

SMALL BUSINESS EXCHANGE

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Weekly Publication 

September 21, 2017



Black Women-Owned Businesses Skyrocket By 322 Percent In Less Than 20 Years

African-American women are the fastest growing group of entrepreneurs in America, a new study reveals.

The 2015 State of Women-Owned Businesses Report released in 2016 found that the number of women-owned businesses grew by 74 percent between 1997 and 2015. That's 1.5 times the national average of business growth to be exact.

Meanwhile, the growth in the number of businesses specifically owned by black women is outpacing that of all women-owned firms, the report says. The number of black women-owned businesses has grown by a whopping 322 percent since 1997. Today, black women own roughly 14 percent of all businesses in the country owned by women, which tallies to around 1.3 million businesses, according to the report.

"While nationally African American women comprise 14% of all women-owned firms, African American women comprise a greater than average share of all women-owned firms in

Georgia (35%), Maryland (33%), and Illinois (22%)," the report says.

Statistics show that throughout these 1.3 million companies, nearly 300,000 workers are employed and the businesses generate an estimated \$52.6 billion in revenue. When digging into the number of black-owned businesses overall, 49 percent are owned by women.

Businesses owned by black women also top the charts in revenue growth when compared to other minority women-owned firms proving that their economic clout is ever-growing.

The call from the black community to support black-owned business is one that has been made clearly and consistently. Now, amid a national neglect of black women from conversations around race and diversity, this news is particularly significant.

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

U.S. Department of Commerce Invests \$17 Million to Accelerate Entrepreneurship Across the Nation to Move Ideas and Create Jobs

U.S. Secretary of Commerce Wilbur Ross today announced that 42 organizations — including nonprofits, institutions of higher education, and entrepreneurship-focused organizations from 28 states will receive over \$17 million to create and expand cluster-focused proof-of-concept and commercialization programs, and early-stage seed capital funds through the Economic Development Administration's (EDA) Regional Innovation Strategies (RIS) program.

This fourth cohort of Regional Innovation Strategies awardees expands the RIS portfolio to eight new states and continues to build vibrant regional entrepreneurial economies. Selected from a pool of more than 217 applicants, the awardees include a Philadelphia business incubator where startups scale to export worldwide; an aerospace manufacturing incubator in West Virginia; a commercialization

program for advanced timber technology in rural Maine; agriculture technology commercialization efforts in Iowa, Nebraska, and California; and a new space technology commercialization effort in El Paso.

"The Trump Administration is committed to strengthening U.S. production and exports, which are essential to our nation's economic growth," said Secretary of Commerce Wilbur Ross. "These projects will enable entrepreneurs in communities across the United States to start new businesses, manufacture innovative products, and export them throughout the world — increasing America's global competitiveness."

The Office of Innovation and Entrepreneurship (OIE), housed within the U.S. Department of Commerce's Economic Development Administration

Continued on page 6

5 Boom Cities of 2017

By Julie Steding,

A year ago, we predicted that these five cities would have good construction news in 2016: Houston, Dallas, New York City, Chicago and Denver. All five had solid years, although Houston now appears to be trending downward. This year, it's more of the same for New York and Chicago while Seattle, Los Angeles and San Francisco make their first appearances on our boom radar.

New York City Construction News

- Second Avenue Subway and Hudson Yards: These long-term projects we mentioned last year—about 100 years long in the subway's case—are moving closer to completion.
- Construction start leader: At \$13.7 billion, NYC led the nation in commercial and multifamily building construction starts during the first half of 2016.
- Following up a record year: According to the New York Building Congress, \$43.1 billion was spent on NYC construction in 2016. Their forecast for 2017 sees only a slight drop off to \$42.1 billion.

POPULAR PROJECTS:

- 111 West 57th: Scheduled for completion by early 2018, this 1,400-foot plus tower overlooking Central Park features "elegant condominiums priced from approximately

\$16,000,000." Buy now while supplies last.

- JFK International Airport: Governor Andrew M. Cuomo recently proposed a \$10 billion modernization of JFK's terminals as well as the highway and transit systems connected to the airport.
- Pacific Park: Three of the six buildings currently under construction in this 22-acre Brooklyn megaproject will open in 2017. The development includes the Barclays Center sports arena (were the Nets and Islanders play) and will consist of 17 high-rises.

Average wage: \$66,040

Chicago Construction News

- Construction starts still strong: While they're not expected to be as high as 2016, construction starts in 2017 are still projected to reach \$12.3 billion.
- CTA modernization: The U.S. Department of Transportation allocated \$1.1 billion to help the Chicago Transit Authority modernize the Red and Purple lines of their rail system. Total cost of the project is estimated at \$2.1 billion.

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Workforce Diversity & Inclusion

Grow Your Business with Diversity and Inclusion

By Angela Bao,

Having diverse workers leads to greater success—but how can you attract and retain them?

