

# SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

## 5 Ways You Can Help Flint, Michigan Amid The Water Crisis



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By Sarah Grossman

The residents of Flint, Michigan, are facing an unprecedented water crisis as their sinks, bathtubs and water hoses have been gushing lead-contaminated water for more than a year.

"It's a disaster," Gov. Rick Snyder of Michigan told the National Journal.

In April 2014, the city began tapping the polluted Flint River for water to cut costs instead of using Detroit's supply from Lake Huron. Almost two years later, the Flint mayor says they are facing a \$1.5 billion tab to fix it.

People across the country are outraged as Gov. Snyder has ignored calls from city residents -- who are disproportionately poor and black -- about the discolored water for months, according to The New York Times. After the governor repeatedly assured people the water was safe, researchers confirmed in September that it contained dangerous levels of lead due to pipe corrosion.

Among the most concerned are Flint parents, with thousands of children who could potentially experience brain damage from the lead poisoning.

Children exposed to lead poisoning can experience permanent damage, according to the World Health Organization. Lead can seriously affect children's cognitive and physical development, leading to issues from lower IQs and aggression problems, to anemia and kidney dysfunction.

In response, groups on the ground are making a real difference as they organize to bring safe, clean water to Flint residents.

Here's how you can help support the Flint Community during this state of emergency:

### 1. Donate To The People Bringing Clean Water To Flint Families

The United Way of Genesee County has set up a dedicated Flint Water Fund. 100 percent of the money donated goes to buying filters and bottled water for Flint residents, as well as other emergency support services and prevention efforts.

"Communities go through various kinds of crises and challenges," Jamie Gaskin, the CEO of United Way, told Lansing State Journal. "Everyone is trying to find their way forward in the best way we can."

According to the Fund's website, they have already sourced more than 10,000 filter systems, and are paying a driver for daily filter and water distributions.

### 2. Support The Researchers Keeping The Public Informed

The Flint Water Study is an independent research team at Virginia Tech. The scientists volunteer their time to study Flint's tap water and inform residents of lead levels and their impacts through an online repository of data and information.

The group collects lead kits from Flint residents and have analyzed hundreds so far, according to their website. They then call to inform residents with "considerably high" lead in their water.

To support the Flint Water Study, donate to their GoFundMe campaign.

### 3. Fund The Organizations Supporting Critical Public Health Services

The Community Foundation of Greater Flint (CFGF) is asking for nationwide donations to the Flint Child Health and Development Fund. Funds will support "public health, medical and community-based services" to address the impact of the water crisis on Flint families.

"If there was ever a time to invest in our children, it is now," said Dr. Mona Hanna-Attisha in a press release for the CFGF.

Dr. Hanna-Attisha helped expose the Flint water crisis, according to Democracy Now, by heading the September study that revealed elevated lead-levels in the blood of children under five in Flint. Even as state officials dismissed her findings, she continued to demand action.

### 4. Live In Flint? Bring Cash And Water Directly To Those Who Are Helping

Flint Community Schools accepts both cash donations and bottled water, according to Lansing State Journal. You can make a donation to your neighborhood school on weekdays or call the district's finance office at 810-767-6030. To schedule a bottled water drop off, contact 810-760-1310.

The Flint Community Schools will be partnering with several organizations to help recycle the thousands of bottles of water they use during the Flint water crisis, according to MLive.com.

"As our students, teachers and staff get through this water crisis, they have also been mindful of the need to recycle empty water bottles," said Flint Community Schools Superintendent, Bilal Tawwab, in a media release.

The Catholic Charities of Genesee County are also accepting cases of water, filter kits, cash or checks at the Center for Hope, 517 E. Fifth Ave., Flint. They distribute the clean water to families

■ Continued on page 9

# Community Outreach

## Apple makes progress on gender, racial diversity

By Sai Sachin R

Apple Inc has made progress on boosting gender and racial diversity in its U.S. workforce, a regulatory document filed by the iPhone maker showed.

Several Silicon Valley companies have been criticized for the lack of diversity and have been facing increasing pressure to diversify their largely male, mostly white workforces.

Apple added 1,475 black employees in the thirteen months ended Aug. 1, 31 percent more than a

year earlier, the filing showed on Tuesday.

The company added 24 percent more Hispanic workers and 29 percent more Asians, compared with numbers reported in a July 2014 filing.

Black employees formed 8.7 percent of the total U.S. workforce as of August, rising slightly from 8 percent in the previous period.

About 30 percent of Apple's U.S. employees were females as of August, compared with 28.7 percent.

