

SMALL BUSINESS EXCHANGE

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YEARS

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September 14, 2017



Latinos key to U.S. economic growth, study finds

By Octavio Blanco,

In 2015, the 55 million Latinos living and working in the U.S. were responsible for \$2.13 trillion -- or 11.8% -- of America's \$18.04 trillion gross domestic product, according to a study released Thursday by the Latino Donors Collaborative, a nonpartisan association of Latino business, political and academic leaders.

And those contributions are expected to continue to grow.

By 2020, the researchers estimate that Latinos will fuel nearly a quarter of all U.S. GDP growth, and represent 12.7% of the country's total GDP. Helping to power that growth will be the growing number of young Latinos who will be joining the workforce as an older generation of American workers -- the Baby Boomers -- retire.

"We are excited to have statistical evidence that proves what Latinos living in the U.S. have always known to be true: we are a hard-working, productive, and essential part of American economic growth and American society," said Ana

Valdez, executive director of the Latino economic advocacy group.

The researchers relied on data from the Census Bureau, Department of Commerce, Bureau of Labor, World Bank, and the University of Minnesota to reach their findings.

If the U.S. Latino GDP was considered an economy of its own, it would have been the seventh-largest in the world in 2015 -- just behind France and ahead of India, the researchers found. In terms of GDP growth between 2010 and 2015, U.S. Latinos came in third, behind China and India.

"A lot of places have fast-growing GDPs, but they also have high volatility and uncertainty," said David Hayes-Bautista, director of the Center for the Study of Latino Health and Culture at the University of California Los Angeles, and one of the lead researchers on the study.

Bautista said Latinos represent a safer haven for investors. Between 2010 and 2015, Latino

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6 rules for rebuilding infrastructure in an era of 'unprecedented' weather events

By Thadeus R. Miller and Mikhail Chester,

Before Hurricane Harvey made landfall on Aug. 25, there was little doubt that its impact would be devastating and wide-ranging.

Unfortunately, Harvey delivered and then some with early estimates of the damage at over US\$190 billion, which would make it the costliest storm in U.S. history. The rain dumped on the Houston area by Harvey has been called "unprecedented," making engineering and floodplain design standards look outdated at best and irresponsible at worst.

But to dismiss this as a once-in-a-lifetime event would be a mistake. With more very powerful storms forming in the Atlantic this hurricane season, we should know better. We must listen to those telling a more complicated story, one that involves decades of land use planning and poor urban design that has generated impervious surfaces at a fantastic pace.

As the Houston region turns its attention to rebuilding and other cities consider ramping up efforts to make their infrastructure more resilient, it is this story that can provide valuable lessons for policymakers, planners, engineers, devel-

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Construction Fun Facts You Can't Live Without

By Scott Applegate,

Construction is much more than the assembly of buildings and infrastructure. It is how we shape the world around us, but the process, technique, and scale have all changed drastically from the centuries before us. The construction industry both drives the economy and indicates its health. Here are some fun facts about both modern day and historical elements of the construction industry:

The construction industry in the US is worth 1.18 trillion dollars

This figure is up 3.1% from January 2016. The US census says that this number is 59% nonresidential and 41% residential.

The US construction industry employs roughly 7.9 million people

Between April 2006 and January 2011, the construction industry eliminated more than 40% of its workforce, cutting nearly 2.3 million jobs. Unfortunately, a significant portion of those workers haven't returned. However, construction employment is expected to go up as firms replace jobs lost when the recession hit.

The Middle East will be the fastest growing construction market in the world in 2017

Markets like Qatar, UAE, Oman, and Egypt are projected to grow at around 6% this year, almost 2x more than the US market grew last year. The United Arab Emirates is poised to reclaim its title of largest projects market from Saudi Arabia due to financial constraints in the kingdom.

Honolulu will continue to expand

After an increase of 20% in employed construction workers in 2016, Honolulu will continue to employ laborers to start on the backlog of projects set to begin in the capitol of the USA's 50th state.

Concrete is the most used material in construction

Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume. Thomas Edison had 49 concrete patents and experimented with precast concrete houses filled with concrete furniture, pianos, and refrigerators. Some companies are even putting agents in concrete to make it smell good!

Factoring is one of the best ways for construction companies to increase cash flow

For construction firms, both large and small, starting new jobs and making payroll can be an issue when you haven't yet received payment

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Business Toolkit

The Ultimate Social Media Guide for Small Businesses

Social media offers low cost, powerful channels that small businesses can use as part of their marketing mix. It can help grow your business by delivering valuable content to new and existing customers. Social media can increase brand recognition, improve customer loyalty, and ultimately boost sales.

A recent Social Media Marketing Industry Report revealed that 92% of marketers working with small businesses view social media as critical to their marketing efforts. Over 70% of small businesses see a return on investment (ROI) from a social media presence.

We developed a short and easy social media guide to help you take advantage of these benefits.

Step 1: Define S.M.A.R.T. Goals

The first step to effective social media marketing is defining your goals. Your goals should follow the S.M.A.R.T. framework, meaning they should be Specific, Measurable, Attainable, Relevant, and Timely. Your goals will provide a road map that will streamline and guide all social media activities.

Here are some specific S.M.A.R.T. goals:

- Increase online sales volume by 50% over the next 12 months through social media campaigns
- Expand brand presence by increasing Facebook post volume by 25% in the next 6 months
- Increase audience engagement by increasing Twitter shares by 15% in the next year

Step 2: Choose your Platforms Wisely

Once you have established your goals, you can use them to choose the best social media platforms for your business. There are a variety of platforms available, and each cater to different audiences and serve different purposes. Instead of spreading your resources thin across a variety of platforms, we recommend focusing your resources to have a strong presence on the platforms that best fit with your goals and customers.

You should first look at your goals. For instance, if your goal is to recruit new employees, you should consider LinkedIn which would best meet that specific objective.

It is important to also consider where on social media your specific customers spend the most time. For example, Twitter has a strong teen presence, so if you want to reach teenage customers, you should consider this platform.

Also consider your main business activities. If your business sells clothing, you should consider Instagram, a visual platform where you could post images of clothing and accessories.

Finally, take a look at which platforms your competitors are using. There are a variety of ways to perform a competitive audit, which you can learn more about them on Social Media Examiner's article, 4 Free Tools to Analyze Your Social Media Competitors.

Step 3: Create Descriptive, Consistent Profiles

Now that you have chosen the correct platform, it is important to create consistent profiles across each. Upon first glance of your profiles, customers should know your core business activities and brand identity. Consistent profiles will show your audience that your company is reputable and legitimate.

You can use the following tips to ensure that your social media profiles are consistent and complete:

- Use your business name as the username on all platforms
- Use the same logo or photo as a profile picture across platforms
- Use the same fonts, colors, and imagery on all platforms and your website
- Include a link to your website and phone number on all profiles
- Include up-to-date company information, including business description, address, and contact information

Step 4: Plan and Publish Engaging Content

Publishing content is the next step in bringing your social media platforms to life. Frequently posting new content is an incredible way to improve search engine optimization, expand your audience, and gain new customers. However, since small business owners and employees often juggle multiple tasks and have limited time, this can be challenging. Many businesses make the mistake of creating a social media account but failing to actively post content.