Diversity in the workplace can always be improved—and it should, if only because it makes business sense. Having a diverse workforce can improve not only profitability, but innovation, customer relationships and employee retention.

According to a report by McKinsey & Company, a company with diverse employees is more likely to be more profitable and successful than those with less diversity. Specifically, a company is 15 percent more likely to turn a profit above the national average if a company has gender diversity, and 35 percent more likely if a company has racial and ethnic diversity. “The reason for that is because of the diversity of thought and ideas that comes from the diversity of experiences that people have,” explains Stacey Gordon, chief human capital consultant at training and consulting organization Rework Work.

John Iino, chief diversity officer at law firm Reed Smith, states that putting an emphasis on greater diversity and inclusion has directly benefited them. “[Diversity] really lends itself to better relationships with clients because you have some common values,” he shares. As the world becomes more interconnected, issues of diversity rise to the forefront, and many companies are taking note. “We see so many of our clients supporting and embracing diversity,” Iino adds. “We’re able to make stronger connections with them—that’s obviously important as a business.”

Starting from the top

It’s easy for a company to say that it values diversity, but it has to be more than just lip service. Companies need to create a culture of inclusion if they want to retain diverse employees—and it needs to start from those at the top.

It boils down to clear communication and reinforcement of company values, particularly from those working at the highest levels, says Iino. “If you don’t have support from the top, it’s really hard to make significant progress,” he admits. “I try to consistently send out things that are going on, in terms of diversity. Our global managing partner sends out a report almost every month about what we do around diversity. There’s always something in there about someone’s accomplishments in diversity and inclusion—just seeing those from the top recognizing those folks really helps.”

Management also needs to speak regularly with their employees in order to be effective. “A

once-a-year survey is kind of silly if you think that’s going to foster engagement,” says Gordon. “That’s like asking someone once a year, ‘How are you?’ Are you really going to get a good sense of that?” Instead, she suggests that, in addition to higher frequency of surveys, managers should talk directly with their employees and listen to them. “Leadership is making sure that you have adequately checked in on the very people you’re supposed to be leading,” she says. “There are a lot of people who sit quietly—they’re shy, or introverts—but they’ve got things to contribute.”

Inclusion means everyone

Iino admits that one of his biggest challenges is getting people to realize that diversity is not an exclusive term. “When we launched our invitations to [Reed Smith’s] Diversity Summit, a white female sent me an email back saying, ‘I don’t understand why I got this—this must have been sent to me in error,’” he shares. “I said, ‘No, we want you there. It’s important that you come.’ But some people think that because it has the word ‘diversity,’ it means that they’re not included or not invited.”

To combat this, Iino suggests leading by example. During the diversity session at one of Reed Smith’s partner retreats, Iino asked some of the firm’s well-respected but non-diverse partners to share their experiences on how diversity has helped them and the firm. “Getting traditionally non-diverse employees to see folks like them—hopefully, it’ll get people thinking that it’s not just a ‘diversity’ thing,” Iino says. “We want people to understand that our diversity is better for us as an organization and includes everyone.”

Retain to recruit

Recruiting and retaining a diverse workforce go hand-in-hand: if a company can’t retain diverse people, then it’s unlikely that it will be able to attract any.

“I look at recruiting as a 360-degree process,” says Gordon. “I call it that because if you’re not recruiting [your current employees], they’re getting ready to walk out the door. Even while they’re working for you, you should still be recruiting. What are you doing to make them stay?”

Having diverse employees also helps with the actual process of recruiting. At Reed Smith, when it comes to recruiting, Iino says that he had to rethink the process a bit. “We took a fresh look at who, what, where and how we recruit,” he explains. “The ‘where’ is thinking about the

law schools that we go to and casting a wider net; the ‘how’ involves going through diversity and implicit bias training; the ‘who’ is thinking about who we send to recruit and also who’s making the decisions.”

Although the recruiting and hiring committees receive training on implicit bias, Iino is particularly careful when assembling them—he wants to make sure that these teams are diverse enough to limit the effects of implicit bias as much as possible. “I compared the composition of those hiring committees and the offices that were successful in bringing diverse classes of attorneys to those that weren’t,” Iino shares. “It wasn’t surprising, but it confirmed my suspicions that the offices that were having some problems bringing in diverse numbers had hiring committees that were not so diverse. We want to rethink and reconstitute some of those committees.”

Diversity has to be a conscious effort

Implicit bias—also known as unconscious bias—is called that for a reason: it’s something that’s been so ingrained into our minds through centuries of systemic inequality that we don’t even realize we’re doing it. It requires thoughtfulness and purposeful effort, such as implementing diversity training programs or just taking a moment to think about why they consider one candidate more suitable than another.

