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# SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

## Trade Winds: A Special Opportunity for U.S. and Latin American Business



By Arun M. Kumar

The U.S. Commercial Service will head to Latin America in September with about 100 U.S. companies and organizations, to cultivate trade and investment deals between the United States and some of our key regional partners.

The Trade Winds trade mission and business forum is one of our flagship events in the Commercial Service. Trade Winds has taken more than 800 U.S. companies and organizations to six global regions in the last nine years, facilitating more than \$239 million in business deals, with the majority of our attendees being small to medium-sized enterprises.

This year's Trade Winds will be an incredible opportunity for attendees to make new contacts, connect to prospective partners, and capitalize on promising opportunities in seven Latin American markets: Argentina, Bolivia, Chile, Mexico, Paraguay, Peru, and Uruguay. As impressive as Trade Winds is, it is only one element of our agency's commitment to deepening our trade and investment partnerships in the region.

The Department of Commerce began this commitment in 2014 when Secretary Penny Pritzker announced the **Look South campaign** to help U.S. companies learn about and take advantage of promising opportunities in the Western Hemisphere.

That commitment continued through our work to ensure that U.S. exporters reap the benefits from regional trade agreements. The United States has more trade agreements with Western Hemisphere partners than with any other region in the world. Partly because of our work to drive results from our trade agreements, nearly half of U.S. exports are sold in this part of the world.

The next step is the Trans-Pacific Partnership (TPP). This 21st-century trade agreement will reduce and eliminate trade barriers with 11 leading global economies – three of which will be a part of Trade Winds: Chile, Mexico, and Peru. TPP will decrease the cost of doing business for U.S. firms, and Trade Winds participants will get a first glimpse of how the connections we make at Trade Winds can become even more fruitful once TPP becomes a reality.

I want to thank our Commercial Service staff and our partners at Embassies across the region, who have worked tirelessly over the last few months to create an incredible program.

I would also like to thank the members of our delegation, and extend a special thank you to our Official Sponsors for making Trade Winds possible.

We hope you will follow updates from Trade Winds on Twitter using #TradeWinds16, and you will see what an excellent experience this is for U.S. companies and economic development teams.

SOURCE: <http://www.mdba.gov/>

## Economic Recovery: This is Progress

Over the past eight years, we've made incredible progress in our economic recovery. Our businesses have created more than 15 million new jobs since early 2010. Twenty million people now have the security of health coverage thanks to the Affordable Care Act. Together, we've turned around an economy in freefall and put it on a stronger, more durable course.

And last week, we got even more great news: the policies we've put in place since the recession

have started to pay off in real ways for American families.

Last year, across every race and age group in America, incomes rose and the poverty rate fell. Folks' typical household incomes rose by about \$2,800—which is the fastest rate on record. The good news is that it went up for everybody, with folks at the middle and bottom of incomes seeing the largest gains, and folks at the very top seeing the smallest gains.

By so many measures, our country is stronger and more prosperous than it was eight years ago.

We lifted 3.5 million people out of poverty, including one million children—the largest one-year drop in almost 50 years. Poverty went down across all racial and ethnic groups.

Now, we know that inequality is still too high. We know that a lot of folks still feel like they're treading water. There's still so much more we could do to grow the economy, get wages rising faster, and slow the trend of inequality that's been on the rise for decades.

That's why I've called on Congress to raise the minimum wage high enough so that if somebody is working full time, they're not living in poverty. It's why I've called for investments in clean energy and infrastructure to create more secure, good-paying jobs.

So we're not done yet.

We plan to sprint through the tape to keep building an economy where all working Americans and their families can have a fair shot at opportu-



Barack Obama

nity and security. This has been my goal since day one as your President—and it's what I'll continue fighting for as long as I'm in office.

President Barack Obama

SOURCE: The White House

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# Community Outreach

## Mayor Garcetti invites Angelenos to reimagine public spaces with 2016 Great Streets Challenge

Everyone has ideas for how to improve their local community, and Angelenos are being invited to turn vision into action.

Mayor Eric Garcetti today launched a \$2 million grant program that gives L.A. residents a unique opportunity to reimagine public spaces in their own neighborhoods. The Great Streets Challenge, now in its second year, empowers Angelenos to transform streets and urban corridors across Los Angeles into vibrant, walkable spaces that reflect the unique character of their communities.

"Neighborhood character is the environment we create on our streets — the places where families and neighbors spend time together, where people take their dogs out for a walk or just do their shopping," said Mayor Garcetti. "These public spaces should celebrate the people and culture that define them. That's what the Great Streets Challenge is about."

Angelenos can now apply for Great Streets Challenge funding to complete an improvement project along any street or corridor in L.A.. The City will award up to \$13,000 to each winning

applicant for community outreach, project implementation, and six to 12 months of technical assistance. Mayor Garcetti has set aside \$2 million in total funding for the program this year, a \$1.8 million increase over 2015.

"The Great Streets Challenge funds great grassroots projects, helping to build the foundation for successful partnerships in communities," said Councilmember Mike Bonin, who chairs the City Council's Transportation Committee. "When we work together on a shared vision for our streets, we have a tremendous opportunity to create the types of positive changes that have lasting impacts on our neighborhoods."

Last year's Great Streets Challenge funded eight community projects with a total of \$180,000 in City funds. Ninety-four individuals and organizations participated in the 2015 application process. The eight funded projects represented more than 40 community groups — including Neighborhood Councils, business improvement districts, and community-based organizations.

"The Great Streets Challenge will empower our neighborhoods to shape the future of Los Angeles," said Councilmember David Ryu. "We want to engage the expertise and institutional knowledge of our residents to transform our streets into public spaces."

The 2016 Great Streets Challenge builds on a series of successful neighborhood enhancement programs launched in recent months by Mayor Garcetti's Great Streets Initiative. In August, Mayor Garcetti announced Great Streets Great Business — a program that offers businesses located along Great Streets corridors access to a \$4 million loan fund, and one-on-one guidance to help them meet difficult challenges.

Applications for the Great Streets Challenge are available through Nov. 20 at [LAGreatStreets.org/2016-challenge](http://LAGreatStreets.org/2016-challenge). Winning applicants will be selected based on the strength of their community outreach strategy, and the project's alignment with

■ Continued on page 4



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## The Small Business Exchange joins Senator Dianne Feinstein on the passing of Rose Pak



Rose Pak

Senator Dianne Feinstein (D-Calif.) today released the following statement on the passing of Rose Pak:

"I am deeply saddened by the passing of Rose Pak, one of Chinatown's and San Francisco's leading public figures".

"I have known Rose for decades and observed with great admiration her tireless efforts to improve the lives of San Francisco's Chinese community.

"No one could question Rose's unparalleled devotion to her community—she gave every ounce of her being to serving others.

"Rose was always spirited and determined. She made her positions clear and did all she could to achieve her goals. Whether or not you agreed with her, there is no question that she was an indefatigable leader.

"We will all miss her indomitable spirit. May she rest in peace."

SOURCE: <http://www.feinstein.senate.gov>

## Workforce Development

### New Economic Impact Study Shows Franchise Businesses Produce Significant Impact on U.S. Economy

According to a comprehensive research study on the economic impact of franchising, there are 732,842 business format franchise establishments providing more than 7.6 million jobs, generating \$674 billion in economic output and 2.5 percent of the Gross Domestic Product (GDP) for the U.S. economy.

The Economic Impact of Franchised Businesses, Vol. IV, Sept. 2016, was commissioned by the International Franchise Association's Franchise Education and Research Foundation and conducted by PwC, one of the world's leading professional services firms. The study shows the total franchise establishments, jobs, output and GDP and the economic contributions of franchising to the U.S. economy at the national, state, and congressional district level. Statistics are provided by business line and include the direct and indirect economic impact. The full study, with additional charts and public sentiment data from voters about franchises by state and congressional district, is available on the newly-launched [www.FranchiseEconomy.com](http://www.FranchiseEconomy.com).

"The study illustrates that franchise businesses are a critical component of the U.S. economy, fostering entrepreneurship by empowering local, independent and diverse small business owners who are creating jobs in many business sectors," said IFA President & CEO, Robert Cresanti, CFE. "As Washington works to strengthen and renew our economy, policymakers should remember that franchising is making a difference in every local community across the country."

