inlet Marker, Inlet Depression, Rock Slope Protection, Concrete (Ditch Lining), Slope Paving (Concrete), Minor Concrete, Misc. Iron & Steel, Misc. Metal, Underground, Sewer Manhole, Sewer Cleanout, Fencing, Survey Monument, Delineator, Object Marker, Concrete Barrier Marker, Special Marker, Midwest Guardrail System, Chain Link Railing, Pipe Handrailing, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Guard Post, Geomembrane Liner, Building Work, Temporary Shoring 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.

## 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:  
**San Tomas Expressway Projects**  
**El Camino Real to Homestead Road**  
**County of Santa Clara**  
**BID DATE: October 1, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Type III Barricade, SWPPP, Adjust Utilities, Clearing & Grubbing, Hydroseed, Roadside Signs, Untreated Lumber & Timber, Soundwall, CIDH Concrete Piling, Temporary Fence with Acoustical Barrier, Underground, Curb & Gutter, Minor Concrete, Storm Drain Manhole, Concrete Paver, Fencing, Removable Bollard, Transition Railing, Terminal System, Concrete Barrier, Striping & Marking, Signal Pole and Foundation, Electrical, Detector Loop, Cold Plane AC, Structure Excavation, Structure Backfill, Crack Seal/Filler, AC Dike, Retaining Wall, Microsurfacing, Sound Wall – Precast Panels & Columns, Misc. Iron & Steel, 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.

## 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.

## Advertisewith the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

www.sbeinc.com

**PROJECT: RTE 94 & 805**  
**CALTRANS #11-299204**  
**SAN DIEGO, CA**

**\*\*THIS PROJECT HAS A 16% DBE GOAL\*\***

**BID DATE: SEPTEMBER 15, 2015 - BID TIME: 2:00 P.M.**  
**Please respond by 5:00 p.m., September 14, 2015**

We are seeking quotes from CERTIFIED DBE including, but not limited to, the following work items: SWPPP, CONSTRUCTION AREA SIGNS, FENCE/MBGR, LANDSCAPE/IRRIGATION, MINOR CONCRETE REINFORCING, TRUCKING, TEMP STRIPE & PAVMENT MARKING, THERMOPLASTIC STRIPING & MARKING, PAVEMENT MARKERS (NON-REFLECTIVE & RETROREFLECTIVE)

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 # 0814000086/08-3555V4 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

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

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



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

## Shimmick Construction Company Inc.

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

DBE Subcontractor/Supplier Bids Requested For:  
**Sacramento Regional County Sanitation District**  
**Main Electrical Substation Replacement • Contract No. 4209**  
**Bid Date: October 15, 2015 at 2:00 PM**  
**Fax all quotes to 510-777-5099**

Requesting qualified DBE certified Subcontractor and Supplier Quotes on: **Low Voltage Systems Contractor, Electrical Contractor**

Bid Plans and Specifications may be purchased from the County of Sacramento, Site Improvement and Permits Section 827 7th Street, Room 105 Sacramento, CA 95814, (916) 874-6544.

Subcontractors and Suppliers interested in this project may contact Greg Adams by phone at (510) 777-5040 or [gadams@shimmick.com](mailto: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.

An Equal Opportunity Employer

## Despite Recovery, Middle-Wage Workers Are Being Squeezed Out

Continued from page 5

into low-skill occupations and they just check out."

Statistics show labor participation for prime age males has been falling for a long time and it drops faster with each recession. Autor says the ramifications are profound. Greater income inequality for one. Also, lower marriage rates, which create what Autor calls an intergenerational feedback loop.

"Boys do worse than girls in that setting and so that sets them up again to be less likely to complete high school, to attend college, more likely to be incarcerated, and in general have lower earnings," he says.

The long-term solution is of course education; the short term is tougher. Harvard economics professor Lawrence Katz says one solution is to subsidize low-

skill wages, but Congress has been reluctant to boost that subsidy.

"The earned income tax credit has been very effective at that, but its real value hasn't increased in 20 years," he says.

But, Katz cautions, economies have always lost jobs. And workers have always adapted. To survive the disappearing middle, he says, workers need to customize current services or invent jobs a computer can't do. Though some researchers see computers getting better and soon replacing what we now consider high-skill jobs.

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