Reed Smith has pledged to follow the “Mansfield rule,” which requires 30 percent of its leadership candidates to be women and/or minorities, and is part of the firm’s efforts to reach its diversity goals. “It’s only been about a month since we’ve tried to implement it, but I’ve already seen the effect, since we’re kicking off our partnership promotion process,” says Iino. “As we move forward, complying with the rule will inevitably lead to a broader talent pool.”

Regulations like the Mansfield rule force people to confront their own biases and, hopefully, take steps to remedy them. “What happens is, nine times out of 10, [diverse candidates] are not even considered for promotions,” says Gordon. “What I’m saying is, they [the people hiring and promoting] need to pause and have real conversations around ‘who else?’ They need to think about what have [these people] contributed? Have they discussed these other people? Has this person’s trajectory and responsibility increased, but their pay hasn’t? These are the kinds of things that a lot of companies aren’t looking at and aren’t taking into account.”

SOURCE: www.eastwestbank.com



“Leadership is making sure that you have adequately checked in on the very people you’re supposed to be leading.”

Stacey Gordon, chief human capital consultant at Rework Work



“If you don’t have support from the top, it’s really hard to make significant progress.”

John Iino, chief diversity officer at Reed Smith

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Access to Capital

3 Companies That Are Transforming Small Business Lending

It's no secret that it has become harder and harder to get a small business loan from a bank. Luckily for small businesses, many other ways of borrowing money are now available. These range from short-term loans for those with bad credit, to loans for online businesses, to peer-2peer loans. The coolest thing about these new types of lenders is not simply the loan products they provide, but also the technology that they use to make lending more efficient.

Here are three companies that are transforming the small business loan industry. They just might help you get a loan for your small business when you feel like you've exhausted all your options.

1. SmartBiz - Smarter SBA Loans

SmartBiz is speeding up and simplifying the once and still often painful SBA loan process. SBA loans are business loans that are issued by banks but partially backed by the US Small Business Administration (SBA). These loans are very attractive for small businesses because they carry longer terms and lower interest rates than most other loan sources.

The catch is that the SBA loan process traditionally takes 4-6 weeks, and many business owners don't have the luxury of waiting that long for capital. After submitting initial paperwork to the bank, it can 1-2 weeks just to get pre-approved for an SBA loan! After that, the underwriting process can take another 2 weeks, followed by 1-2 more weeks for closing the loan.

SmartBiz, located in San Francisco, has shortened the total time for funding an SBA loan under \$150,000 to as little as 1 week. You can upload all paperwork electronically in the online application, or send it via email. SmartBiz has an algorithm that will quickly evaluate your credit-worthiness based on your electronically submitted paperwork. You can be pre-approved within 30 minutes (yes, minutes!) of applying online, and the funds can be in your bank account in as few as 7 days. This streamlined process is only available for loans under \$150,000; larger loans take the customary 4-6 weeks. But this is an excellent way for businesses with good credit to get SBA loans if they've been holding off from applying because the process seemed too long or complicated.

2. Fundbox - A New Era of Invoice Factoring

Invoice factoring often gets a bad rap for being an expensive and complicated process. Invoice factoring is when a company, called a factor, buys your unpaid invoices at a discount and advances you cash for the invoices. Typically, there are several problems with invoice factoring:

- Not enough money. Many invoice factors don't advance you 100 % of the invoice value and hold onto a portion of the advance until the client pays the invoice. This means that business owners don't get all the money they need for weeks or months after initially applying for the advance.

- Risk is placed on the borrower. Most old-school invoice factors are recourse factors. They have the right to sell the invoice back to you if the client who owes you money never pays the invoice. This puts borrowers in a difficult position if they've already spent the advance.

- Assignment. Many invoice factors require borrowers to assign invoices to them. This means that clients must directly pay the invoice factor instead of paying you, even for invoices you are not getting an advance on. This can create tension between small business owners and their clients.

Fundbox, which is also based in San Francisco and recently raised \$40 million in funding, is modernizing invoice factoring. In fact, they don't even call themselves an invoice factor. Fundbox advances you 100 % of the value of the invoice, and they're a non-recourse company, so you don't have to worry about the what-ifs involved if the person who owes you money doesn't pay the invoice. According to a rep, Fundbox lending can be unsecured because they "minimize risk by having a sophisticated underwriting engine that looks at risk from both the business level and the individual invoice level." You repay the loan directly to Fundbox, so there's no need for Fundbox to contact or interact with your clients. This should make small business owners much more comfortable with the idea of invoice factoring.

The APR for a loan from Fundbox ranges from about 44 % to 64 %. While this is multiple times higher than what a bank loan would cost, it's also lower than what traditional small business invoice factors charge (80 % or higher).