Creating and sticking to a calendar is a great way to avoid this mistake. A content calendar makes it easier to organize your social media platforms and ensure that you are staying on top of your social media presence. The first step of creating a content calendar is determining which content best resonates with your customer base. A great way to do this is to look back at your own posts to see which were successful. You can even look at competitors' posts to see which had the most shares and likes. Next, decide on how often to post. We recommend the following:

- Facebook: 3 times per week
- Twitter: 5 times per week
- LinkedIn: 2 times per week
- Pinterest: 2 times per week

Once you know the type and frequency of content best for your audience you can begin posting! Many businesses center their posts around content from their blog.

Your content should include useful and relevant information that engages your audience. For instance, if you own a bakery, an engaging and relevant piece of content could be an article with the top recipes for fall. Posts should be related

to your business and keep your business top of mind. There are a variety of online tools to make this process simple and quick. Hootsuite, for example, is a platform that provides calendar templates to help you manage content, post content, and view analytics of all of your social profiles in the same place. You can create multiple posts at one time, and it will automatically pub-

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Meet Our Team!



Purple Line Extension Section 3 Tunnels Project – Design/Build

for the
Los Angeles County Metropolitan Transportation Authority (Metro)

In partnership with the **Veterans Advocacy Group of America**, we celebrate our Veterans and our community.

Join us at a networking event to meet key members of our Team.

We will describe what this project means to us, and how you can get involved.



Please save this Date:
Wednesday, October 4th



Details:

Registration: 10:00-10:30 am
Presentation: 10:30-11:30 am
Lunch: 11:30-12:45 pm
Presentation: 12:45-1:15 pm
Networking: 1:15-2:00 pm

Food & Refreshments Provided

Location:

Bob Hope Patriotic Hall
1816 S. Figueroa St.
Los Angeles, CA 90015

LA Trade Tech & the Bob Hope Patriotic Hall are ADA Accessible

Registration:

<https://www.eventbrite.com/e/healy-dragados-outreach-event-tickets-37677024996>

Parking:

LA Trade Technical College
400 W. Washington Blvd.
Los Angeles, CA 90015

Who Should Attend?

Veterans, DVBEs, DBEs, SBEs & Local Businesses

Opportunities include:

- Engineering & Professional Services
- Construction Subcontractors & Material Providers/Vendors
- Other Services

List of potential opportunities will be provided to attendees



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Access to Capital

How to Find the Right Private Investor for Your Small Business

By Caron Beesley,

Although small businesses still turnDownload Adobe Reader to read this link content to credit unions, community banks, and traditional banks for their capital needs, outside equity such as angel investment and venture capital, are valid options. In fact, the venture and angel capital industries are experiencing a sharp increase in demand thanks to a greater certainty in the domestic economy.

If you're looking for a private equity firm, venture or angel capitalist to fund your business, what are your options? Below are some tips for identifying the right fit for your needs and taking those important first steps.

Option 1: Private Investment Market

The term venture capital has become synonymous with high-growth start-ups. But how does it differ from the traditional financing sources? Typically, venture capital:

- Invests equity capital, rather than debt
- Takes higher risks in exchange for potential

higher returns

- Has a longer investment horizon than traditional financing
- Actively monitors portfolio companies via board participation, strategic marketing, governance, and capital structure

Within the venture capital community, there are several types of investors with slightly different approaches. The SBA Venture Capital Guide provides a solid overview of the various investment options that are open to high-growth startups. Here's a brief summary of what you need to know:

- **Private Equity (PE)** – PE covers a number of investment types that are usually made by private individuals or privately-owned institutions (usually a private equity firm). The money can be used to purchase a company, fund a project, or make a straight-out private investment.
- **Venture Capital (VC)** – This is also a form of private equity, but is managed differently and is usually designed to fund startup companies that have the potential for high growth (very popular with technology companies). Venture

capitalists not only provide money, but also business planning expertise and assistance to help startups succeed in its industry. According to SBA dataDownload Adobe Reader to read this link content, venture capitalists have increasingly moved their focus to firms in the expansion phase.

- **Angel Investing** – Angel investors are high-net worth individual investors (usually former entrepreneurs) who seek high returns through private investments in startup companies. They provide similar startup financing as venture capitalists but usually in smaller amounts. Angels often look for something in return for their investment such as a place on your board of directors or participation in day-to-day operations. The angel market has experienced a gradual upward trend in recent years, with a steady shift towards later stage investments (SBADownload Adobe Reader to read this link content).

Option 2: Government Venture Capital Programs

Another venture capital option is the Small Business Investment Company (SBIC) Program,

available through the SBA. Over the past five years, the program has channeled more than \$21 billion of capital to more than 6,400 U.S. small businesses spanning a variety of industries across the country.

Some of the country's most successful and recognizable brands received SBIC financing during their early growth stages, including Apple, Costco, Intel, Outback Steakhouse, and Jenny Craig

The structure of the program is unique in that SBICs are privately owned and managed investment funds, licensed and regulated by SBA, that use their own capital plus funds borrowed with an SBA guarantee to make equity and debt investments in qualifying small businesses The SBA does not invest directly into small business through the SBIC. Read more about the SBIC Program

Where to Find Potential Investors

If you have a good network then there's a strong likelihood you can pinpoint potential investors via this route. So start locally and branch out from there. Here are some tips and resources that may help:

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California Sub-Bid Request Ads

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

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

Site Clearing & Earthwork / Shoring & Underpinning / Exterior Building Maintenance / Fire Sprinklers / Plumbing / HVAC / Electrical / Solar Panels

PARCEL Q (REMAINING TRADES)
1491 Sunnydale Ave,
San Francisco, CA 94134

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

BID DATE: 9/29/17 @ 2PM

Voluntary Pre-bid Meeting:
8/31/17 @ 10AM,
Cahill's Office

425 California St., Suite 2200
San Francisco, CA 94104

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

6 Construction Fun Facts You Can't Live Without



■ Continued from page 1

for your previous job. An easy fix, regardless of your credit history or bankruptcies, is factoring! An experienced and specialized company will buy your invoice and allow you to start new jobs or take care of previous debts weeks before you would initially have received payment.

I hope you enjoyed just a few of the countless interesting facts that the construction industry produces, and will continue to do so as long as civilized societies exist. None of these facts would exist without a way for construction firms to obtain capital, and if your cash reserves are low and a traditional bank loan isn't in the cards, factoring may be for you.

SOURCE: capitalplus.com



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com Fax: 707-439-7301

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

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

Subcontractors and Suppliers for the following project:

SEWPCP New Headworks Facility Scope 1 • Site Preparation Project • Contract No. WW-628

Owner: San Francisco Public Utilities Commission

Bid Date: September 22, 2017 @ 2:00 P.M.

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

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

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

Aggregates, Cellular Concrete, Concrete Supply, Concrete Pumping, Concrete Reinforcement Supply & Install, Precast Concrete, CIDH, CLSM, Crew Transportation, Dewatering, Fencing, Groundwater Monitoring, Piping, Shoring, Street Sweeping, SWPPP, Trucking & Hauling and Water Truck.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CMD and SFPUC certified, LBE, Small/Micro SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB certified DBE suppliers and subcontractors. Please visit SFPUC website: <http://sfgov.org/cmd/surety-bond-assistance-program-1> for their Bond Assistance Program. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due September 15, 2017 and Quotes NO LATER THAN September 21, 2017 at 5 PM.