■ Continued on page 9

Jobs by Selected Economic Sector in 2016

Sector	Jobs
Financial and insurance	10,191,600
<b>Franchise businesses</b>	<b>8,968,000*</b>
Real estate and rental and leasing	8,461,900
Durable goods manufacturing	8,181,800
Wholesale trade	6,554,900
Transportation and warehousing	6,537,700
Nondurable goods manufacturing	4,963,600
Information	3,363,300

Source: PwC projections of data from the U.S. Bureau of Economic Analysis for sectors other than franchise businesses. \*Includes both business format and product distribution franchises.

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# Access to Capital



## Lack of Venture Capital and Bankers Stifles Economic Growth in Communities of Color

By R. Donahue Peebles

Throughout America, minority communities are being undermined by a problem that may, in some ways, be as pernicious as underfunded schools, inadequate housing, and a scarcity of public amenities like parks and libraries. It is a problem, moreover, that goes largely unnoticed and that is not fully understood, save for a few who are steeped in the issue or grapple with it daily. The problem—inadequate capital access for minority-owned businesses—is depriving minority communities of their own source of wealth and jobs.

Capital is the heart of small businesses. Businesses, in turn, are the economic pillars of our communities, providing secure jobs and the opportunity to generate the kind of wealth that can be passed down through generations. Forty percent of the net new jobs created in the past two decades were the result of hiring by new businesses. For communities that suffer from high rates of unemployment and joblessness, minority-owned firms are economic life preservers, bringing a strong tax base and economic opportunity into these underserved communities.

A lack of capital access has ramifications beyond minority communities. Consider this: if the minority business community had reached economic parity in 2002, the Minority Business Development Agency (MBDA) estimates that “the minority business community would have employed more than 16 million workers, generated more than \$2.5 trillion in gross receipts, and expanded the tax base by more than \$100 billion.”

Lack of capital is one of the primary reasons that small businesses flounder. For new businesses, working capital bridges the gap to keep operations running smoothly and the bills paid on time. For established businesses, capital is a lifeline for expansion, allowing businesses to hire new employees, open new stores, and upgrade technology and equipment.

Access to capital is even more critical in the technology sector. Here, the impact of early-stage financing on success is tremendous. Receiving a loan increases survival probability by 51 percent, according to researchers at UCLA, NYU, and the University of Texas at Austin. Yet, minority owned firms continue to be less likely than non-minority owned businesses to receive the funding they need.

When minority-owned firms do receive loans, the dollar value is often less, while the interest rates tend to be higher, according to research from the Minority Business Development Agency. The average loan amount for minority-owned businesses with gross receipts over \$500,000 is \$149,000, compared with \$310,000 for their non-minority owned counterparts.

The Congressional Black Caucus Foundation, Incorporated (CBCF) has long identified the importance of providing minority firms equal access to capital and the tools they need to be competitive in a global marketplace—and reach their full potential. It is for that reason that the CBCF has created its Executive Economic Summit series.

By 2050, our nation’s minority population will be the majority. The minority community is poised to play a major role in job creation and business development. But they cannot do so if



R. Donahue Peebles is the chairman of the board of directors at the Congressional Black Caucus Foundation

the purse strings to capital access remain tied. The summit will tackle these disparities head on with solid discussions and actionable outcomes around capital expansion, entrepreneurial education and strategic partnerships.

The United States has a long, enviable entrepreneurial culture. If we are to continue as a world leader in innovation, we must foster broad participation in economic growth. This starts with removing barriers to capital expansion and empowering more entrepreneurs with the skills and resources they need to succeed. We must develop strategies and policy recommendations for achieving economic parity. And we must strengthen

partnerships across the government, business and financial services sectors.

Now is the time to advance America’s promise of opportunity, prosperity, and growth for all.

R. Donahue Peebles is the chairman of the board of directors at the Congressional Black Caucus Foundation, Incorporated, a non-partisan, nonprofit, public policy, research and educational institute dedicated to advancing the global black community by developing leaders, informing policy, and educating the public.

*This article first appeared in NewsOne in May 2016.*

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

## Crowdfunding: Do’s and Don’ts for New Business Owners

By Bob House

Over the past several years, there’s been a lot of talk about crowdfunding as a financing mechanism for entrepreneurs interested in acquiring or expanding their businesses. Recently, the SEC enacted new rules that allow entrepreneurs to raise up to \$1 million through crowdfunding.

That’s good news for business buyers, right? Maybe ... and maybe not.

Under the new SEC rules, crowdfunding continues to be a complex financing vehicle with pros and cons for small business owners. If you’re seriously considering crowdfunding your business, you’ll need to tread carefully and know what you’re getting into before you commit.

### The SEC’s New Crowdfunding Rules for Small Businesses

In October 2015, the SEC established new rules for crowdfunding a small business. Known as Title III, these rules created a framework for entrepreneurs to offer equity to non-accredited investors.

### Key elements of Title III rules include:

- **Funding Cap:** Unlike other forms of financing and investment, entrepreneurs cannot use crowdfunding to raise an unlimited amount of capital. Under the new rules, small businesses are allowed to raise no more than \$1 million in a 12-month period through crowdfunding.
- **Transaction Procedures:** Crowdfunding transactions must be executed through accredited third parties such as broker-dealers or approved funding portals that are accountable to the SEC.
- **Investor Limits:** Individual investors who earn less than \$100k per year can invest \$2,000 or up to 5 percent of their annual income. Those who earn more than \$100k can invest up to 10 percent of their income, with a maximum investment of \$10k during a 12-month period.
- **Reporting Requirements:** Small businesses that engage in crowdfunding are subject to additional disclosure, reporting and audit requirements.

The SEC’s Title III rules went into effect in May, clearing the way for business owners to begin

using crowdfunding as a tool to grow their companies. For business buyers, that means crowdfunding is now an option for expanding or improving a business acquisition.

### The Do’s and Don’ts of Crowdfunding

Although the SEC’s Title III rules allow business buyers to tap into crowdfunding as a source of capital for business growth, crowdfunding is not an advisable funding vehicle for all business owners.

If you’re testing the waters and leaning toward launching a crowdfunding initiative, there are several proactive steps that you will need to take as you move forward.

### DO explore all of your options.

A lack of financing opportunities helped propel crowdfunding into the spotlight. But most business owners have more financing options available to them now than they did during the lending crisis. Before you commit to crowdfunding, explore commercial financing, SBA loans and other funding options.

### DO find the right platform.

Equity crowdfunding is much different than rewards-based crowdfunding, an arrangement in which the business offers investors a tangible reward rather than a piece of the business. To comply with SEC rules and to protect the integrity of your investment vehicle, it’s important to identify a reputable platform that can attract the right kinds of investors and provide a registered funding portal for transactions

### DO consult an attorney.

Even though the amounts individuals invest can be relatively small, equity crowdfunding is a serious funding vehicle - and it can have serious consequences for business owners who fail to adequately protect themselves. Before you launch a crowdfunding initiative, consult an attorney to make sure you’re in compliance with Title III and that your business structure will protect you from personal liability should the arrangement go south. In some cases, Title III requires owners to publicly file annual financial statements that have been reviewed by an independent accountant or audited.

■ Continued on page 6

# California Sub-Bid Request Ads

## Brosamer & Wall, Inc. and Bay Cities Paving & Grading A Joint Venture



An Equal Opportunity Employer  
is requesting quotations from all qualified  
SBE & DBE  
sub-contractors and/or material suppliers for the following project:

**BALFOUR INTERCHANGE PROJECT COTA Contract No. 427**  
Brentwood California

**Owner: Contra Costa Transportation Authority**  
**Bid Date: September 26, 2016 @ 2:00 PM**

### General Work Description:

Construct one concrete box girder bridge and two pre-cast prestressed wide flange girder bridges, retaining walls, roadway pavement, drainage systems, sewer and waterline work and electrical work.