Of the 103 executive and senior management positions, 86 were held by white employees, 12 by

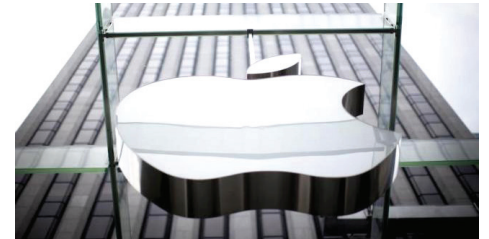
Asians, 4 by black employees and 1 by a hispanic, the document filed with the U.S. Equal Employment Opportunity Commission showed.

Overall, Apple had 72,494 U.S. employees as of August, up 21.1 percent from the previous period.

Twitter, in its most recent report on worker demographics, said 66 percent of its global workforce was male and 59 percent of U.S. employees were white.

(Reporting by Sai Sachin R in Bengaluru; Editing by Saumyadeb Chakrabarty)

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



An Apple logo hangs above the entrance to the Apple store on 5th Avenue in the Manhattan borough of New York City, July 21, 2015. (Photo: Reuters/Mike Segar)

## California Sub-Bid Request Ads

### RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

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

**STATE HIGHWAY IN ALAMEDA COUNTY, ON OAKLAND NEAR MORAGA AVE. NB ON-RAMP**  
**Caltrans Contract No. 04-1SS024**

**DBE Goal: 11%**

**Engineer Estimate: \$3,550,000 – 290 Working Days**

**Bids: February 2, 2016 @ 2:00pm**

Requesting Sub-quotes for (including but not limited to: Pipe Supplier, Construction Area Signs, Traffic Control, Cold Plane, Clear and Grub, Landscaping, Hydroseeding, Erosion Control, Irrigation, AC Dike, CIDH Piles, Reinforcing Steel, Shotcrete, Signs Roadside, Clean & Paint Steel, Fencing, MBGR, Metal Railing, Concrete Barrier, Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP, Water Truck, Sweeper, Trucker, Steel Soldier Piles, and Timber Lagging.

**Scope of Work:** Repair landslide on SR-13 at the Moraga Avenue northbound on-ramp.

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

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

### McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Robert Herrera • An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for  
**Amador County - New York Ranch Road / Ridge Road Intersection Improvement Project**  
**Project No. 5515 & 5535 • Location: Jackson, CA**

**Bid Date: February 4, 2016 @ 1:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: construction area signs; traffic control; crash cushion modules; SWPPP; clearing & grubbing; demolition; tree removal; hydroseeding; slurry seal; AC dike; masonry walls; minor concrete; striping/signs; fencing; metal beam guard rail; concrete barrier; and electrical. 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.

### SUKUT CONSTRUCTION

Requests proposals/quotes from qualified and certified MBE/WBE/DBE/DVBE/OBE/SBE Subcontractors, Suppliers, Truckers, and Service Providers for the following (but not limited to) work: Underwater Structures Construction, Rebar, Cement Deep Soil Mixing (CDSM), Process Systems, Hydraulic Seeding, Erosion Control, Utilities, Communications Systems, Electrical, Cast-in Place Concrete, AC Paving, Pipe Welding, Fence & Gates, Construction Surveying, Selective Demo, Sand & Gravel, Petroleum, Precast Concrete Specialties, Hot-Dip Galvanizing, Structural Steel Framing, Steel Decking, Access & Vault Hatches, Metal Fab, Epoxy Coatings, Non-Shrink Grouting

**Chabot Dam Seismic Upgrade**  
**Specification 2107**

**Located in Alameda County, California**  
**East Bay Municipal Utility District**

**BID DATE February 10, 2016 @ 1:30 p.m.**

**Sub & Vendor Bids Due Prior**

**Fax all proposals/quotes to 714-545-2003**

### Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Jerry Pabbrowee

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

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

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

**Sukut Construction, LLC**  
An Equal Opportunity Employer

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Continued on page 2

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# Events & Seminars



**Name:** SF Biz Connect Event at Pinterest  
**Date:** February 2, 2016  
**Time:** 6:00 PM - 8:00 PM PST  
**Event Description:**  
**SF Biz Connect Event at Pinterest**  
Are you a local company looking to do business with large Bay Area companies?  
Are you a large company looking to source local but not certain how?  
Join SF Biz Connect for a panel discussion moderated by Charlie Hale, Head of Public Policy and Community Partnerships at Pinterest. The panel will include representation from large and small companies highlighting their success and advice to shop local, followed by audience question and answer.  
Appetizers will be served on behalf of the Chef at Pinterest along with refreshments.  
See more at: <http://business.sfchamber.com/events/details/sf-biz-connect-event-at-pinterest-4984#sthash.YTr4vanZ.dpuf>