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

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

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

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

Clean Water State Revolving Fund (CWSRF) Provisions apply

Prevailing Wages apply

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CA Lic. 433176
DIR # 1000001147

SMALL BUSINESS EXCHANGE

California Sub-Bid Request Ads



Gallagher & Burk, Inc.

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

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

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

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

**BID DATE:
SEPTEMBER 21ST, 2017 @ 2:00 P.M.**

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

Adjust Iron, Minor Concrete, Roadside Signs, Roadway Excavation, Slurry Seal, Striping, Survey/Staking, Traffic Control Systems, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Hot Mix Asphalt (Type B) Material and Rubberized HMA (Gap Grade Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's ISupplier System free of charge at <http://www2.oaklandnet.com/Government/CP/s/ContractingPurchasingOpportunities/index.htm> or from CIPLIST.com <http://ciplist.com/plans/?Oakland/city/9392>.

Fax your bid to (510) 261-0478 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (510) 261-0466. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/Public-Works.html

If you need L/SLBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). GBI is willing to breakout portions of work to increase the expectation of meeting the L/SLBE goal. At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GBI is an equal opportunity employer.

Pacific States

ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241
11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334
Estimator: Keith Donahue
kdonahue@pacificstates.net

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

**Sacramento Municipal Utility District (SMUD)
RFP No: 170143.JM
Project: Station E Substation – Phase1B
Waste Excavation and Rough Grading
Bid Date: Thursday, October 5, 2017 at 4:00PM**

**Owner:
Sacramento Municipal Utility District (SMUD)
4401 Bradshaw Road,
Sacramento, CA 95827**

We hereby encourage responsible Participation of Sacramento Local Business Enterprises (LBE) and solicit their subcontractor, materials and/or suppliers and trucking quotation for the following types of work including but not limited to:

Trucking, Survey, Hydroseed

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or an electronic version is free, transferred via file transfer protocol (FTP) Site.

PSEC is willing to breakout any portion of work to encourage Local Business participation (LBE) and solicit their subcontractor or materials and/or suppliers and trucking quotation as well as increase the expectations of meeting the SMUD SEED Program.

Looking for SMUD's SEED local small businesses, To qualify a business must be certified as a Small Business or Microbusiness by the state Department of General Services (DGS) and must be a SMUD ratepayer for the past six months at the DGS certification address of record. All subcontractors interested in sending a bid can contact Keith Donahue the estimator at kdonahue@pacificstates.net or fax bid to 925-803-4334

When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/Public-Works.html.

We are an equal opportunity employer.

DESILVA GATES

CONSTRUCTION

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

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

**FEATHER RIVER BOULEVARD REHAB
PROJECT, Contract No. 2017-2244
Federal No. STPL-5916(120),
Disadvantaged Business Enterprise Goal
Assigned is 8%**

OWNER: COUNTY OF YUBA
Office of the County Clerk,
915 8th Street, Suite 107, Marysville, CA 95901
BID DATE: SEPTEMBER 20, 2017 @ 2:00 P.M.

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

COLD PLANE, PAVING FABRIC, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at http://www.co.yuba.ca.us/Departments/Community%20Development/Public%20Works/pubbid_opens.aspx.

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

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

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



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

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

**SAN BRUNO CANAL BRIDGE REPLACEMENT PROJECT
SOUTH AIRPORT BOULEVARD, SOUTH SAN FRANCISCO
CITY OF SOUTH SAN FRANCISCO BID #2583**

BIDS: September 28, 2017 @ 2pm

SUBCONTRACTING GOAL - DBE - 8%

The work consists of bridge removal, removal of concrete and paving, earthwork, temporary traffic control, water pollution control during construction, temporary creek diversion, asphalt and concrete paving, construction of pre-stressed cast-in-place concrete bridge on driven piles, signals and lighting, and signing and striping, located at Airport Boulevard at I-380, South San Francisco, California.

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

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

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HAYWARD BAKER

A Keller Company



DBE SUBCONTRACTORS/SUPPLIER BIDS/
PROPOSALS REQUESTED

**CONTRACT NO. C1146
METRO FACILITIES GROUTING
AND WATER REMEDIATION**

**BID/PROPOSAL SUBMITTAL DATE:
SEPTEMBER 28, 2017 @2PM**

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

PERFORMANCE/PAYMENT/SUPPLYBOND MAY BE REQUIRED THIS ADVERTISEMENT IS IN RESPONSE TO LACMTA'S DBE PROGRAM. HBI. INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT.

DRAWINGS AND SPECS WILL BE REVIEWED IN OUR OFFICE (1780 E. LEMONWOOD DRIVE, SANTA PAULA, CA 93060) MONDAY THROUGH FRIDAY 8:00AM TO 5:00PM.

QUOTES ARE REQUIRED BY COB, SEPTEMBER 27, 2017, SO THAT ALL BIDS/ PROPOSALS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS/PROPOSALS FOR THE FOLLOWING WORK/SUPPLIES (BUT NOT LIMITED TO):

TRUCKING, REBAR, PORTLAND CEMENT, ACRYLATE POLYURETHANE RESIN, WATER PROOFING, BENTONITE POWDER, AND BAGGED MICROFINE CEMENT.

**CONTACT: DANE TAYLOR,
PROJECT MANAGER
1780 E. LEMONWOOD DRIVE
SANTA PAULA, CA 93060
PHONE: (805) 933-1331 FAX: (805) 933-1338
DCTAYLOR@HAYWARDBAKER.COM**

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A: 795 Folsom Street, 1st Floor, San Francisco, CA 94107

P: 415-778-6250 or 800-800-8534

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E: sbe@sbeinc.com

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<http://e8.octadyne.net/clientFiles/8023/Sub-Bid-Request-Order-Form-rev-5-20-16-.pdf>

California Sub-Bid Request Ads

McCarthy Building Companies, Inc.
is seeking bids from qualified Subcontractors and Suppliers:

**RANCHO SANTIAGO COMMUNITY COLLEGE DISTRICT
SANTA ANA COLLEGE SCIENCE CENTER
Main Bid Package**

BID TIME, DATE AND PLACE:

- A. Bid Deadline: **9:00 am on the 3rd day of October, 2017.**
- B. Place of Bid Receipt: **McCarthy Building Companies, Inc.**
20401 S.W. Birch Street
Newport Beach, CA 92660
(949) 851-8383
lgjordano@mccarthy.com

The construction documents, prepared by the Architect of Record are available to interested Proposers from Internet Blueprint's Bid Mail service; proposers should make requests directly through Bid Mail by going to www.bidmail.com, then register, "Login" and view the bid documents online. Should you need further help, contact Internet Blueprint at (714) 673-6000 for ordering of these documents.

Bid documents are available for viewing at McCarthy's Newport Beach office plan room (open 8am to 5pm). Located at 20410 S.W. Birch street Newport Beach, CA. 92660 (949) 851-8383

Bid documents are also available for viewing & downloading at the following Box.com website link:
<https://mbc.box.com/s/ik7opxsru73vt79qrd81eamiow7h83c0>

Please do not contact the Owner, Architect or Consultants. Any questions must be submitted in the form of a type-written RFI and sent via email to Luis Giordano (Email: lgjordano@mccarthy.com). The last day for RFI's is September 12th, 2017 prior to 5:00 pm.