Please contact Robert Rosas @ rrosas@brosamerwall.com to view plans and specifications or they can be downloaded at:

[https://www.dropbox.com/sh/62s4a60d2d8qvkj/AADRYs8eYyRwqeiwRHH6\\_2CJa?dl=0](https://www.dropbox.com/sh/62s4a60d2d8qvkj/AADRYs8eYyRwqeiwRHH6_2CJa?dl=0)

Requirements: Brosamer & Wall, Inc. and Bay Cities Paving and Grading A Joint Venture, will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. and Bay Cities Paving and Grading A Joint Venture 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 insurance, bonding, equipment, materials and/or supplies please call (925) 932-7900.

Plans and specifications can be viewed online or at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. Brosamer & Wall, Inc. and Bay Cities Paving and Grading A Joint Venture, intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages. AN EQUAL OPPORTUNITY EMPLOYER.

### PROJECT: RTE 98 WIDEN HWY, HMA (Type A), SIGNAL & LIGHTING CALTRANS - CONTRACT # 11-080234 SAN DIEGO, CA

**\*\*THIS PROJECT HAS A 12 % DBE GOAL\*\***  
**BID DATE: OCTOBER 12, 2016 - BID TIME: 2:00 P.M.**  
**Please respond by 5:00 p.m., October 11, 2016**

We are seeking quotes from all small business concerns - CERTIFIED DBE including, but not limited to, the following work items: Lead Compliance Plan, Area Signs, Traffic Control, Type III Barricade, Pavement Marking, Traffic Stripe, Traffic Plastic Drum, Portable Changeable Message Sign, Railing, Crash Cushion, Storm Water Pollution Prevention Plan, Rain Event Action Plan, Erosion Control, Hydraulic Mulch, Fiber Rolls, Construction Entrance, Sweeping, Concrete Washout, Traffic Stripe, Treated Wood Waste, Fencing, Road Signs, Cold Plane Asphalt, Remove Concrete, Sand Backfill, Clearing and Grubbing, Roadway Excavation, Electrical Conduit, Plastic Pipe, Aggregate Base, Asphaltic Emulsion, HMA, Tack Coat, Retroreflective Sheeting, Pipe Culvert, Reinforced Concrete Pipe, Alternative Flared & Section, Rock Slope Protection, Mics Iron & Steel, Signal & Lighting System, Mobilization.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 11-244004 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

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

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



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



BROSAMER & WALL, INC.

An Equal Opportunity Employer  
is requesting quotations from all qualified  
SBE (Small Business Enterprise)

Professional Services, Sub-contractors, Material Suppliers and Trucking for the following project:

**Permanente Creek Flood Protection Project**  
**McKelvey Park**

**Owner: Santa Clara Valley Water District**  
**Project No. 26244001**  
**Contract No. C0616**

**Closing Date: October 12, 2016 @ 2:00 PM**

## Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596  
PH: 925-932-7900 • FAX: 925-279-2269  
Contact: Robert Rosas

### PROJECT SCOPE:

The work in this Contract includes but is not limited to providing: Temporary Pedestrian & Vehicular Detours; Storm Water Pollution Prevention BMPs; Clearing & Grubbing; Demolition Of Existing Underground Utilities, Buildings & Bleachers; Road Improvements Of Mountain View Avenue, Park Drive & Miramonte Avenue; Excavate & Haul 110,000 Cubic Yards Of Excess Soil; CIP Retaining Walls; Soldier Pile & Sheet Pile Walls; Pre-Engineered Pedestrian Bridge; Underground Utilities On McKelvey Park Site Including Water, Storm Drainage & Sanitary Sewer; Ball Fields & Appurtenant Structures Including Bleachers, Concessions & Meeting Room Buildings, Scorekeepers Booth, Storage, Restrooms & Fencing; Pump Station Including Equipping, Mechanical & Data Communications; Street & Ball Field Lighting; Mini-Park; Landscaping & Irrigation; Minor Concrete (Concrete Driveways, Walkways, Median, Valley Gutter, & Curbs & Curb & Gutters); 3,300 Linear Feet Of Various Types Of Fence & Access Gates.

### Subcontractors and Suppliers being solicited include but not limited to:

**SUBCONTRACTORS:** Clear & Grubbing; Building Demolition; Earthwork & Grading; Electrical; Environmental Consultants; Erosion Control. Fencing; Flatwork (Minor Concrete); Joint Seal; Landscape & Irrigation; Masonry; Mechanical; Asphalt & Concrete Paving; CIDH Piles; Rebar; Roofing; Shoring; Shotcrete; Roadway Signs; Striping & Markers; Traffic Control; Trucking; Utility Work; Site Furnish Architectural; Barrier Rail & Bridge Rail.

**VENDORS/SUPPLIERS:** Asphalt; Aggregate(s); Asphalt Oil; Architectural Components; Doors; Geotextile Fabric; Lumber; Mechanical Equipment; Structural Steel Piles; Miscellaneous Metals; Sheet Pile; Underground Pipes; Underground Valves & Fittings; Precast Utility Boxes; Pumps; Steel Fabricated Trashracks & Trench Shoring; Concrete Supply and Placement.

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate SBE 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 can be downloaded for free at SCVWD website @ [www.valleywater.org](http://www.valleywater.org). B&W will also make plans electronically please email [rrosas@brosamerwall.com](mailto: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.

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



## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603  
Phone: (510) 632-7676 • Fax: (510) 562-5209  
Contact: Brad Rigg • An Equal Opportunity Employer

Sub Bids Requested From Qualified MBE, WBE Subcontractors & Suppliers for  
**East Bay Municipal Utility District - South Reservoir Replacement • Project No. 2075**  
**Location: Castro Valley, Alameda County • Bid Date: 10/12/16 @ 1:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: Precast Concrete, Metal Fabrication, Built-Up Bituminous Roofing, Flashing and Sheet Metal, Joint Sealant, Access Doors, Paints and Coating, Waterproofing, HVAC, Electrical, Landscaping, and Fencing.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

## 2016 Great Streets Challenge

### Continued from page 2

the City's health, mobility, and economic development goals.

### About Great Streets

Mayor Eric Garcetti launched the Great Streets Initiative in October 2013 to transform streets across the city into more vibrant public spaces. A Great Street is a street that serves as the cen-

ter of a neighborhood, where people can walk, meet, learn, and play on a daily basis. The Great Streets Initiative's goals include improving safety and access, increasing economic activity, and encouraging community engagement. For more information, including a full list of the first 15 Great Streets corridors, visit [www.LAGreatStreets.org](http://www.LAGreatStreets.org).

**SOURCE: <http://www.lamayor.org>**



# 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](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**BALFOUR INTERCHANGE PROJECT**  
On Route 4 in Contra Costa County in the City of Brentwood from 1.1 Miles North of Balfour Road to 0.6 Miles South of Balfour Road  
CCTA Contract No. 427,  
Caltrans Contract No. 04-4H1604

OWNER:  
CONTRA COSTA TRANSPORTATION AUTHORITY  
2999 Oak Road, Suite 110, Walnut Creek, CA 94597  
**BID DATE: September 26, 2016 @ 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, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EROSION CONTROL, FENCING, IRRIGATION, LANDSCAPING, LEAD COMPLIANCE PLAN, LEAN CONCRETE BASE, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) 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.

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](http://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](http://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.

## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Colusa, Wastewater Treatment Plant (WWTP) 2016 Improvements Project 1 in Colusa, CA.

<http://www.epa.gov> / <http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Wastewater Treatment Plant 2016 Improvements Project 1**  
Project No. 2017-001  
Owner: City of Colusa  
**Bid Date: October 4, 2016 @ 3:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Aggregates, Rip Rap, Asphalt Paving, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Pre-Cast Building, Concrete Saw-Cutting, Clear & Grub, Conveying System, Grouting, Hydrosedding, Dewatering, Demolition, Access Doors & Windows, Electrical, Earthwork, Equipment, Erosion Control, Geotextiles, FRP Fabrications, Masonry, Metals, Paintings & Coatings, Piping & Valves, Structural Steel, Shoring, Signage, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & Hauling, 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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**September 23, 2016 and Quotes**

**NO LATER THAN September 27, 2016 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

Clean Water State Revolving Fund (CWSRF) Provisions apply

Buy American Iron & Steel (AIS) requirements apply

**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 1000001147

## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Vacaville, Easterly Wastewater Treatment Plant Tertiary Project in Vacaville, CA.