3. OnDeck - Faster Short-Term Loans

Since its successful IPO last December, OnDeck has been the talk of the town among anyone and everyone who is interested in small business loans. Banks have become much more risk-averse after the economic downturn, so much so that small business loans as a share of bank loans has dropped nearly 20 % since 2008. Companies like OnDeck have stepped in to fill the void and provide short-term loans (3 months - 2 years) to those who may be perceived as risky by banks because of their personal credit score or time in business.

OnDeck requires a minimum credit score of only 500, whereas banks usually won't consider lending to anyone with a credit score under 660. In addition, OnDeck only requires 1 year in business, while most banks require 2-3 years. The reason that OnDeck can afford to take on riskier loans is because their online algorithm takes into account information about the business that's available on the web (e.g. financial information and social media information). This information may be a much better predictor of repayment than a credit score. The online algorithm and application process also

■ Continued on page 4

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.

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

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

Site Clearing & Demo / Windows & Glazing / Shoring & Underpinning / Piles / Drilled Piers & Ground Improvement / Personnel Hoist / Crane Service / Elevators / MEP Design Build / Fire Sprinklers / Exterior Building Maintenance / Signage

1296 SHOTWELL ST.
SENIOR AFFORDABLE HOUSING (REMAINING TRADES)
1296 Shotwell Street,
San Francisco, CA 94110

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

BID DATE: 10/13/17 @ 2PM

Voluntary Pre-bid Meeting:

9/26/17 @ 2PM, Cahill's Office

425 California St., Suite 2200

San Francisco, CA 94104

Voluntary Job Walk: 9/27/17 @ 10AM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.



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.



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE • 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:
CALTRANS ROUTE 680 – CONSTRUCTION ON STATE HIGHWAY IN FREMONT AND AT SUNOL FROM MISSION BOULEVARD SEPARATION TO KOOPMAN ROAD UNDERCROSSING,
Contract No. 04-4G0564, Federal Aid Project No. ACIM-680-1(079)E,
Disadvantaged Business Enterprise Goal Assigned is 12%

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

BID DATE: OCTOBER 3, 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:

AC DIKE, ASBESTOS COMPLIANCE PLAN, BIOLOGIST CONSULTANT, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CHANNELIZER, TRAFFIC PLASTIC DRUM, CRACK SEALING, CRACK AND SEAT, ELECTRICAL, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, FENCING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PREPAVING INERTIAL PROFILER, PREPAVING GRINDING DAY, LCB, JPCP, ISR & APPROACH SLAB, ROADSIDE SIGNS, DE-LINEATOR, OBJECT MARKERS, RUMBLE STRIP, SIGN STRUCTURE, SOLDIER PILE WALL, SOIL NAIL & GROUND ANCHOR WALL, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, VIBRATION MONITORING, SURVEY AND MONITORING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 2 AGGREGATE SUBBASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, PERMEABLE MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, 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%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 www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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.

SUKUT CONSTRUCTION

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

Pavement Grinding, AC Paving, Stripe & Mark, Traffic Control, Aggregate, Pipe PVC, SWPPP, Schedule, Shoring, Bore & Jack, CCTV

Hi-Desert Water District Wastewater Reclamation Project Phase 1 Collection System Bid Package C

Located in Yucca Valley, San Bernardino County, California

Hi-Desert Water District

BID DATE October 10, 2017 @ 2:00 p.m.

Sub & Vendor Scopes and Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Robbie Zwick

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

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner's website at <https://atkins.box.com/s/mgqmr22xz2ge18jghmi3w1qxsnsurq>. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

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

Sukut Construction, LLC
An Equal Opportunity Employer

B&W

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.

Transforming Small Business Lending

Continued from page 3

make it easy to get an OnDeck loan. You can be pre-approved for a loan the same day that you apply and have the money in your account as quickly as the very next business day. In contrast, it could take several weeks to complete the approval and application process for a traditional bank loan.

Of course, business owners will have to pay much higher interest on OnDeck loans than they would on a bank loan. But when every other door is

closed, it can be a relief for business owners to finally find someone who's willing to lend to them.

SmartBiz, Fundbox, and OnDeck aren't the only ones that are disrupting the traditional business loan space. These companies are representative of a slew of companies that doing something unique and using technology to make small business loans more widely and easily available.

SOURCE: www.forbes.com

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
 lgiordano@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/ik70pxsru73vt79qrd81eamiow7h83c0>

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: lgiordano@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 - lgiordano@mccarthy.com
 20401 S.W. Birch Street, Newport, CA. 92660
 Phone (949) 851-8383 Fax (949) 756-6841



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 RE-
 GARDING PARTICIPATION ON THIS PROJECT.