SUMMARY OF WORK:

Project Description: This is a 68,000 SF, three Story building which includes Classrooms, fully equipped Laboratories, Admin & Faculty Office and Collaborative spaces; as well as an extensive amount of site work, including hard-scape and landscape and an adjacent Green House. See the Bid Instructions for specific work trades to be bid.

NOTICE:

- A. NOTICE IS HEREBY GIVEN McCarthy will receive bids for award of Subcontracts for the above-named Project up to, but not later than the bid deadline. Subcontract Wards are anticipated within 120 days of bid deadline.
- B. Plans and Specifications will be available On August 18th, 2017.
- C. BIDDERS with bids that exceed \$100,000 must post a bid bond or other security in the amount of 15% of the amount of the bid with bid.
- D. Each BIDDER, simultaneously with the execution of the Subcontract Agreement, shall be required to furnish a Labor and Material, Payment and Performance Bond in an amount equal to 100 percent of the Contract sum and a Faithful Performance Bond in an amount equal to 100 percent of the Contract Sum. Said Bonds shall be from an admitted California Surety satisfactory to McCarthy, with A. M. Best rating of A- or better, and listed in the Federal Register, issued by the Department of Treasury and licensed in California, Or Subcontractor shall be preapproved to join McCarthy's Contractor Default Insurance Program. Said Bonds shall remain in full force and effect through the guarantee period.
- E. The BIDDER shall be a licensed contractor pursuant to the Business and Professions Code and be licensed in the applicable classifications for the trades for which the contractor is submitting a bid.
- F. **LSEDBVE** Business Enterprises are encouraged to participate.
- G. No Bid may be withdrawn until One Hundred Twenty (120) days after the Bid Opening Date.
- H. McCarthy reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding.
- I. McCarthy is an "equal opportunity" employer and encourages Minority and Small Business and DVBE Participation.
- J. Bidders as specified in the Bidding Instructions shall be required to submit a Prequalification and be prequalified by the McCarthy eight (8) days prior to the Bid Date.
- K. McCarthy reserves the right to reject a Bidder whose EMR exceeds 1.20 in either the most recent year or the average of the three years.
- L. Prevailing wages apply. The District shall be enforcing a Labor Compliance in accordance with the provisions and requirements of Assembly Bill – 1506 and pursuant to California Labor Code sections 1770 et. Seq.

McCarthy Building Companies, Inc.

Luis Giordano – lgjordano@mccarthy.com
20401 S.W. Birch Street, Newport, CA. 92660
Phone (949) 851-8383 Fax (949) 756-6841



O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jean Sicard
An Equal Opportunity Employer

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Repair Sinking Pavement
and Drainage Systems
Hwy 101 Marin County
Caltrans #04-2J4804**

BID DATE:

September 26, 2017 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Imported Borrow, Cellular Concrete Lightweight Embankment Material, Lightweight Aggregate, Rapid Strength Concrete Base, Geosynthetic Pavement Interlayer, Tack Coat, Cold Plane AC, Steel Sheet Piling, Structural Concrete, Minor Concrete, Misc. Iron & Steel, Striping & Marking, 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 DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

Request for Qualified Minority-Owned
Subcontractors for

**EBMUD Terminal Dams Spillway
Assessment Project, Oakland, CA
Bid Date September 22, 2017 at 4:30 PM**

Proposals requested for the following technical services: geotechnical drilling; geotechnical laboratory testing; CAD work; and for engineering geology, structural engineering, hydraulics and hydrology, unmanned aerial photography, and ground penetrating radar surveys for concrete-lined dam spillways.

Terra Engineers

350 Sansome St, Suite 830 • San Francisco, CA 94104
Phone: 888-888-4730
Contact: Kyle Peterson
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8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

DBE & LBE Subcontractor/Supplier Bids Requested For:

**San Francisco Public Utilities Commission
General Contractor: Sundt/Walsh, A Joint Venture
SEWPCP New Headworks Facility Scope 1 – Site Preparation
Contract No. WW-628-01
BID DATE: September 15, 2017 at 2:00PM**

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified DBE & LBE Subcontractor and Supplier Quotes on:
*Rebar, Structural Concrete, Structural Steel Pipe Supports, Yard Piping, Process Piping,
Trench Excavation, Construction Testing*

Contract Documents are subject to a non-disclosure agreement. Please contact Jamie Helmick at jhelmick@shimmick.com for more information.

Bidders are hereby notified that work to be performed under this contract will be in full or in part financed by the Clean Water State Revolving Fund (SRF), administered by the United States Environmental Protection Agency (US EPA) and the State Water Resources Control Board (SWRCB). The Bidder shall comply with all applicable terms and conditions, special provisions, and reporting requirements, as set forth in these specifications, and as may be required by federal law, rule, or regulation. Refer to Contract Section 00 48 10.01 for more information.

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

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



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Workforce Development

5 Numbers That Explain Why STEM Diversity Matters to All of Us



By Maeghan Ouimet,

The ongoing debate about the Science Technology Engineering and Mathematics (STEM) diversity dilemma has a pretty low signal-to-noise ratio: Despite the constant stream of TED Talks, books, blog posts, and corporate initiatives, there's surprisingly little consensus about what the latest statistics and trends mean—much less how we're going to address the issues they raise. But there is consensus about the big reason it matters: Evolving ourselves and our society for the better through technology will require a far more diverse talent pool in science and engineering fields than the alarmingly resilient white- and Asian-male pool we're running with today.

In the interest of speaking a universal language, here are five revealing numbers that paint a clear-eyed picture of the state and impossible-to-ignore implications of STEM diversity today.

8,650,000 - Estimated size of the STEM workforce in the U.S. by 2018. (Source: U.S. Bureau of Labor Statistics)

STEM jobs are growing faster than any other U.S. sector. Available jobs in the field are set to increase 17 percent between 2014 and 2024, while non-STEM employment will grow just 12 percent. Technology companies alone—led by giants like Facebook, Amazon, and Apple—will need to fill more than 650,000 new jobs by 2018. Two-thirds of these new hires will be STEM talent. Still, interest in this field is concentrated

among white and Asian men, while the emerging workforce does not fit this demographic: Nearly half of U.S. children are girls and an increasing number are underrepresented minorities. In China, by contrast, where there's a strong cultural emphasis on STEM from an early age, 40 percent of engineers are women.

84 Percentage of working professionals currently in science and engineering jobs in the U.S. who are white or Asian males. (Source: National Science Foundation)

Fifteen years into the 21st century, the talent pool makeup in STEM disciplines resembles a 1980s U.S. Census report. As do the graduating classes of American undergraduate engineering and technology programs: While more women than men are enrolled in all U.S. undergraduate programs today, just 18 percent of women earned a bachelor's degree in engineering as recently as 2012. The number was even lower for Hispanics (8 percent) and for blacks (4 percent).