<http://www.epa.gov> / <http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Easterly Wastewater Treatment Plant Tertiary Project**  
Project No. 850082  
Owner: City of Vacaville  
**Bid Date: October 11, 2016 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Aggregates, Asphalt Paving, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Minor Concrete, Clear & Grub, Canopies, Demolition, Electrical, Earthwork, Finishes, Fire Alarm & Protection System, Geotextiles, HVAC, Joint Sealant, Lime Stabilization, Masonry, Metals, Metal Building Systems, Overhead Doors, Paintings & Coatings, Piping & Valves, Structural Steel, Signage, Street Sweeping, SWPPP, Trucking & Hauling, 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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**October 7, 2016 and Quotes**

**NO LATER THAN October 10, 2016 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

Clean Water State Revolving Fund (CWSRF) Provisions apply  
Davis-Bacon Act applies

**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 1000001147

## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Caltrans, Construction on State Highway in El Dorado County Near Coloma from 0.1 Mile East of Marshall Road to 0.3 Mile East of Lotus Road Bridge Replacement Project in El Dorado County, CA.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

**Construction on State Highway in El Dorado County Near Coloma from 0.1 Mile East of Marshall Road to 0.3 Mile East of Lotus Road Project Contract No. 03-0F3104**

Owner: Caltrans

**Bid Date: September 28, 2016 at 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

AC Milling, AC Paving, Aggregates Supply & Install, Biologist, Minor Concrete, CIDH, Concrete Supply, Concrete Reinforcement, Precast Concrete, Prestressing Concrete, Concrete Pumping, Demolition, Earthwork, Erosion Control, Electrical, Fencing, Hazardous Materials Abatement, Joint Sealant, Metals, Painting and Coating, Pavement Markings, Pipe Supply, Piling, Street Sweeping, SWPPP, Structural Steel, Signage, Soil Nail Wall, Shotcrete, Tree Removal, Traffic Control, Trucking & Hauling, Utilities, Water Blasting, Water Truck, Welding  
Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**September 23, 2016 and Quotes**

**NO LATER THAN September 27, 2016 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able 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.

Prevailing Wages apply.

**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 1000001147

## Do's and Don'ts for New Business Owners

### Continued from page 3

In addition to proactively structuring your crowdsourcing opportunity to attract investors and mitigate risks, there are several things you'll want to avoid before and after you launch your initiative.

#### DON'T neglect the costs.

It's a myth that crowdfunding is more cost-efficient than other types of funding. Funding portals and broker-dealers charge fees for their services, and the cost of complying with SEC regulations add up. Fees vary in structure. For example, Next-

Seed Inc. charges between 5 percent and 10 percent of the amount raised, while SeedInvest LLC will charge a fee that is 5 percent of the amount raised and then also take a 5 percent equity stake. More importantly, equity crowdfunding requires you to give investors a piece of your business - a cost that you won't incur with traditional debt financing.

#### DON'T make unrealistic promises.

It's tempting to promise the moon to attract a high volume of investors. But overpromising often leads to a mass exodus of investors and causes lasting damage to your business. When promoting

your business to potential investors, it's okay to be positive, but be realistic about what they can expect in terms of timelines and yields.

#### DON'T ignore SEC requirements.

Title III rules aren't guidelines or suggestions. They are legally enforceable regulations that the SEC has enacted to protect investors from fraudulent investment activities. Educate yourself about Title III rules and comply with all SEC regulations to avoid fines and other penalties.

Title III crowdfunding is still in its infancy. Finding sources of capital to grow or expand recent

acquisitions will always be a concern for business buyers and new business owners and ultimately, crowdfunding may prove to be a viable funding channel for small operations.

Until then, entrepreneurs and business buyers should be cautious. Include equity crowdfunding in the mix of potential funding sources, but do your homework and carefully consider whether the amount you can reasonably expect to raise through crowdfunding will be worth the cost.

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



# National Association of Black Women in Construction



**Ann McNeill, Founder**

On December 12, 1991, the vision for the National Association of Black Women in Construction (NABWIC) was conceived as an idea while I was thinking about the vision for my life. From the inception of the concept, it was to be a coalition that represented the voice of Black Women in construction. Always, the intent was to “go back “into the junior high schools, high schools and colleges to encourage young Black Girls and young Black Women to enter the construction industry as professionals, tradeswomen, architects, engineers, suppliers, contractors, subcontractors and laborers.

#### Member Bio: ANN MCNEILL

Ann McNeill Ann McNeill, better known as “The Master Builder Building Stronger and Better Lives” is the President/CEO of the International Mastermind Association, an organization that helps people create work/life balance through goal setting. She is also the President/CEO of MCO Construction, which is the first African American female owned construction company in State of Florida. Ann is also the founder of ‘The National Association of Black Women in Construction’. Ann is a conference speaker and has been featured in many newspapers and magazines including Success Magazine and the Miami Herald. She was also the cover story for USA Today, Black Enterprise, and ABC World News and has been featured on Channel 10. Additionally, Mrs. McNeill was honored in AT&T’s 2010 Miami-Dade County’s African American History Calendar for the month of September as an outstanding African American Achiever. Ann was also the US Department of Commerce’s Contractor of the Year Recipient and has a list of other outstanding achievements. Ann is also a co-host on 880 The Biz radio show called “The Business of Money”. And today she is here to speak to us on behalf of her passion as the owner of Constructively Speaking, Inc. where she speaks to help give women in the highest income producing areas clarity in their personal and business life. Ann married her college sweetheart, Daniel McNeill, 35 years ago. She has two daughters, Danelle, the oldest is known as the “Queen of Toastmasters”, and Ionnie, the youngest daughter has branded herself as “The Baby Billionaire”. She has a grandson, Malachi, who has authored his first book “The ABC’s of Technology”.



**Lolalisa DeCarlo King, AIA, NCARB, MBA, LEED-AP (BD+C)**

Architect for Life – A Professional Corporation, Sustainability Strategist She obtained an MBA in Finance and Investment Banking from the University of Wisconsin at Madison, USA. By combining her technical and business backgrounds, she made her mark at a, then, regional bank headquartered in Charlotte, North Carolina. There, she developed an evaluation system of check points for loan administrators to utilize when servicing multimillion dollar construction loans. She obtained a clear understanding of how the financial packages should be done to obtain financing for multimillion dollar buildings.

At the one-time largest architectural-engineering firm in the southeast United States, approximately 1600 employees, she made her mark by establishing a benchmark for dealing with clients and contractors. She used her technical expertise and business savvy to negotiate the best deals and conduct the most productive meetings. She had a gift for calming the most irate contractor or the most difficult client. Some of the buildings for which she was a major contributor include Emerald Point Water Park, Sears Customer Service Center, Airport Business Park, the Greensboro Municipal Building Conference Room, the third floor addition to Four Seasons Town Center, the Molecular Biology and Glaxo Research Laboratories at the University of North Carolina at Chapel Hill, plus numerous aviation, office, educational, commercial, industrial, medical and manufacturing facilities throughout the state of North Carolina.

Later, she was able to utilize her MBA to customize smoother inventory operations, increase quality control, and maintain customer relations for a division of an international hair care and cosmetics company. While there, her division increased revenues, improved efficiency and maintained profitability—something rarely accomplished within one fiscal year. Today, her financial skills serve to assist some clients in obtaining funding for their projects.

Lolalisa made her mark in North Carolina by being selected for Leadership America—North Carolina where she actively served to contribute to the organization’s commitment to be a pre-

mier organization for women leaders. She also established a later footprint in

Orlando by overseeing the energy-efficient replacement of the energy-saving Multi-User Flight Information Display System (MUFIDS) at the Orlando International Airport. She was appointed and became quite active on Orlando’s Permitting Division Advisory Board and the Orlando Mayor’s Academy, all while serving at the Florida Citrus Sports organization. Lolalisa received a Volunteer of the Year Award from Florida Citrus Sports.

Earlier in her career, she maintained an ongoing relationship with North Carolina A&T State University. For eleven years, she made time to teach on an adjunct basis while continuing her industry ties and growing her practice. She believes that students need to see successful entrepreneurs who are willing to nurture and shape a portion of their lives. Lolalisa was able to begin her architectural practice as a sole proprietor in 1995, and has successfully taken the business to a “green” technology corporation saving clients operating dollars through practical and efficient sustainable decision-making, energy-and water consumption reduction, Department of Energy (DOE) deliverables, as well as critical and effective Program Management.