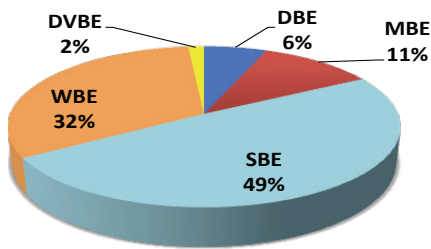
DRAWINGS AND SPECS WILL BE REVIEWED
 IN OUR OFFICE (1780 E. LEMONWOOD DRIVE,
 SANTA PAULA, CA 93060) MONDAY THROUGH
 FRIDAY 8:00AM TO 5:00PM.

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

AUDIENCE PROFILE
Small Business Exchange, 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.



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

REQUESTING SUB-QUOTES FROM QUALIFIED SBE / MBE / WBE / DBE
 SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

2017 Storm Damage Repair, Phase 1
Owner: Contra Costa Water District
Engineers' Estimate: \$2,600,000.
BID DATE: October 3, 2017 @ 10:00 AM

Items of work include but are not limited to:
 SWPPP, Trucking, Fence, Traffic Control and Hydroseeding.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

TAFT ELECTRIC COMPANY
1694 EASTMAN AVENUE, VENTURA, CA 93003
Contact: Arnold Tostado • atostado@taftlectric.com
Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified DBE businesses for the following project:
Highway Safety Improvement Program (HSIP) Traffic Signal Upgrades
Phase II - HSIPL-5007 (073)

Location: Santa Barbara, California
BID DATE: October 5, 2017 @ 3:00 PM

Trades: Traffic Control, Traffic Signal Material

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

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

We Are An Equal Opportunity Employer

SBE Targeted

“Sub-Bid Express”

Availability and CUF

“Utilize SBE’s “Targeted Sub-bid Express” to attract available businesses with their CUF (commercially useful function) code verified by certifying agencies. Firms have bidding experience and a history of using a “sharp pencil”.

All of these firms “hang out” in SBE’s 1.5 million B2B diverse database.

So “availability” is not a problem.

You get 3 ads for the price of one

- one in the weekly publication (Thursday)
- one on our website
- one in the SBE Today Newsletter on Friday

and be assured that your message is delivered timely **BEFORE BID DATE.**

Email your ad to **Nabil Vo @ nvo@sbeinc.com**

U.S. Department of Commerce Invests \$17 Million to Accelerate Entrepreneurship Across the Nation to Move Ideas and Create Jobs

Continued from page 1

(EDA), leads the Regional Innovation Strategies Program to spur innovation capacity-building activities in regions across the nation. The program is authorized through the America COMPETES reauthorization Act of 2010, and has received dedicated appropriations since FY2014.

The RIS grants, broken into two categories — the i6 Challenge and the Seed Fund Support (SFS) Grants — were awarded to:

Seed Fund Support Awardees

- Biogenerator, Saint Louis, Missouri - \$300,000
- Economic Development Authority of Western Nevada, Reno, Nevada - \$300,000
- Enterprise Center of Johnson County, Inc., Shawnee Mission, Kansas - \$150,000
- Innovation Depot Inc., Birmingham, Alabama - \$170,925
- Invest Nebraska Corporation, Lincoln, Nebraska - \$300,000
- Hawaii Department of Business, Economic Development and Tourism, Honolulu, Hawaii - \$275,000
- Iowa Foundation for Microenterprise and Community Vitality, Ames, Iowa - \$300,000

- Jumpstart Inc., Cleveland, Ohio - \$300,000
- Louisiana Tech University, Ruston, Louisiana - \$299,178
- Mobile Area Chamber of Commerce Foundation, Inc., Mobile, Alabama - \$299,995
- New Mexico State University, Las Cruces, New Mexico - \$300,000
- Pennsylvania State University, University Park, Pennsylvania - \$300,000
- Port of Benton, Richland, Washington - \$300,000
- Regional Accelerator & Innovation Network, Portland, Oregon - \$300,000
- Winrock International Institute for Agricultural Development, Little Rock, Arkansas - \$279,202

i6 Challenge Awardees

- Cal Poly Corporation, San Luis Obispo, California - \$500,000
- California Clean Energy Fund, San Francisco, California - \$499,608
- Community Venture Foundation, Fayetteville, Arkansas - \$500,000
- Florida A&M University, Tallahassee, Florida - \$483,323

- The Giving Back Fund, Inc., Los Angeles, California - \$492,357
- Governor’s Office of Economic Development, Pierre, South Dakota - \$498,000
- Greater Hamilton Center for Business and Technology, Hamilton, Ohio - \$499,920
- Hofstra University, Hempstead, New York - \$485,716
- Iowa State University of Science and Technology, Ames, Iowa - \$406,569
- Marshall University Research Corporation, Huntington, West Virginia - \$500,000
- National Institute of Aerospace Associates, Hampton, Virginia - \$499,833
- Oklahoma State University, Stillwater, Oklahoma - \$399,689
- Oregon Built Environment & Sustainable Technologies Center, Portland, Oregon - \$499,972
- Pittsburgh Lifesciences Greenhouse, Pittsburgh, Pennsylvania - \$498,125
- Regents of the University of California, Oakland, California - \$500,000