-12 Percentage drop, since 1991, in the number of computer science degrees earned by women in the U.S. (Source: National Science Foundation)

In 1983—right before the dawn of the personal computer revolution—women earned 37 percent of all computer science degrees in the U.S. Today, despite the fact that women comprise more than half of the workforce, their STEM representation (as well as that of minorities) has gone in reverse. One potential cause? A striking lack of female leadership in the world's best universities. (Particularly egregious: The U.K., where just 17 percent of engineering and technology professors are women.) Though mentorship programs and scholarship opportunities are attempting to, um, stem the tide, time is (lost) money. By 2018, in the U.S. alone, it's projected that 92 percent of STEM jobs will require some level of related higher education.

\$15,900 - Annual salary gap, as of 2013, between male and female professionals in STEM-

related jobs. (Source: U.S. Census Bureau)

When women and minorities do complete undergraduate STEM programs, they face still more disparity: The STEM wage gap between men and women in the U.S. is almost \$16,000 per year, and £17,000 in the U.K. Today's median wage for blacks employed in U.S. STEM jobs is \$75,000 and around \$77,000 for Hispanics, while whites earn a little over \$88,000 annually. Women in science and technology jobs, according to Harvard Business Review, are also 45 percent more likely than their male peers to leave the industry within a year as a result of what they consider a hostile work environment.

+40 - Percentage difference in the number of U.S. information and technology patents filed by mixed-sex teams compared to all-male teams. (Source: National Center for Women & Information Technology)

The empirical research is clear: A more diverse STEM population portends huge benefits to tech innovation at large. (And some would also argue, provides a much-needed moral compass.) According to a University of Maryland and Columbia Business School joint study, gender diversity at the management level leads to a \$42 million increase in value of S&P 500 firms.

The noise and the numbers are prompting real change around the world: Intel just pledged \$300 million to its "Diversity in Technology" initiative to train and recruit women and underrepresented minorities, hoping to achieve "full representation" of women and minorities by 2020. In New Zealand and Portugal, nearly half of all science and engineering doctoral degrees are awarded to women. And a global benchmarking study found that, thanks to substantive legislative policies supporting STEM access for all, Brazil leads the world when it comes to women's participation in science, technology, and innovation. There are promising solutions in orbit—now it's time to connect the dots.

SOURCE: www.wired.com

Latinos key to U.S. economic growth, study finds

Continued from page 1

GDP grew at a rate of 2.9% annually, outpacing overall U.S. GDP growth of 1.7%, the researchers found.

As the U.S.-born Latino population grows and becomes better educated, a huge opportunity is emerging, said Bautista, who conducted the study with economist Werner Schink, co-founder and CEO of Latino Futures Research.

With a median age of 28, the U.S. Latino population is very young, he noted.

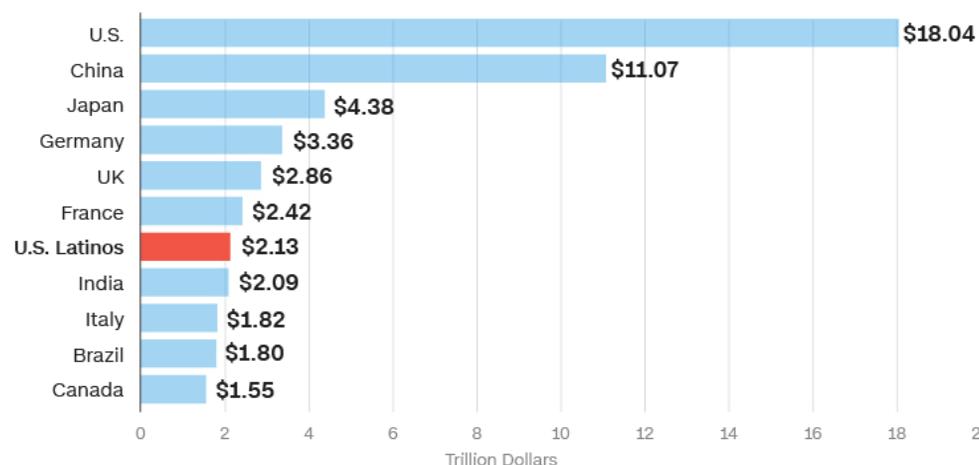
Between 2010 and 2015, the number of Latinos graduating college between the ages of 20 and 24 grew by 40.6%, compared to 13.6% for the non-Latino college graduates.

These young grads have the potential to keep the U.S. economy growing, Bautista said. However, many of today's graduates are saddled with debilitating student debt, stunting their economic prospects as they enter the workforce, he said.

"As we move into the science and high-tech economy, we need critical masses of workers to keep the U.S. competitive... We tend to import that talent and it would behoove us to invest locally in that," Bautista said. "We need to keep our eye on the ball and rethink where we want to fit into the global economy,"

SOURCE: <http://money.cnn.com>

Latino GDP compared to top 10 largest economies



SOURCE: WORLD BANK AND U.S. CENSUS

Public Legal Notices

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District") will receive sealed bids for the following project, Bid No. 15106, ("Project" or "Contract"):

**Re-Bid McClymonds Intensive Support Site - Modernization Phase II
2607 Myrtle Street, Oakland, CA 94607**

2. The Project consists of:

Scope of work includes: Renovation of rooms 222 and 223 to Learning Innovation and Technology Center, Office, "Mack World Café" Africana Center, Mechanical and Fan Cooling in computer labs and MDF room, door hardware upgrades in classrooms, exterior door access and security improvements, AV upgrades in cafeteria, path of travel and restroom upgrades.

3. **Engineer's Estimate: \$2,550,000.00**

4. Project Manager for this project is **John Howell**, he can be reached at (510) 535-7066.

5. To bid on this Project, the Bidder is required to possess one or more of the following State of California contractor's license(s):

B – General Building Contractor

The Bidder's license(s) must remain active and in good standing throughout the term of the Contract.

6. To bid on this Project, the Bidder is required to be registered as a public works contractor with the Department of Industrial Relations pursuant to the Labor Code. The Bidder's registration must remain active throughout the term of the Contract.

7. Contract Documents will be available on or after **Wednesday, September 13, 2017**, for review at **East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077 Email: ebbp@eastbayblueprint.com, Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

Builder's Exchange of Alameda County
McGraw Hill Construction Data
San Francisco Builder's Exchange
Reed Construction Market Data
Contra Costa Builder's Exchange
Marin Builder's Exchange

8. Sealed bids will be received until **2:00 p.m., on Thursday, October 5, 2017**, at the District Office, located at **900 High Street, Front Desk, Oakland, California**, at or after which time the bids will be opened and publicly read aloud. Any bid that is submitted after this time shall be nonresponsive and returned to the bidder. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code.

Pursuant to Public Contract Code section 20111.6, and the District's Prequalification for Prospective Certified Local/Small Local Resident Bidders, only prequalified bidders will be eligible to submit a bid for contracts \$1 million or more using or planning to use state bond funds. Any bid submitted by a bidder who is not prequalified shall be non-responsive and returned unopened to the bidder. Moreover, any bid listing subcontractors holding C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43 or C-46 licenses, if used, who have not been prequalified, shall be deemed nonresponsive and will not be considered. Both First-Tier Subcontractors and Prime Contractors must be **Pre-qualified by Friday, September 29, 2017**. The list of Prequalified Contractors will be posted on our Website. A copy of the **OUSD's prequalification questionnaire is available on our webpage at: <http://www.ousd.org/Page/682> or email Juanita Hunter at: Juanita.hunter@ousd.org.**

9. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

10. A bid bond by an admitted surety insurer on the form provided by the District, cash, or a cashier's check or a certified check, drawn to the order of the Oakland Unified School District, in the amount of ten percent (10%) of the total bid price, shall accompany the Bid Form and Proposal, as a guarantee that the Bidder will, within seven (7) calendar days after

the date of the Notice of Award, enter into a contract with the District for the performance of the services as stipulated in the bid.