Today, she is one of the first one hundred African-American women in the entire United States licensed to practice architecture. She serves as President of a green consulting and sustainability corporation providing full-service holistic deliverables with projects in Virginia, North Carolina, Florida, Louisiana and Texas. She recently received reciprocity in Colorado and Massachusetts with a newly formed Denver address. She has served on various boards including the AIA, YWCA, Assisted Living, Christian Message through Art and more. She served as Board Chair of the Orlando Technical Community College downtown campus. Her dynamic negotiation skills have proven successful throughout the different environments and venues.

More recently, Lolalisa provided program management oversight for 1M+ sq ft of energy audits for Fort Bend County Texas. She established and monitors their DOE Energy Portfolio while managing a \$2.8M DOE Grant. She provided oversight for mechanical & solar retrofits, participates in CHP investigations, and provides LEED Consulting services for the County Senior Center. Another

current highlight involves serving as the LEED Administrator and Project Coordinator of the first rammed-earth commercial office building seeking LEED Gold certification located in Katy, Texas. That office building serves as the corporate headquarters for Tierra Eco Solutions and is currently tracking a 40% electricity savings. Her passion for professionalism, integrity and helping people improve their quality of life drives the team to create enduring 21st century solutions for all of her clients.

In conclusion, Lolalisa is an extremely diversified individual who has a rare gift of technical expertise and people skills, complimented with a clear understanding of finance and operational costs.



**Member Bio: LISA COLON HERON**

LISA COLON HERON is an associate with Smith Currie & Hancock. Lisa is Board Certified in Construction Law by the Florida Bar. Lisa represents contractors, suppliers, owners, design professionals, construction managers and sureties in public and private real estate and construction disputes. Lisa has experience in a wide range of construction disputes ranging from lien law, contract disputes, government contracting, bid protests and mistakes, Miller Act bonds, surety, condominium construction, licensing and arbitration. Lisa is deeply immersed in matters relating to small and disadvantaged business enterprises. She is a board member of the National Association of Minority Contractors, National Association of Black Women in Construction. In 2011 Lisa was appointed to the Florida Advisory Council on Small and Minority Business Development. She is a former fellow with the American Bar Association, Forum on Construction Industry. She has lectured on a variety of real estate and construction industry topics including construction contracts, construction insurance issues, construction lien law, public bidding, small business certifications and ethics. Lisa received her B.A. degree from the University of Miami and her J.D., cum laude, from the University Of Miami School Of Law. Lisa served as an Article and Comments editor on the International and Comparative Law Review and she was inducted in the Bar and Gavel Honor Society.

#### About Us

#### Our Mission

Founded to increase the national awareness of Black women in the construction industry. The charge of the National Association of Black Women in Construction (NABWIC) is to advocate for Black women to further opportunity for its membership. We advance the NABWIC mission, as our core foundation is strengthened, with the building blocks of new educational, entrepreneurial, professional and social network connections.

#### Our Vision

The vision of the National Association of Black Women in Construction (NABWIC) is to build lasting strategic partnerships with first-rate organizations and individuals that will provide groundbreaking and innovative solutions for black women in construction and their respective communities.

**SOURCE:** <http://nabwic.org>

# California Sub-Bid Request Ads



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

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Jepson Parkway Phase 2A**  
City of Fairfield  
Federal Aid Project No.: RPSTPL-5132(045)  
BID DATE: October 4, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Biologist, Natural Resources Protection Plan, Sweeping, Removal & Disposal of Hydrocarbon Contaminated Soil, SWPPP, Fencing, Cold Plane AC, Clearing & Grubbing, Subgrade Enhancement Fabric, Geocomposite Drain System, Erosion Control, Irrigation, Roadside Signs, Storm Drain, Permeable Material & Soil, Drainage Inlet Marker, Rock Slope Protection, Minor Concrete, Structural Retaining Wall, Standard Street Barricade, Delineator, Object Marker, MBGR, Striping & Marking, California Tiger Salamander Upland Restoration, Electrical, Remove Septic Tank, Remove Leach Field, Survey Monument, Sanitary Sewer, Adjust Utilities to Grade, Water Line and Construction Materials

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



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

## REQUEST FOR SBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Richmond-San Rafael Bridge Access Improvement Project**  
Bay Area Toll Authority BATA-013  
BID DATE: October 4, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Shuttle Service, Construction Area Signs, Traffic Control System, Type III Barricade, Flashing Beacon, Portable Changeable Message Sign, Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Fencing, Sweeping, Treated Wood Waste, Public Safety Plan, Protection Systems, Abandon Culvert, Abandon Inlet, Abandon Manhole, Adjust Utilities, Cold Plane AC, Refinish Bridge Deck, Polyester Concrete Overlay, Cap Inlet, Sand Backfill, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Structure Excavation, Structure Excavation (Type Z-2 Aerially Deposited Lead), Structure Backfill, Embankment, Rock Blanket, Planting & Irrigation, Erosion Control, Hydroseed, Compost, Lean Concrete Base, AC Dike, Rumble Strip, Tack Coat, Drill and Bond Dowel, Soil Nail, Furnish Piling, CIDH Concrete Pile, Structural Concrete-Bridge, Structural Concrete-Retaining Wall, Structural Concrete-Box Culvert, Minor Concrete (Minor Structure), Architectural Treatment, Bar Reinforcing Steel, Structural Shotcrete, Furnish Structural Steel (Bridge), Erect Structural Steel (Bridge), Signs and Sign Structures, Timber Retaining Wall, Prepare and Paint Postmile Markings, Underground, Geocomposite Drain, Rock Slope Protection, Gabion, Minor Concrete, Misc. Iron & Steel, Steel Bollard, Misc. Metal, Fencing, Turnpike Grade Curb System, Delineator, Object Marker, Midwest Guardrail System, Railings, Pedestrian Barricade, End Cap, Concrete Barrier, Alternative In-Line Terminal System, Bridge Rail, Striping & Marking, Pavement Marker, Electrical, Demolition 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 SBE Participation. Plans & Specs are available for viewing at our office.



**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:

**South Reservoir Replacement**  
Specification 2075

Owner: EBMUD  
375 11th Street, Oakland, CA 94607  
BID DATE: October 12, 2016 @ 1:30 PM

We hereby encourage responsible participation of White Men, White Women, Ethnic Minorities (Men and Women) and solicit their subcontractor or materials and/or suppliers and trucking quotation for the following types of work including but not limited to: Concrete, Fencing, Landscaping, Irrigation and Underground Utilities

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 may be downloaded from the District's website at (<http://www.ebmud.com/current-construction-bids>)

PSEC is willing to breakout any portion of work to encourage White Men, White Women, Ethnic Minorities (Men and Women) and solicit their subcontractor or materials and/or suppliers and trucking quotations as well as increase the expectations of meeting the DBE goal. If you require any assistance, please contact the Estimator Keith Donahue email him at [kdonahue@pacificstates.net](mailto:kdonahue@pacificstates.net) or call (925) 803-4333. Bids may be faxed to us at (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/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.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: VICTOR LE  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**JEPSON PARKWAY, PHASE 2A**  
Federal Aid Project No. RPSTPL-5132(045)  
DBE Goal Assigned is 18.35%

OWNER:  
CITY OF FAIRFIELD  
1000 Webster Street, Fairfield, CA 94533  
BID DATE: OCTOBER 4TH, 2016 @ 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:

**Biologist Consultant, Clearing and Grubbing/Demolition, Construction Site Management, Electrical, Erosion Control, Fencing, Hazardous Material, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Roadside Signs, Delineator-Markers, Structure Retaining Wall, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Permeable 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](http://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](http://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](http://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.