- Regents of the University of Michigan, Ann Arbor, Michigan - \$499,679
- Santa Fe College, Gainesville, Florida - \$499,914
- Syracuse University, Syracuse, New York - \$500,000
- UI LABS, Chicago, Illinois - \$500,000
- University of Alabama at Birmingham, Birmingham, Alabama - \$498,216
- University of Maine System, Orono, Maine - \$454,532
- University of Maryland, College Park, Maryland - \$500,000
- University of South Carolina, Columbia, South Carolina - \$499,853
- University of Texas at El Paso, El Paso, Texas - \$500,000
- Washington State Department of Commerce, Olympia, Washington - \$500,000
- The Welcoming Center for New Pennsylvanians, Philadelphia, Pennsylvania - \$500,000
- Wireless Research Center of North Carolina, Wake Forest, North Carolina - \$500,000

SOURCE: U.S. Dept. of Commerce

Public Legal Notices

SAN JOSE STATE UNIVERSITY

NOTICE TO CONTRACTORS ELECTRICAL SUBSTATION RELIABILITY IMPROVEMENT PROJECT PROJECT NUMBER (SJSU-351) SAN JOSE STATE UNIVERSITY One Washington Square, San Jose, CA 95192-0010

The Trustees of the California State University will receive sealed bid proposals in the 2nd Floor Conference Room, Facilities Development and Operations Building, located in 404 East San Fernando Street, San Jose, CA 95112, for furnishing all labor and materials for construction of the **ELECTRICAL SUBSTATION RELIABILITY IMPROVEMENT PROJECT**, Project Number (SJSU-351), for the **SAN JOSE STATE CAMPUS**.

Proposals will be received in the above-mentioned room until **2:00 p.m. on September 26, 2017** in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consist of the switchgear door replacement including protective relaying upgrade with load shed automation, along with two new battery banks eliminating capacitive trip devices.

Construction Cost Estimate: \$740,000

Type of License Required: **A General Engineering OR C-10 Electrical**

SPECIFICATIONS are posted in PlanNet Bids. Interested parties should register at the San Jose University Vendor Portal website at: <http://www.planetbids.com/portal/portal.cfm?CompanyID=15275#>. Once registration is completed, login into planetbids.com at: <http://www.planetbids.com/hub/hub.cfm> and search for "San Jose State University Electrical Substation Reliability Improvement Project."

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. in the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to submit prequalification forms with the Trustees **ten (10) business days prior to the bid date**. The Contract General Conditions can be downloaded from the internet at http://www.calstate.edu/cpdc/CM/cgcs_majors/2017_cgcs_dbb_major.pdf

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the Department of Industrial Relations (DIR), and

maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

Pre-bid walkthrough has been scheduled for **September 6, 2017 at 10:00AM**. Interested bidders should assemble at the above address, 2nd Floor Conference Room on the campus. It is strongly recommended that contractors attend this walkthrough, as it may be the only time bidders can walk through the project area with the Engineer.

SMALL BUSINESS PREFERENCE (SB):

Preference will be granted to bidders properly approved as Small Business' in accordance with Section 1896 et seq. of Title 2 of the California Code of Regulations, See Section 2.11 of the Contract General Conditions or for bidders who commits to subcontracting at least 25% of its net bid amount with one or more certified small business. Bidders must include their Small Business Certificate or Reference numbers with their proposal. The SB Preference is 5% (up to \$50,000).

DVBE PARTICIPATION GOAL/DVBE INCENTIVE

The Trustees require Disabled Veteran Business Enterprise (3%) participation. Failure to comply with this requirement would make your bid deemed non-responsive. Bidders may contact the Trustees' DVBE Advocate: Luis Garcia, at (408) 924-1559, email: luis.garcia@sjsu.edu or Sylvia Sosa, at 408-924-2246, email: sylvia.sosa@sjsu.edu, for information and guidance. To find a list of DVBE's and/or SB subcontractors, go to the following web link: <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>, under "Certification Type" check the DVBE (or SB) box, under "Keywords" type the trade (Example: electrical) then "Search". The Trustees are granting a DVBE participation bid incentive for this project for bid evaluation purposes only. The DVBE Incentive is up to 5% and may be claimed in combination with SB incentive. When used in combination with the Small Business Preference, the cumulative adjustment amount shall not exceed \$100,000.

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by prequalified contractors, licensed in the State of California with a A- General Engineering OR C-10 - Electrical Contractor license, and registered with the DIR to bid public works projects. The bid packages must be requested from the Trustees via Email: sylvia.sosa@sjsu.edu, Phone No. 408-924-2246.