11. A **mandatory**/voluntary pre-bid conference and site visit will be held on Thursday, September 21, 2017 at 3:30 p.m. at Front Entrance of McClymonds. All participants are required to sign in at the front Entrance of the Building. The site visit is expected to take approximately [1] hour. Failure to attend or tardiness will render bid ineligible.

12. The successful Bidder shall be required to furnish a 100% Performance Bond and a 100% Payment Bond if it is awarded the Contract for the Work.

13. The successful Bidder may substitute securities for any monies withheld by the District to ensure performance under the Contract, in accordance with the provisions of section 22300 of the Public Contract Code.

14. The successful Bidder may substitute securities for any monies withheld by the District to ensure performance under the Contract, in accordance with the provisions of section 22300 of the Public Contract Code.

15. The successful bidder will be required to certify that it either meets the Disabled Veteran Business Enterprise ("DVBE") goal of three percent (3%) participation or made a good faith effort to solicit DVBE participation in this Contract if it is awarded the Contract for the Work.

16. The Contractor and all Subcontractors under the Contractor shall pay all workers on all Work performed pursuant to this Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the Department of Industrial Relations, State of California, for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to section 1770 et seq. of the California Labor Code. Prevailing wage rates are also available from the District or on the Internet at: <http://www.dir.ca.gov>.

17. This Project is subject to labor compliance monitoring and enforcement by the Department of Industrial Relations pursuant to Labor Code section 1771.4 and subject to the requirements of Title 8 of the California Code of Regulations. The Contractor and all Subcontractors under the Contractor shall

furnish electronic certified payroll records directly to the Labor Commissioner weekly and within ten (10) days of any request by the District or the Labor Commissioner. The successful Bidder shall comply with all requirements of Division 2, Part 7, Chapter 1, Articles 1-5 of the Labor Code.

18. The District has entered into a Project Labor Agreement that is applicable to this Project. For questions or assistance concerning the Project Labor Agreement, **contact Maribel Alejandre, (510) 835-7603 X 21, Davillier-Sloan, Inc. 1630 12th Street, Oakland, California, 94607.**

19. The District's Board has found and determined that the following item(s) shall be used on this Project based on the purpose(s) indicated. (Public Contract Code section 3400(c).) A particular material, product, thing, or service is designated by specific brand or trade name for the following purpose(s):

(1) In order that a field test or experiment may be made to determine the product's suitability for future use: _____.

(2) In order to match other products in use on a particular public improvement either completed or in the course of completion: _____.

(3) In order to obtain a necessary item that is only available from one source: _____.

(4) In order to respond to an emergency declared by a local agency: _____.

20. This Project is funded in whole or in part with federal funds, and therefore the Contractor shall comply with the Davis-Bacon Act, applicable reporting requirements, and any other applicable requirements for federal funding. This Project is also subject to Buy American requirements.

21. The District shall award the Contract, if it awards it at all, to the lowest responsive responsible bidder based on:

A. The base bid amount only.

22. The Board reserves the right to reject any and all bids and/or waive any irregularity in any bid received. If the District awards the Contract, the security of unsuccessful bidder(s) shall be returned within sixty (60) days from the time the award is made. Unless otherwise required by law, no bidder may withdraw its bid for ninety (90) days after the date of the bid opening.

Candlestick Point - in San Francisco

Opportunity to Design the Yosemite Slough Bridge

Fivepoint is requesting qualified, interested firms to respond to a public request to Provide Design, Permitting, and Preconstruction Contractor Support for the Yosemite Slough Bridge Project

For more information, please visit: <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=12306>

Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:
**August 31, 2017 @ 10:00 AM
1 Sansome Street, Suite #3200
San Francisco, CA 94104**

Proposals must be submitted by **September 26, 2017 @ 2:00 PM (PST).**

OFFICE OF COMMUNITY INVESTMENT AND INFRASTRUCTURE (OCII)

REQUEST FOR PROPOSALS FOR LANDSCAPE MAINTENANCE, STREETScape MAINTENANCE, AND PROPERTY MANAGEMENT SERVICES FOR PARKS, STREETScapeS AND SITE OFFICE BUILDING AT PHASE 1 OF THE HUNTERS POINT SHIPYARD

The Office of Community Investment and Infrastructure (OCII) is preparing to release a Request for Proposals from interested firms to provide landscape maintenance, streetscape maintenance, and property management services for parks, streetscapes, and the Hunters Point Shipyards Site Office Building at Phase 1 of the Hunters Point Shipyards. Local small businesses are highly encouraged to submit proposals. Please visit sfocii.org/rfp for details on the Request for Proposals.

How to Find the Right Private Investor for Your Small Business

Continued from page 3

- **Look to Your Business Community** – If you are involved in a local Chamber of Commerce or other small business group, talk to experts and business peers alike. Small Business Development Centers (SBDCs) or SCORE Mentors may also be able to help introduce you to local investors.
- **Business Capital Brokers** – These maintain networks of potential investors. A good broker can help position you with a potential lender.
- **Consider Trade Associations** – Most industries are represented by a trade association, this is another great place to expand your search and meet potential investors. You can also look into national and local investing and venture capital groups like the National Venture Capital Association and the Angel Capital Association.

Making Your Pitch

Securing investment requires a planned selling strategy on your part to ensure that you diligently communicate the potential of your business and that you meet the investor's criteria.

- **Do Your Research** – Knowing your business is critical, but you also need to know your investors. Thoroughly research both. Be prepared to answer questions about your long-term growth plans.
- **Fine Tune Your Pitch** – Once you've done your research, fine tune your sales pitch based on the motivations of the investors and give them a good reason to want to invest in your business.
- **Lean on Your Business Plan** – Be sure to include accurate and realistic financials and

Continued on page 11

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 100005851
PW ZSFG BLDG 5 REHAB DEPT RELO
“ZSFG BUILDING 5 REHABILITATION
DEPARTMENT RELOCATION”

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 18, 2017**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work to be done under this contract is under OSH-PD jurisdiction (Permit #S162299-38-00) and located at the Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Building 5, at 1001 Potrero Avenue, San Francisco, California. The Work consists entirely of interior renovation and is principally located on the 3rd floor of Building 5, which is the former main hospital building. With the relocation of acute care and surgical services to the new acute care hospital in Building 25 (OSHPD Building no. 12463), Ward 3S Surgical Center on the 3rd floor of Building 5 is no longer operational and the inpatient wards on the same floor are no longer needed. The primary purpose of this project is to change the occupancy and use of the 3rd floor of Building 5 from Occupancy Group I-2 (acute care) to Group B (offices and outpatient clinics). This work will include but is not limited to:

1. Demolishing Ward 3B Inpatient Care and the Ward 3S Surgical Center for future offices and outpatient clinics.
2. Building new outpatient clinic and offices in order to relocate the existing Rehabilitation Department from the basement of Building 5 to the 3rd floor
3. Repurposing the remaining inpatient wards on the third floor into offices and outpatient clinics. The time allowed for completion is 390 consecutive calendar days.