**2016 SUPER BOWL BREAKFAST**  
FEATURING THE BART STARR AWARD  
**Name:** 2016 Super Bowl Breakfast  
**Date:** February 6, 2016  
**Time:** 8:00 AM - 10:00 AM PST  
**Website:** 2016 Super Bowl Breakfast  
**Event Description:**  
**2016 Super Bowl Breakfast**



Thomas Davis of the Carolina Panthers

The NFL-sanctioned Super Bowl Breakfast will feature the presentation of the Bart Starr Award to **Thomas Davis of the Carolina Panthers**, voted on by his peers in the NFL, for outstanding character, integrity and community service. Tony Dungy, Brent Jones, Roger Staubach, Mike Ditka, Jerry Kramer, Clark Hunt and Benjamin Watson will help us celebrate Super Bowl 50!  
See more at: <http://business.sfchamber.com/events/details/2016-super-bowl-breakfast-4989#sthash.WVsyAGj6.dpuf>

Join the Chamber and the San Francisco Business Times for:

PIZZA AND PROSPECTING

Wednesday January 27  
12-1 p.m.

SAN FRANCISCO BUSINESS TIMES



**Name:** Pizza & Prospecting  
**Date:** January 27, 2016  
**Time:** 12:00 PM - 1:00 PM PST  
**Website:** <http://www.bizjournals.com/sanfrancisco/>  
**Event Description:**  
**Pizza and Prospecting with the San Francisco Business Times**  
Join fellow Chamber members for a pizza and prospecting event. Come network, learn and sample the pizza provided by Extreme Pizza.  
Join Mike Fernald, Audience Development Director of the San Francisco Business Times for this special workshop. Mike will share strategies, quick tips and action items to keep your sales pipeline full and get more out of your networking to bolster your bottom line.  
In 30 minutes you will learn:  

- Identify new prospects and leads from the Business Times' in print and online.
- Leverage the top 25 lists, Book of Lists and editorial Calendar.
- Become a trusted resource for your business networking

Who should attend: Sales teams, marketing professionals, team leaders, small business owners, and anyone responsible for business development.  
See more at: <http://business.sfchamber.com/events/details/pizza-prospecting-4982#sthash.3oRfUD9h.dpuf>

# Hartford, CT Sub-Bid Request Ads

M/WBE BIDDING OPPORTUNITY

M/WBE firms must be certified as follows: To constitute a MBE or WBE for the purpose of meeting the agency thresholds, an enterprise must be formally certified as such by at least one of the following entities: The Connecticut Department of Administrative Services, The Connecticut Department of Transportation, The Federal Environmental Protection Agency, The Federal Small Business Administration OR other states as evidenced by the appropriate state certificate which specifies the applicable WBE or MBE designation. In the event the certificate from a state other than Connecticut does not contain the applicable designation, the certificate should be presented to the Owner (The Metropolitan District) for review and consideration.  
Shea-Skanska Joint Venture invites qualified contractors, specifically M/WBEs certified by the agencies and requirements listed above, to contact Shea-Skanska JV (Prime Bidder/Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shaft project.  
The Work under this contract is located in South Hartford, Connecticut. The participation rates are 3% for MBEs and 5% for WBEs of the total contract price. Additionally, the goals are 6% MBE and 5% WBE. The Work consists of the construction of a deep rock tunnel, drop shafts, and an odor control facility along with support equipment and accessories as shown and specified.  
**Owner: The Metropolitan District**  
**South Hartford Conveyance and Storage Tunnel: Tunnel and Shaft Construction**  
**Contract No. 2 (2015B-27)**  
**BID DATE: February 25, 2016 AT 2:00 PM**  
Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, mechanical rock excavation, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, landscaping, dewater pump station, pest control, IT services, waste disposal, cleaning services, and security services.  
Any business seeking to participate as a M/WBE must submit current valid certification documents with proposal. We have set up an FTP site where you can view all plans and specifications for your convenience. Please contact Brett Campbell at (909) 594-0982 ([brett.campbell@jfshea.com](mailto:brett.campbell@jfshea.com)) to receive instructions on accessing the FTP Site.