SAN JOSE STATE UNIVERSITY

NOTICE TO CONTRACTORS (SJSU – 353) Job Order Contract Phase 27 and 28

The Trustees of The California State University will receive sealed proposals at San Jose State University, Facilities Development and Operations Bldg, **404 East San Fernando Street, 2nd Floor Conference Room, San Jose, CA 95112**, for furnishing all labor and materials for Job Order Contract Phases 27 and 28. Bids will be received in the above room until **2:00 PM on October 24, 2017**, in accordance with the contract documents, at which time they will be publicly opened and read.

(Provide brief description of work)

A Job Order Contract (JOC) is a competitively bid, firm fixed priced, indefinite quantity contract. The scope of work includes a collection of detailed repair and construction tasks and specifications that have established unit prices. It is placed with the "Contractor" for the accomplishment of repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, buildings, structures, or other real property. Work is accomplished by means of issuance of a job order against the JOC. Under the JOC concept, the Contractor furnishes all management, documentation, labor, materials, and equipment needed to perform the work. The JOC contract awarded under this solicitation will have a minimum value of work of \$25,000 and a maximum value of work of \$2,000,000. The JOC Contracts will have the option to extend the maximum value up to \$3,000,000 by mutual agreement. The term of the contract is 365 calendar days from the date of approval by University Counsel.

The University may award up to two JOC contracts from this solicitation. Each Contractor will tender only one bid for this solicitation; each is limited to the award of one contract. The University will record all bids received and, if it is in the best interest of the Trustees, will award a contract to each of the two lowest responsible bidders, JOC 27 to the lowest responsible bidder, and JOC 28 to the second lowest responsible bidder. In the event that one or both of the contractors submitting the lowest responsive and responsible bid refuses to enter into a contract with the CSU if tendered, or, in the event that one or both of the contractors materially breaches the JOC contract necessitating its termination, CSU reserves the right to award a JOC to the next lowest and responsible bidder(s) under this solicitation, provided such award is made within 120 days of bid opening.

Interested bidders must attend a **mandatory** pre-bid conference, and sign in within ten minutes of the start of the meeting. The pre-bid meeting will be held on, **October 3, 2017 at 10:00 am** for the purpose of discussing the JOC concept, documents, and how to read and evaluate the Construction Task Catalog Conference attendees should report to San Jose State University, Facilities Development and

Operations Bldg., 404 East San Fernando Street, 2nd Floor Conference Room, San Jose, CA 95112. Bidders are requested to contact Sylvia Sosa via email at sylvia.sosa@sjsu.edu to RSVP attendance at the mandatory pre-bid conference.

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. of the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to submit for prequalification with the Trustees ten (10) business days prior to the proposal due date.

Proposers must be prequalified with the Trustees. Proposers shall register and log in to "PlanetBids" to apply for prequalification; find the link to PlanetBids at http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml.

In addition to the prequalification requirements above, Trustees are also requiring a supplementary prequalification of the contractor bidding on this Contract. Bidders may complete the Supplementary Prequalification Form contained in the Bid Documents OR contact Sylvia Sosa via email at sylvia.sosa@sjsu.edu to obtain the Supplementary Prequalification Form. The form must be email to cocm.prequal@calstate.edu and sylvia.sosa@sjsu.edu ten (10) business days prior to bid opening date.

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

The Trustees require the successful proposer(s) to achieve three percent (3%) Disabled Veteran Business Enterprise

participation on the contract(s). Under the Job Order Contracting system it is not feasible to identify potential DVBE subcontractors at time of bidding, since the individual jobs are not known. However, the successful low bidder will be required to meet or exceed the DVBE participation requirement by identifying DVBEs to be utilized on each Job Order during the job order proposal submission phase after Contract award. Bidders shall contact the Trustees' DVBE Coordinator at 408-924-1559.

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by prequalified general contractors, licensed in the State of California with a B License, and registered with the DIR to bid public works projects. Evidence of prequalification must be submitted prior to receiving a bid package. Bid package must be requested from the University, Attention: Sylvia Sosa via email at sylvia.sosa@sjsu.edu.

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) has released a Request for Proposals from interested firms to provide landscape maintenance, streetscape maintenance, and property management services for parks, streetscapes, and the Hunters Point Shipyard Site Office Building at Phase 1 of the Hunters Point Shipyard. Local small businesses are highly encouraged to submit proposals. A mandatory pre-submission meeting will be held on Monday, October 16th and proposals are due Monday, November 20th. Please visit sfocii.org/rfp for details on the Request for Proposals.