**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:

**Jepson Parkway Road Widening Project**  
City of Vacaville Contract No. 865-820288  
Federal Aid Project No.: BRLS 5094(067)  
BID DATE: October 18, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Water Pollution Control, Storm Water Annual Report, Construction Area Signs, Traffic Control System, Clearing & Grubbing, Minor Concrete, Geotextile Fabric, Pavement Delineation, Striping & Marking, Electrical, Relocate Fire Hydrant, Storm Drain, Adjust Utilities, Survey Monument, Roadside Signs, Planting & Irrigation, Import Topsoil, Bridge Removal, Structure Excavation, Structure Backfill, Water Line, Steel Piling, Structural Concrete, Minor Concrete (Stamped Concrete Median-Bridge), Drill and Bond Dowel, Joint Seal, Bar Reinforcing Steel, Rock Slope Protection, Tubular Bicycle Railing, Concrete Barrier, Tree Removal, Cold Plane AC, Geotextile Fabric, Object Marker, Precast Concrete Soundwall, Wood Barricade, Cable Railing 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.

## SUBSCRIBE TODAY

1 year subscription  
\$250.00

Call for more information  
800-800-8534

- Access up-to-date business news
  - Utilize SBE Bid services
  - Utilize business resources





# Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

**Contract No. 2623J(R) (ID No. FCE17036)  
RADIO STATION TWIN PEAKS TOWER  
REPLACEMENT (REBID)**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 19, 2016**, 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](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://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 to be done under this contract includes demolition of existing radio tower, construction of new radio tower, transferring/coordination of 3rd party radio equipment, fencing work, grading, lighting along Christmas Tree Point, San Francisco, California. The time allowed for completion is 365 consecutive calendar days. The Engineer's estimate is approximately \$610,000. For more information, contact the Project Manager, **May Chan** at 415-558-4568.

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

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

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

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

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

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **25%**. Call Selormey Dzikuun

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 22, 2016 at 10:00 a.m.** at 1 Christmas Tree Point Rd, Twin Peaks.

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.

9/22/16  
**CNS-2926321#  
SMALL BUSINESS EXCHANGE**

**DEPARTMENT OF MOTOR VEHICLES (DMV)**

**FENCING SERVICES  
AT THE SAN FRANCISCO  
DMV FIELD OFFICE - PROJECT NO. 16-260**

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to remove existing chain link fencing, ten (10) swing gates, concrete planter, and bushes & shrubs as shown on plan; install new 1,350 linear feet long, eight-foot (8') high perimeter ornamental fencing, which includes four (4) motorized rolling gates, one (1) keypad, two (2) pedestrian gates and forty-two (42) bollards as shown on plan. The Contractor shall provide a complete fence and gate design system, including all fence and gate structure, reinforcing and tensioning devices, gate and hardware including all rolling gate mechanisms, accessories, and electronic operation equipment and controls at the San Francisco DMV field office for the term of this Agreement.

The bidder shall possess a valid **C-13** contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract.

The bidder shall submit an original bid bond (equal to 10% of the total bid amount) at the time of bid submittal if **total bid amount exceeds \$281,000.00**. Estimated cost: \$450,000.00

**Bid Opening: October 27, 2016 at 2:30 PM**

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.caleprocure.ca.gov> <http://www.dgs.ca.gov>.

9/22, 9/29/16  
**CNS-2926888#  
SMALL BUSINESS EXCHANGE**

**City and County of San Francisco  
Outreach Advertising  
September 2016**

**CONCESSION OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT**

San Francisco International Airport is accepting proposals for the Terminal 3 Boarding Area F and Terminal 1 Boarding Area C Food and Beverage Concession Leases. The Request For Proposals includes 6 Quick Serve Restaurant Leases and 2 Sit-Down Restaurant and Bar Leases. The terms are six years with two one-year options for the Quick Serve Restaurants, and seven years with two one-year options for the Sit Down Restaurants. The minimum annual guaranteed rents for the first year of the Leases are between \$250,000.00 to \$1,000,000.00. The Airport intends to award the Leases to the highest-ranked, most responsive and responsible proposers. Each proposer must submit a proposal deposit in an amount between \$35,000.00 and \$125,000.00 as a guarantee that the proposer will execute a Lease if awarded. The Lease terms have been revised since the original release. Interested parties should review and make note of the changes. Small, local and disadvantaged businesses are encouraged to participate. Proposals must be received by 2:00 p.m. on Wednesday, September 14, 2016.

The RFP document is available online at <http://www.flysfo.com/business-at-sfo/current-opportunities>. For additional information, please contact Matthew McCormick at (650) 821-4500.

**COUNT ON WIC FOR HEALTHY FAMILIES**

WIC is a federally funded nutrition program for Women, Infants, and Children. You may qualify if you are pregnant, breastfeeding, or just had a baby; or have a child under age 5; and have a low to medium income; and live in California. Newly pregnant women, migrant workers, and working families are encouraged to apply. WIC provides Nutrition Education and Health information, breastfeeding support, checks for healthy foods (like fruits and vegetables), and referrals to medical providers and community services.

You may qualify for WIC if you receive Medi-Cal, CalFresh (Food Stamps), or CalWORKS (TANF) benefits. A family of four can earn up to \$3,747 before tax per month and qualify. Enroll early! Call today to see if you qualify and to make an appointment. Call San Francisco WIC Program at 415-575-5788. This institution is an equal opportunity provider.

**ASSESSMENT APPEALS BOARD (AAB)**

Notice is hereby given of 11 vacancies on the AAB. Applicants must have at least 5 years of experience as one of the following: Certified Public Accountant or Public Accountant; licensed Real Estate Broker; Property Appraiser accredited by a nationally recognized organization, or Property Appraiser certified by the California Office of Real Estate Appraisers. For additional information or to obtain an application, please call (415) 554-6778.

**LANGUAGE INTERPRETATION AVAILABLE UPON REQUEST  
CHINESE... SPANISH... FILIPINO**

Requests must be received 48 hours in advance required for interpretation. For more information see the BOS website [www.sfbos.org](http://www.sfbos.org), or call 415-554-5184.

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

**CNS-2918085#**

## New Economic Impact Study

Continued from page 2

The PwC study incorporates the most recent data from governmental and private sources.

- Franchise businesses provided more jobs in 2016 than wholesale trade; transportation and warehousing; nondurable goods manufacturing; and information (including software and print publishing, motion pictures and videos, radio and television broadcasting, and telecommunications carriers and resellers).
- Taking into account the indirect impact of franchised businesses, business format franchises support more than 13.2 million jobs, \$1.6 trillion in economic output for the U.S. economy and 5.8 percent of the Gross Domestic Product (GDP).
- Jobs supported because of franchise businesses were at least 10 percent of the private sector nonfarm workforce in 33 states, and at least 6 percent in every state except the District of Columbia.
- Quick service restaurants is the largest category, representing 25 percent of all franchise establishments, 45.5 percent of all franchise jobs, and 30.5 percent of GDP.
- The number of people employed by franchises is greatest in California, Texas, Florida, Illinois, and Ohio.
- Franchisees own and operate 88 percent of all business format franchise establishments and franchisors own and operate 12 percent.
- Of the sectors shown on page 2, only finance and insurance provided more jobs than franchised businesses:

The study was released in conjunction with IFA's Franchise Action Network Annual Meeting in Washington, D.C. which brings together more than 300 franchise business leaders to raise awareness with policymakers about the industry's economic contributions and the regulatory and policy environment impacting their continued success. IFA launched its @OurFranchise campaign, a nationwide public awareness and grassroots campaign in a three state tour this summer.

"This is clearly a robust marketplace, but headwinds persist which may erode the value proposition of the franchise model if not addressed by Congress. Franchise businesses have created record numbers of jobs, generated opportunity and economic growth in communities nationwide and returned tax dollars to help support the localities in which we operate," added Cresanti. "As we spend the next year educating the new Congress and administration our story through the IFA's @OurFranchise campaign, we hope to show policymakers from both sides of the aisle that this business model is worth promoting."

**About the International Franchise Association**

Celebrating 56 years of excellence, education and advocacy, the International Franchise Association is the world's oldest and largest organization representing franchising worldwide. IFA works through its government relations and public policy, media relations and educational programs to protect, enhance and promote franchising and the more than 733,000 franchise establishments that support nearly 7.6 million direct jobs, \$674.3 billion of economic output for the U.S. economy and 2.5 percent of the Gross Domestic Product (GDP). IFA members include franchise companies in over 300 different business format categories, individual franchisees and companies that support the industry in marketing, law, technology and business development.