**Shea-Skanska Joint Venture**  
**(J.F. Shea Construction, Inc. – Skanska USA Civil Northeast Inc.)**  
**667 Brea Canyon Road, Suite 22, Walnut, CA 91789**  
**909-595-4397, 909-869-0827 (fax)**



**IMPORTANT NOTICE TO DBE**  
**If you are a Disadvantaged Business Enterprise (DBE)**  
**who is serious about participating**  
**in state and federal DOT construction projects,**  
**you need to be listed in the SBE Database®.**  
**Visit [www.sbeinc.com](http://www.sbeinc.com) or call 1-800-800-8534 to join.**  
**A service of the Small Business Exchange®**

**Visit [www.sbeinc.com](http://www.sbeinc.com)**  
**to download the latest SBE Newspaper and Newsletter**

# California Sub-Bid Request Ads

American Bridge Company

1000 American Bridge Way • Coraopolis, PA 15108

412-631-1000 • Fax 412-631-2003

American Bridge Company continues to solicit Disadvantaged Business Enterprises (DBE) to submit pricing for labor, materials, equipment and supplies associated with the Golden Gate Bridge, Highway and Transportation District (District) Bid for Contract No. 2016-B-1, Golden Gate Bridge Physical Suicide Deterrent System and Wind Retrofit whose Bid Date has been REVISED to Tuesday, March 08, 2016, at 2:00 p.m., PT.  
Please refer to our prior solicitation for additional details regarding this Project. Interested DBE Firms should contact Bruce Luu at (412) 631-1047 or [Bluu@americanbridge.net](mailto:Bluu@americanbridge.net)

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard, Donat Galicz or Victor Babbitt • An Equal Opportunity Employer

REQUEST FOR DBE & SBE SUBCONTRACTORS AND SUPPLIERS FOR:

East Bay Bus Rapid Transit Project

Infrastructure and Station Platforms

AC Transit

IFB #2016-1354

BID DATE: February 3, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Construction Survey, Stormwater Pollution Control Plan, Clearing & Grubbing, Water Pollution Control, Subgrade Enhancement Geosynthetic (Class B1 Geotextile), Adjust Utilities, Cold Plane AC, Slurry Seal, Tack Coat, Portland Cement Concrete Pavement, Minor Concrete, Concrete Station Platform Curb, Detectable Warning Surface, Parking Space Meters, Pedestrian Barricade, Colored Stamped Concrete, Manhole, Catch Basin Insert, Architectural Fence, Artistically Enhanced Handrail and Windscreen Panels, Concrete Pipe, Iron Pipe, Sewer Pipe, Building Sewer Connection, Sanitary Sewer Cleanout, Sanitary Sewer Manhole, Traffic Signal & Lighting, Landscape & Irrigation, Painted Curb & Striping, Thermoplastic Striping & Marking, Object Marker, Pavement Marker, Roadside Signs, Bollard, Contract Arborist, Precast Architectural Pavers, Rain Even Action Plan, Storm Water Annual Report, Temporary Hydraulic Mulch, Temporary Fencing, Sweeping, Abandon Culverts, Cap Inlet, Jointed Plane Concrete Pavement, Off-Platform Wayfinding Signage, Reinforced Concrete Box Culvert, Inlet Frame & Grate, Concrete Forming and Accessories, Cast-In-Place Concrete, Structural Steel Framing, Benches, Map Display, Detectable Directional Surface, Walking Deterrent Dome, Contrasting Warning Strip, Tubular Handrailing, Windscreen, CCTV System, Communication Cabinets, Public Address System, Station Conduits and Junction/Outlet Boxes, Central Command and Communication, Conductors (Cable), Ticket Vending Machine, Magnetic Ticket Handheld Devices, Clipper Mountain Pole, Centralized Fare Collection, Electrical, Testing, Waterlines, Tree Grates, Temporary Erosion Control, Hazardous & Contaminated Material Removal and Construction Materials.  
  
100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the AC Transit website at <http://www.actransit.org/acpronet/east-bay-bus-rapid-transit-brt-project-infrastructure-and-station-platforms/>

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Bill Jensen • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Petaluma Complete Streets Project

City Project No. C16101416

City of Petaluma

BID DATE: January 27, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Changeable Message Signs, Storm Water Management and Sediment/Erosion Control, Grinding, Adjust Utilities, Minor Concrete, Steel Bollard, Roadside Signs, Striping & Marking, Vehicle Detectors, Flashing Beacon System, Crack Sealing, Loop Detector, Pavement Mat and Construction Materials.  
  