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) Big Lantern
 Located at **3170 16th Street, San Francisco, CA 94103**

This fictitious business name was filed in the County of San Francisco on **12/21/2016** under file **0373942**

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

Full Name of Registrant #1
Huai Hai Inc. (CA)
3170 16th Street, San Francisco, CA 94103

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

Signed: **Feng Robert Hui**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
9/19/2017

9/21/17 + 9/28/17 + 10/5/17 + 10/12/17

5 Boom Cities of 2017

Continued from page 1

- Low commercial vacancy rates: The downtown office vacancy rate was lower at the end of 2016 than it has been in roughly 16 years. The completion of new office projects may make it harder to maintain the trend, though.

POPULAR PROJECTS:

- One Bennett Park: Construction is expected to be complete on this 843-foot residential tower in 2018. When finished, it will be Chicago's tallest purely residential building.
- Vista Tower: At 1,186 feet, this will be Chicago's third tallest building when it opens in 2019 at an estimated cost of \$1 billion.
- McDonald's: Mickey D's is moving their corporate headquarters to the former Harpo Studios site where Oprah taped her show. The \$250 million, 500,000 sq. ft. building will be finished in 2018. Wonder what they'll serve in the cafeteria?

Average wage: \$66,340

Los Angeles Construction News

- Foreign investment: L.A. hasn't experienced a building boom like this since the 1920s; Chinese developers are financing much of it.
- Tight housing market: With millennials entering the housing market, demand is much greater than supply, which is good news for residential construction.
- L.A. has a subway? Not only does L.A. have its Metro, it has another \$1.58 billion in federal funds to extend the Purple Line. It's part of the city's effort to host the 2024 Summer Olympic Games.

POPULAR PROJECTS:

- Lucas Museum of Narrative Art: Last year, it looked like George Lucas was leaning toward Chicago for his \$1 billion museum showcasing visual storytelling. A few protests later, he took the project elsewhere. Namely, to seven acres in Exposition Park adjacent to his alma mater, USC.
- Wilshire Grand Center: Now the tallest building in the western U.S., the Wilshire Grand is set to open in 2017. Its anchor tenant is the 900-room InterContinental hotel.
- New NFL stadium: The Rams are back in L.A. Their game has a long way to go to live up to L.A.'s glitz, but a new Inglewood stadium will help them look the part. Expected to be ready for the 2019-2020 season, the \$2.66 billion facility will also host the migrating Los Angeles Chargers. Stay with me, peeps.

Average wage: \$54,750

San Francisco Construction News

- Job growth: The San Francisco area leads California in job growth. That good news is somewhat tempered by its notoriously vicious housing market. Sure, you can work there, but can you afford to live there?

- Higher wages: Construction laborers (11.3 percent growth) and construction machine operators (9.4 percent growth) saw the greatest rises in average median salaries.
- Highest rent in the U.S.: Rent for a one-bedroom apartment dropped 2.1 percent to \$3,390 per month, still the highest in the U.S. Housing remains at a premium, but with soaring building costs the future of residential construction in 2017 is uncertain.

POPULAR PROJECTS:

- Chase Center: The Golden State Warriors hope to move from Oakland to San Francisco by 2019, and their new arena is closer to breaking ground in the Mission Bay area. Rumor is that Steph Curry will continue to shoot from Oakland even after Chase is finished.
- Treasure Island: After years of wrangling, a \$6 billion mixed-use development is finally underway. The man-made island was originally built for the Golden Gate International Exposition in 1939 and became a naval station in 1942.
- Transbay Transit Center: Billed by some as "the most expensive bus terminal in history," this multi-billion dollar facility includes a 5.4-acre rooftop park. Construction began in 2010 and Phase 1 is expected to be ready sometime in 2017.

Average wage: \$69,510

Seattle Construction News

- Crane leader: Seattle led the nation in construction cranes dotting its skyline in 2016, a positive indicator of construction activity.
- Increase in construction jobs: Of the five boom cities mentioned in this article, only Seattle ranks in the top 10 U.S. cities for growth in construction and extraction occupations.
- Residential boom: Almost 10,000 new apartments are set to open in 2017, with even more expected to open in 2018.

POPULAR PROJECTS:

- Alaskan Way Viaduct Replacement Tunnel: Bertha, the world's largest tunnel-boring machine, is digging a two-mile tunnel underneath downtown Seattle. She's expected to finish boring in 2019.
- The Nexus: This 40-story condominium high-rise is one of many residential projects in the works. Construction starts January 2017.
- The Mark: This 660-foot skyscraper will include a luxury hotel and office tenants. It's scheduled to open mid-2017.

Average wage: \$59,190

Other cities on the brink of construction booms include Nashville, Washington, DC, Phoenix, Atlanta and Miami. With the change in presidential administrations taking place this year, federal funding for infrastructure projects is uncertain. Fortunes can easily change for booming and non-booming areas. Either way, it's a good bet that NYC will make our list again next year.

SOURCE: www.soneticscorp.com