The Engineer's estimate is approximately \$13,200,000. For more information, contact the Project Manager, **Joe Chin** at 415-557-4747.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations (“Covered State”) or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **September 12, 2017 at 1:30 p.m.** at Zuckerberg San Francisco General, 1001 Potrero Ave., Building 40, 4th Floor Main Conference Room followed by a site walk.

Building 40 is accessible from the intersection of Utah Street and 23rd Street. Take the first elevator on the left, to the 4th floor. The conference room faces the elevator.

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

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

Class “B” license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

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

9/14/17
CNS-3049288#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract ID No. 100006288
VARIOUS LOCATIONS PAVEMENT
RENOVATION AND SEWER REPLACEMENT
NO. 28 (PW VL PAVE RENO NO.28)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on September 27, 2017**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is at various locations throughout San Francisco and consists of pavement renovation, curb ramp installation, drainage work, sewer replacement, and traffic routing, and all associated work. The time allowed for completion is 270 consecutive calendar days. The Engineer's estimate is approximately \$6,600,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state (“Covered State”) with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Par-

ticipation Requirement is **25%**. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on September 14, 2017; 11:00 a.m., at 1680 Mission Street, 3rd Floor - Main Conference Room.

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

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

Class “A” license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

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

9/14/17
CNS-3049243#
SMALL BUSINESS EXCHANGE

SMALL
BUSINESS
EXCHANGE

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377519-00

Fictitious Business Name(s):
Bahman & Hoch, Inc.
 Address
100 Pine Street #1250, San Francisco, CA 94111
 Full Name of Registrant #1
Bahman & Hoch, Inc (CA Corp)
 Address of Registrant #1
100 Pine Street #1250, 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 **7/17/17**

Signed: **Heidi Hoch, President**

This statement was filed with the County Clerk of San Francisco County on **9/6/2017**.

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

Filed: **Fallon Lim**
Deputy County Clerk
9/6/2017

9/7/17 + 9/14/17 + 9/21/17 + 9/28/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377507-00

Fictitious Business Name(s):
Boston Hotel
 Address
140 Turk Street, San Francisco, CA 94102
 Full Name of Registrant #1
Boston Hotel 140 Turk LLC (CA)
 Address of Registrant #1
140 Turk Street, San Francisco, CA 94102

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/1/2017**

Signed: **Chandrakant Patel**

This statement was filed with the County Clerk of San Francisco County on **9/5/2017**.

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

Filed: **Sonya Yi**
Deputy County Clerk
9/5/2017

9/7/17 + 9/14/17 + 9/21/17 + 9/28/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377488-00

Fictitious Business Name(s):
level
 Address
635 Texas Street, San Francisco, CA 94107
 Full Name of Registrant #1
Level Design, LLC (CA)
 Address of Registrant #1
635 Texas Street, San Francisco, CA 94107

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/7/2016**

Signed: **Nichole Rouillac**

This statement was filed with the County Clerk of San Francisco County on **9/1/2017**.

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

Filed: **Sonya Yi**
Deputy County Clerk
9/1/2017

9/14/17 + 9/21/17 + 9/28/17 + 10/5/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377371-00

Fictitious Business Name(s):
Ronim & Associates, LLC
 Address
1934 - 17th Avenue, San Francisco, CA 94116
 Full Name of Registrant #1
Ronim & Associates, LLC (CA)
 Address of Registrant #1
1934 - 17th Avenue, San Francisco, CA 94116

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/21/2017**

Signed: **Jacqueline P. Minor**

This statement was filed with the County Clerk of San Francisco County on **8/24/2017**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
8/24/2017

8/31/17 + 9/7/17 + 9/14/17 + 9/21/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377156-00

Fictitious Business Name(s):
Iso Ideas, Inc.
 Address
165 11th Street, San Francisco, CA 94103
 Full Name of Registrant #1
Iso Ideas, Inc.
 Address of Registrant #1
165 11th Street, San Francisco, CA 94103

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

Signed: **Alexander Dixon, CEO**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376634-00

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

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

Signed: **Adam Carmel**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376734-00

Fictitious Business Name(s):
CQ Consulting
 Address
222 Oneida Avenue, San Francisco, CA 94112
 Full Name of Registrant #1
Claudia Quinonez
 Address of Registrant #1
222 Oneida Avenue, San Francisco, CA 94112

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/10/17**

Signed: **Claudia Quinonez**

This statement was filed with the County Clerk of San Francisco County on **7/10/2017**

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

Filed: **Susanna Chin**
Deputy County Clerk
7/10/2017

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377019-00

Fictitious Business Name(s):
Jasmine Tea House
 Address
3253 Mission Street, San Francisco, CA 94110
 Full Name of Registrant #1
Jasmine Tea House
 Address of Registrant #1
3253 Mission Street, San Francisco, CA 94110

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2017**

Signed: **Zhu Juan Ruan,**

CEO

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0376749-00

Fictitious Business Name(s):
Outer Orbit
 Address
3215 Mission Street, San Francisco, CA 94110
 Full Name of Registrant #1
Skillsot LLC (CA)
 Address of Registrant #1
316 Bocana Street, San Francisco, CA 94110

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

Signed: **Christian K. Gainsley**

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

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

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

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

Social Media Guide for Small Businesses

■ **Continued from page 2**

lish these posts at scheduled times you choose. This allows you to take care of all social media activity in just one sitting.

Step 5: Take Advantage of Social Media SEO

In a past blog post we discussed why Search Engine Optimization (SEO) is important to consider when managing your website. However, SEO should also be top of mind when creating profiles and publishing content on social media. Using best practices to optimize both your profiles and posts is crucial to ensure that you reach the right customers.

One extremely easy way to do this is to make sure that all fields of your profile are complete so that Google and other search engines can better identify who you are and what you do.

Another key SEO rule is to post content that will be engaging and meaningful to your customers. A main goal of social media platforms such as Facebook and Twitter is to keep users on their platforms. These companies are most likely to display the content that their users find most interesting and engaging. As a result, if more people view, like, and share your posts, platforms will be more likely to show your posts on your follower's pages.

While creating and maintaining a social media presence requires some effort, it is well worth it and can provide significant ROI for your small business.