**SOURCE: International Franchise Association**

**AUDIENCE PROFILE**

**Small Business Exchange, Inc.**

**Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses**

**The Small Business Exchange has the resources you need to succeed.**

# Fictitious Business Name Statement

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372410-00

Fictitious Business Name(s):  
**11th State Custom Clothiers**  
Address  
**550 Montgomery Street, Basement Level,  
San Francisco, CA 94111**  
Full Name of Registrant #1  
**Catherine Conway, LLC (CA)**  
Address of Registrant #1  
**2240 Fillmore Street #4,  
San Francisco, CA 94115**

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 **8/31/2016**

Signed: **Catherine Conway**

This statement was filed with the County Clerk of San Francisco County on **8/31/16**.

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  
8/31/16**

**9/8/16 + 9/15/16 + 9/22/16 + 9/29/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372553-00

Fictitious Business Name(s):  
**Brightday**  
Address  
**239 Broderick Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Brightday Technologies, Inc. (CA)**  
Address of Registrant #1  
**239 Broderick Street, San Francisco, CA 94117**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/9/2016**

Signed: **Richard Gray**

This statement was filed with the County Clerk of San Francisco County on **9/9/2016**

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  
9/9/16**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372202-00

Fictitious Business Name(s):  
**Bryan Isaac**  
Address  
**1714 Stockton Street, Suite 300-488, San Francisco, CA 94133**  
Full Name of Registrant #1  
**Bryan Schild**  
Address of Registrant #1  
**33 Edith Street, San Francisco, CA 94133**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/3/16**

Signed: **Bryan Schild**

This statement was filed with the County Clerk of San Francisco County on **8/17/16**

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

Filed: **Fallon Lim  
Deputy County Clerk  
8/17/2016**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372056-00

Fictitious Business Name(s):  
**Ciao Transport Services**  
Address  
**375 Joost Avenue, San Francisco, CA 94131**  
Full Name of Registrant #1  
**Stephen T. Chau**  
Address of Registrant #1  
**375 Joost Avenue, San Francisco, CA 94131**

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

Signed: **Stephen T. Chau**

This statement was filed with the County Clerk of San Francisco County on **8/8/2016**.

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: **Alex Liang  
Deputy County Clerk  
7/27/2016**

**9/1/16 + 9/8/16 + 9/15/16 + 9/22/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372648-00

Fictitious Business Name(s):  
**Cleantech Group**  
Address  
**600 California Street, 11th Floor,  
San Francisco, CA 94108**  
Full Name of Registrant #1  
**CTG: I LLC (DE)**  
Address of Registrant #1  
**600 California Street, 11th Floor,  
San Francisco, CA 94108**

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 **1/15/2016**

Signed: **Richard Youngman, CEO**

This statement was filed with the County Clerk of San Francisco County on **9/15/2016**

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  
9/15/16**

**9/22/16 + 9/29/16 + 10/6/16 + 10/13/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372445-00

Fictitious Business Name(s):  
**CLT Construction Services**  
Address  
**280 Newhall Street, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Carla Tucker**  
Address of Registrant #1  
**280 Newhall Street, San Francisco, CA 94124**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/22/16**

Signed: **Carla Tucker**

This statement was filed with the County Clerk of San Francisco County on **9/2/16**

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  
9/2/16**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372585-00

Fictitious Business Name(s):  
**KLOZ Brand Real Estate & Finance**  
Address  
**1444-18th Avenue, San Francisco, CA 94122**  
Full Name of Registrant #1  
**eHOT Technology Inc. (CA)**  
Address of Registrant #1  
**1444-18th Avenue, San Francisco, CA 94122**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/3/2016**

Signed: **Pierce Smith**

This statement was filed with the County Clerk of San Francisco County on **9/13/2016**

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: **Alex Liang  
Deputy County Clerk  
9/13/16**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372242-00

Fictitious Business Name(s):  
**Pedicab Events**  
Address  
**2360 Martinez Avenue, San Francisco, CA 94553**  
Full Name of Registrant #1  
**Scott Myerson**  
Address of Registrant #1  
**2360 Martinez Avenue, San Francisco, CA 94553**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/19/2016**

Signed: **Scott Myerson**

This statement was filed with the County Clerk of San Francisco County on **8/19/16**.

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  
8/19/16**

**9/1/16 + 9/8/16 + 9/15/16 + 9/22/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372468-00

Fictitious Business Name(s):  
**Principled Movement**  
Address  
**2130 12th Avenue, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Rachel Anne Reis**  
Address of Registrant #1  
**2130 12th Avenue, San Francisco, CA 94116**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/1/2016**

Signed: **Rachel Reis**

This statement was filed with the County Clerk of San Francisco County on **9/6/2016**.

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  
9/6/2016**

**9/8/16 + 9/15/16 + 9/22/16 + 9/29/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372337-00

Fictitious Business Name(s):  
**Saucy Asian**  
Address  
**3801 17th Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Shinn & Sons, Inc. (CA)**  
Address of Registrant #1  
**14 Vallejo Dr., Millbrae, CA 94030**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/26/2016**

Signed: **Doug Shinn**

This statement was filed with the County Clerk of San Francisco County on **8/26/16**.

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: **Alex Liang  
Deputy County Clerk  
8/26/16**

**9/1/16 + 9/8/16 + 9/15/16 + 9/22/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372468-00

Fictitious Business Name(s):  
**Sparks Partys**  
Address  
**627 Lyon Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Essa Sadon**  
Address of Registrant #1  
**627 Lyon Street, San Francisco, CA 94117**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/6/16**

Signed: **Essa Sadon**

This statement was filed with the County Clerk of San Francisco County on **9/6/16**

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  
9/6/2016**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372623-00

Fictitious Business Name(s):  
**Thompson Salvage**  
Address  
**1475 Donner Avenue, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Thompson Salvage, LLC. (CA)**  
Address of Registrant #1  
**553A Clipper Street, San Francisco, CA 94114**

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 **9/14/2016**

Signed: **Eric Thompson**

This statement was filed with the County Clerk of San Francisco County on **9/14/2016**

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  
9/14/16**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372369-00

Fictitious Business Name(s):  
**Veranda Travel**  
Address  
574 Hearst Avenue, San Francisco, CA 94112  
Full Name of Registrant #1  
**Pamela Jeung**  
Address of Registrant #1  
574 Hearst 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 **8/29/2016**

Signed: **Pamela Jeung**

This statement was filed with the County Clerk of San Francisco County on **8/29/16**.

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**  
8/29/16

9/1/16 + 9/8/16 + 9/15/16 + 9/22/16

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372388-00

Fictitious Business Name(s):  
**World Green Salad Sandwich**  
Address  
276 Imperial Dr. Apt 6, Pacifica, CA 94044  
Full Name of Registrant #1  
**Roberto A. Rodrigues Saldanha**  
Address of Registrant #1  
276 Imperial Dr. Apt 6, Pacifica, CA 94044

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

Signed: **Roberto A. Rodrigues Saldanha**

This statement was filed with the County Clerk of San Francisco County on **8/30/16**

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**  
8/29/16

9/1/16 + 9/8/16 + 9/15/16 + 9/22/16

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372553-00

Fictitious Business Name(s):  
**Urgent Rooter and Plumbing, Inc.**  
Address  
101 Otsego Avenue,  
San Francisco, CA 94112  
Full Name of Registrant #1  
**Urgent Rooter and Plumbing, Inc. (CA)**  
Address of Registrant #1  
101 Otsego Avenue,  
San Francisco, CA 94112

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/20/1996**

Signed: **Albert CK Lee, President**

This statement was filed with the County Clerk of San Francisco County on **9/07/2016**

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: **Jesse Lazo**  
**Deputy County Clerk**  
9/07/16

9/22/16 + 9/29/16 + 10/6/16 + 10/13/16

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372094-00

Fictitious Business Name(s):  
**Nicole Janitorial**  
Address  
1164 Fitzgerald Avenue, San Francisco, CA 94124  
Full Name of Registrant #1  
**Roci D. Medrano**  
Address of Registrant #1  
1164 Fitzgerald Avenue, San Francisco, CA 94124

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Roci D. Medrano**

This statement was filed with the County Clerk of San Francisco County on **8/10/2016**.