SOURCE: business.hughesnet.com

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
 CHANGE OF NAME
 CASE NO. CNC 17-553267

PETITIONER OR ATTORNEY
Sonja Smith
443 Gold Mine Dr., San Francisco, CA 94131

TO ALL INTERESTED PERSONS:
 1. Petitioner **Sonja Smith** for a decree changing names as follows:

Sonja Smith changed to **Sonja Nokwsi Selenite**

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

NOTICE OF HEARING

Date: **October 19, 2017** Time: **9:00 AM**
 Dept: **514** Room: **514**

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

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

NEYL WEBB, Clerk
 DATED - August 18, 2017

8/24/17 + 8/31/17 + 9/7/17 + 9/14/17

California Sub-Bid Request Ad



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

Professional Services, Sub-Contractors, Material Suppliers and Trucking for the following project:
04-4G0564

**ROUTE 680 ROADWAY REHAB, BRIDGE REPLACEMENT, RET. WALLS, TOLL SYSTEMS
FOR CONSTRUCTION ON STATE HIGHWAY IN FREMONT AND AT SUNOL
FROM MISSION BOULEVARD SEPARATION TO KOOPMAN ROAD UNDERCROSSING**

**Bid Closing Date: October 3, 2017 @ 2:00 PM
DBE GOAL: 12%**

CONTACT:

**Brosamer & Wall Inc.
1777 Oakland Blvd, Suite 300
Walnut Creek, California 94596
PH: 925-932-7900 • FAX: 925-279-2269**

PROJECT SCOPE:

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

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

- AC DIKE,
- ASPHALT OIL MATERIAL SUPPLIER,
- CAS,
- CIDH PILES,
- CLEAR & GRUB,
- COLD PLANE,
- CONCRETE BARRIER,
- DEMOLITION BRIDGE REMOVAL,
- ELECTRICAL,
- EROSION CONTROL (PERM AND TEMP),
- FABRIC AND OILS,
- GENERAL TRUCKING,
- GROUND ANCHOR (SUBHORIZONTAL),
- JOINT SEAL,
- JOINTED PLAIN CONCRETE PAVEMENT (RSC),
- LEAD ABATEMENT PLANS,
- MBGR,
- MINOR CONCRETE STRUCTURE,
- PAVEMENT REINFORCING FABRIC,
- PIPE (UNDERGROUND) SUPPLIER,
- PRECAST JOINTED CONCRETE PAVEMENT,
- REINFORCING STEEL,
- RESET-ADJUST ROADWAY ITEMS,
- ROADSIDE SIGNS,
- RUMBLE STRIP (ASPHALT CONCRETE PAVEMENT),
- SIGN STRUCTURES,
- SOIL NAIL,
- STEEL STRUCTURES,
- STORM DRAIN (UNDERGROUND),
- STREET SWEEPING,
- STRUCTURAL CONCRETE,
- SWEEPER,
- SWPPP PLANS,
- THERMOPLASTIC PAVEMENT MARKINGS,
- THERMOPLASTIC TRAFFIC STRIPING,
- TRAFFIC CONTROL DEVICES,
- TRAFFIC CONTROL,
- WATER TRUCK,

For the complete list of the Actual Project Bid Items go to:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-4G0564>

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

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

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

Find the Right Private Investor

Continued from page 8

market research to back up your predictions. Plan on being able to confidently communicate key sound bites from your plan on the fly—particularly how you will generate profit and how that will flow into your investor's pockets. Checkout SBA's How to Write a Business Plan guide for tips and templates.

What to Expect During the Investment Phase

Once you've submitted your business plan and made your case for investment, what can you expect? Learn more about the next steps in the venture capitale process.

SOURCE: www.sba.gov

6 rules for rebuilding infrastructure in an era of 'unprecedented' weather events

Continued from page 1

opers and the public. These lessons are all the more important against the backdrop of a Trump administration that has stripped requirements for infrastructure projects to consider climate impacts and may try to offer an infrastructure investment package.

We draw from our research as a social scientist and an engineer and from our experience helping to lead the Urban Resilience to Extreme Weather Events Sustainability Research Network (funded by the U.S. National Science Foundation). Here are six rules for investing in infrastructure for the 21st century that recognize the need to rethink how we design and operate our infrastructure.

If we design with the technologies, needs and climate conditions of the 20th century, we will no longer serve society and the hazards we will encounter now and in the future.

A strong foundation

Proactive maintenance first. In 2017, U.S. infrastructure was given a D+ by the American Society for Civil Engineering Infrastructure Report Card. The bill to repair all those deteriorating roads, bridges and dams would tally \$210 billion by 2020, and \$520 billion in 2040. For example, the US Army Corps of Engineers estimates there are 15,460 dams in the U.S. with "high" hazard ratings.

Yet, when our cities and states spend on infrastructure, it is too often on new infrastructure projects. And new infrastructure tend to emulate the models, designs and standards that we've used for decades – for instance, more highway capacity or new pipelines.

Meanwhile, resources for long-term maintenance are often lacking, resulting in a race to scrape together funding to keep systems running. If we want to get serious about avoiding disasters in a rapidly changing world, we must get serious about the maintenance of existing infrastructure.

Invest in and redesign institutions, not just infrastructure. When analyzing breakdowns in infrastructure, it is tempting to blame the technical design. Yet design parameters are set by institutions and shaped by politics, financing and policy goals.

So failures in infrastructure are not just technical failures; they are institutional ones as well. They are failures in "knowledge systems," or the ability to generate, communicate and utilize knowledge within and across institutions.

For example, the levee failures during Hurricane Katrina are often interpreted as technical failures. They were, but we also knew the levees would fail in a storm as powerful as Katrina. And so the levee failures were also failures in institutional design – the information about the weakness of the levees was not utilized in part because the Hurricane Protection System was poorly funded and lacked the necessary institutional and political power to force action.

In the wake of Harvey, basic design and floodplain development parameters, like the 100-year flood, are being acknowledged as fundamentally flawed. Our ability to design more resilient infrastructure will depend on our ability to design more effective institutions to manage these complex problems, learn from failures and adapt.

Resilience and uncertainty

Design for climate change. When it comes to infrastructure's ability to handle more extreme events that are predicted to come with climate change, the primary problem is not bad engineering or faulty technical designs. Instead, it's that infrastructure are typically sized based on the intensity and frequency of historical events. Yet these historical conditions are now routinely exceeded: since 1979, Houston alone has experienced three 500-year storms.

Climate change will make preparing for future storms much harder. These events are not just associated with precipitation and inland flooding but include more extreme heat, cold, drought, wildfires, coastal flooding and wind. Buildings, roads, water networks and other infrastructure last decades and designing for historical events may result in more frequent failure as events become more frequent or intense with climate change. Infrastructure designers and managers must shift from risk-based to resilience-based thinking, so that our systems can better withstand and bounce back from these extreme events.

Manage infrastructure as interconnected and interdependent.

In his 1987 essay, "Atchafalaya," writer John McPhee explores efforts by the U.S. Army Corps of Engineers to control the Atchafalaya and Mississippi River systems. He brilliantly showed that rather than bringing predictability to a complex and meandering riverine system, the Old River Control system created unpredictability. "It's a mixture of hydrologic events and human events... This is planned chaos... Nobody knows where it's going to end."

While floodplain management has made advances since then, the impact of development and infrastructure design is still often considered on a piecemeal basis. As Montgomery County engineer Mark Mooney noted in a recent Houston Chronicle article, "I can show you on any individual project how runoff has been properly mitigated. Having said that, when you see the increase in impervious surfaces that we have, it's clear the way water moves through our county has changed. It's all part of a massive puzzle everyone is trying to sort out."

Infrastructure planning and design must consider the legacy of past decisions and how risks build up over time as ecological, technological and human systems interact in increasingly uncertain and complex ways.

Visit link for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2132&pageID=25



SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

- 33 years of history in connecting Primes, Corporations and Agencies with Small, Minority-Owned, Women-Owned, Disabled Veteran-Owned and DBE firms.
- “Vetted” Database including businesses certified by federal, state or local jurisdictions
- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

LINK TO OUTREACH ORDER FORM:

http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf

For more information contact:

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