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
8/10/2016

8/11/16 + 8/18/16 + 8/25/16 + 9/1/16

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372741-00

Fictitious Business Name(s):  
**Green Collar Bookkeepers**  
Address  
130 Rice Street, San Francisco, CA 94112  
Full Name of Registrant #1  
**Oksana Piskov**  
Address of Registrant #1  
130 Rice Street, 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 **Not Applicable**

Signed: **Oksana Piskov**

This statement was filed with the County Clerk of San Francisco County on **9/21/2016**

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: **Alex Liang**  
**Deputy County Clerk**  
9/21/16

9/22/16 + 9/29/16 + 10/6/16 + 10/13/16

## 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.) H Cafe**  
Located at **3801 17th Street, San Francisco, CA 94110**

This fictitious business name was filed in the County of San Francisco on **11/30/2015** under file **0368073**

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

Full Name of Registrant #1  
**Shinn & Sons, Inc (CA)**  
14 Vallejo Dr.  
Millbrae, CA 94030

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

Signed: **Doug Shinn**

This statement was filed with the County Clerk of San Francisco County on **8/26/2016**.

Filed: **Alex Liang**  
**Deputy County Clerk**  
8/26/16

9/1/16 + 9/8/16 + 9/15/16 + 9/22/16

# Sub-Bid Request Ad

Sub-Bids Requested from qualified MBE/WBE/SBE/DVBE Subcontractors and Suppliers For:  
**MAIN WASTEWATER TREATMENT PLANT INFLUENT PUMP STATION ODOR CONTROL SYSTEM UPGRADE PHASE 1 AND AERATED GRIT PIPING REPLACEMENT**  
**Owner: East Bay Municipal Utility District**  
**Location: Oakland, CA**  
**Bid Date: October 12, 2016 @ 1:30 P.M.**

**J.F. Shea Construction, Inc.**  
667 Brea Canyon Road, Suite 30 • Walnut, CA 91789  
Phone: (909) 595-4397 • Fax: (909) 444-4268  
Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Asbestos Abatement, Reinforcing Steel, Ready-Mix Concrete, Precast Concrete, Structural Steel, Miscellaneous Metals, FRP, Roofing, Sheet Metal, Signage, Painting & Coatings, HVAC, Electrical and Instrumentation

Plans and Specifications are available from: A free download is available from East Bay Municipal Utility District's website at <http://www.ebmud.com/current-construction-bids> or by calling the Project and Construction Management Section at (510) 287-1754. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

## MBDA Partners with U.S. Census and The Kauffman Foundation to release first ever Annual Survey of Entrepreneurs

The U.S. Department of Commerce's Minority Business Development Agency (MBDA) in partnership with the U.S. Census Bureau and the Ewing Marion Kauffman Foundation recently released the first ever Annual Survey of Entrepreneurs. The survey, which highlights data from 2014, is designed to supplement the U.S. Census Bureau's Survey of Business Owners (SBO) conducted every five years. The most recent SBO data was released in December 2015.

The Annual Survey of Entrepreneurs provides a detailed socio-economic portrait of the nation's employer businesses broken down by gender, ethnicity, race, and veteran status. Unlike the previous SBO, the Annual Survey of Entrepreneurs provides more recent information, including the number of years a firm has been in business.

"This survey is a game changer for us and for the Nation," said MBDA National Director Alejandra Y. Castillo. "We now have even greater access to timely data that will help us identify significant trends and determine how to best use our federal resources to support minority entrepreneurs. Most importantly, we have the opportunity through our partnership with the U.S. Census Bureau and the Kauffman Foundation to share this same tool with communities, entrepreneurs and business leaders."

### Major highlights of the inaugural Annual Survey of Entrepreneurs include:

- Among the 5.4 million U.S. firms with paid employees, 481,981, or 8.9 percent, had been in business for less than two years in 2014.
- The nation's firms employed 115.1 million people and generated \$33.0 trillion in receipts. Annual payroll totaled \$5.6 trillion, or approximately \$48,997 per employee.
- Among the 5.4 million U.S. firms with paid employees, 481,981, or 8.9 percent, had been in business for less than two years in 2014.

- Of the 949,318 minority-owned firms with paid employees, more than half at 506,595 (53.4 percent) were Asian-owned; 108,473 (11.4 percent) were black or African American-owned; 26,757 (2.8 percent) were American Indian or Alaska Native-owned; 4,701 (0.5 percent) were Native Hawaiian and other Pacific Islander-owned; and close to a third 298,563 (31.5 percent) were Hispanic-owned.

- Women entrepreneurs owned approximately 1.1 million employer firms, or 19.4 percent, with receipts totaling \$1.3 trillion, or 4.0 percent. Of these, 10.8 percent had been in business for less than two years, whereas 1.9 percent had been in business for 16 or more years.

More than one third (36.0 percent) of the 50 most populous metropolitan statistical areas had approximately 20.0 percent or more minority ownership of their employer businesses.

To view the complete survey visit [www.Census.gov](http://www.Census.gov)

### About the Minority Business Development Agency (MBDA)

MBDA, [www.mbda.gov](http://www.mbda.gov), is the only Federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses. Our programs and services better equip minority-owned firms to create jobs, build scale and capacity, increase revenues and expand regionally, nationally and internationally. Services are provided through a network of MBDA Business Centers. After 47 years of service, MBDA continues to be a dedicated strategic partner to all U.S. minority-owned businesses, committed to providing programs and services that build size, scale and capacity through access to capital, contracts and markets. Follow us on Twitter @usmbda.

SOURCE: <http://www.mbda.gov>

## Cypress Mandela Training Center, Inc.



### FOURTH ANNUAL FUNDRAISING GOLF CLASSIC



Monday, September 26th 2016

### Sequoyah Country Club

4550 Heafey Road  
Oakland, California

### FEATURING

Hole-in-One - Prizes - Truck & Car  
Longest Drive  
Closest to Pin  
Awards Dinner & Raffle Contest  
*Special Guest Appearance*  
*Lenny Williams*

#### Cypress Mandela Training Center, Inc.

**Making Life Changes  
for the Future Workforce**

CMTC is a community based 501 c (3) non-profit organization dedicated to improving the lives of the people it serves by providing construction and life-skills training along with career assistance.

All donations to the training center are tax deductible. Students receive 16 weeks of hands-on and classroom training that directly trans-

lates to the pre-apprenticeship skills necessary to enter into a career in the construction industry.

We follow a boot camp style format that emphasizes substance free healthy living, financial management, work skills and daily exercise, along with math literacy and construction skills.

Classes are held every weekday from 7 am to 3:30 pm. Experts in various fields teach alongside our regular instructors.

## CYPRESS MANDELA TRAINING CENTER, INC. FOURTH ANNUAL GOLF CLASSIC 2016

Welcolme to the 4th Annual CMTc Golf Classic Tournament. This golf event provides an avenue of fundraising to enable CMTC to continue to provide ongoing pre-apprenticeship construction training and employment assistance to both men and women.

### DATE, TIME & PLACE

**Date:** Monday, September 26, 2016

**Time:** 8:00 a.m. - Registration  
10:00 a.m. - Shotgun Start  
(Foursome Scramble/Best Ball)  
3:30 p.m. - No Host Cocktails  
4:00 p.m. - Dinner  
5:00 p.m. - Golf Awards & Raffle

**Course:** Sequoyah Country Club - (4550 Heafey Rd.)

**Directions: From Downtown Oakland:** Take I-580 east & exit @ Keller Ave: Make left onto Keller Ave: Go to Sequoyah Rd. & make right :Go to Heafey Rd. & make left to golf course entrance gate.

**Directions:From Hayward:** Take I-580 west & exit @ Golf Links Rd.:Make right on Golf Links Rd.: Go short distance to Mountain Blvd. & make left turn: Go to Sequoyah Rd. & make right turn: Go to Heafey Road & make right turn to the golf club entrance gate.

**Contact # 510-208-7352**

**You can download the full brochure and  
sign up sheet at the link below**

<http://goo.gl/uHufal>

Instructors from UC Berkeley's Labor Occupational Health Program, Laney College, International Chemical Workers Union and industry expert guest teach classes regularly.

The program has received local and national awards and has established itself as the foremost construction training program in the Bay Area.