100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the City's at <http://cityofpetaluma.net/pubworks/bidding-opportunities.html>

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

MBE/WBE Subcontractor/Supplier Bids Requested For:

Chabot Dam Seismic Upgrade

East Bay Municipal Utility District

Contract No. 2107

Bid Date: February 10th, 2016 until 1:30PM

Fax all quotes to 510-777-5099

Requesting certified MBE/WBE Subcontractor and Supplier Quotes on: Misc. Supplies, Safety, Landscaping, Petroleum, Sand & Gravel, Asphalt, Concrete & Cement, Rebar, Steel, Lumber, Pipe, Fencing, Electrical & Signals, Tools, Staking, Signs, Clear & Grub, Dust Palliative, Grading, Ditches Excavation, Embankment Construction, Imported Borrow, Hydroseeding, Erosion Control, Irrigation System, Aggregate Subbase, Aggregate Base, Concrete Structure, Minor Concrete Structure, Concrete Surface Finish, Reinforced Concrete Pipe, Filter Fabric, Permeable Material, Concrete-Rock Slope Protection, Concrete & Curb Sidewalk, Misc. Metal, Fencing, Bottom Dump Trucking, Flat Bed Trucking, Hazardous Substance Material, Survey, Retainer Walls, Asbestos Removal, Equipment Rental, Demolition  
  
Plans and specifications are available for download at no charge by visiting <http://www.ebmud.com/current-construction-bids>. Plans and specifications are also available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.  
  
Subcontractors and Suppliers interested in this project may contact Osama Martell by phone at (510) 777-5057.  
  
100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Bill Jensen • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Concord Various Streets Preservation Project

City Project No. 2292, Federal Project No. CML 3135(053)

City of Concord

BID DATE: February 10, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, Construction Area Signs, Water Pollution Control Plan, Minor Concrete, Cold Plane AC, Speed Table, Adjust Utilities to Grade, Striping & Marking, Curb Paint, Markers, Roadside Signs, Loop Detector, Water Barrier, Red Oak Tree, Catch Basin Insert, Full Depth Reclamation, Quicklime Plus, and Construction Materials  
  
100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the City's at <http://cityofpetaluma.net/pubworks/bidding-opportunities.html>

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

San Tomas Expressway Projects

El Camino Real to Homestead Road

County of Santa Clara

BID DATE: February 18, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Type III Barricade, SWPPP, Adjust Utilities, Tree/Bird Survey, Clearing & Grubbing, Hydroseed, Roadside Signs, Untreated Lumber & Timber, Soundwall, CIDH Concrete Piling, Temporary Fence with Privacy Screen, Underground, Curb & Gutter, Minor Concrete, Storm Drain Manhole, Concrete Paver, Fencing, Removable Bollard, Transition Railing, Terminal System, Concrete Barrier, Striping & Marking, Signal Pole and Foundation, Electrical, Detector Loop, Cold Plane AC, Structure Excavation, Structure Backfill, Crack Seal/Filler, AC Dike, Retaining Wall, Microsurfacing, Sound Wall – Precast Panels & Columns, Bioretention Swales, Misc. Iron & Steel and Construction Materials  
  
100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office.



# California Sub-Bid Request Ads

## Granite Rock Company

7700 Edgewater Drive, Building B, Suite 300  
Oakland, CA 94621

Phone (510) 729-5075 Fax (510) 729-5079

Contact: Patrick McDonald

Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE & DBE  
SUBCONTRACTORS/SUPPLIERS FOR:

**AC Transit East Bay Bus Rapid Transit Project  
Infrastructure and Station Platforms**

**IFB #: 2016-1354**

**Owner: Alameda – Contra Costa Transit District**

**Engineers' Estimate: \$90 - \$95 Million**

**BID DATE: February 3, 2016 @ 2:00 PM**

Items of work include but are not limited to: Traffic Control, Construction Staking, QC Testing & Inspection, Striping, Pavement Marking & Markers, Clear & Grub, Demolition, Storm Drain, Sanitary Sewer, Traffic Signals & Street Lighting, Adjust Utilities, Slurry Seal, Minor Concrete, Landscape, Irrigation, Roadside Signs, Precast Pavers, Storm Water Prevention, Street Sweeping, Arborist, Trucking, Tubular Handrail, Architectural Fence, CCTV System, Ticket Vending Machine, Fare Collection System, Rebar, Excavation & Grading, Asphalt Concrete, Cold Plane Pavement Grinding, Saw Cutting and Utility Potholing.

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

**We are an Equal Opportunity Employer**



19 PAMARON WAY, NOVATO, CA 94949

PHONE: (415) 382-1188 • FAX: (415) 883-7529

Contact: Adrienne Lewis

Email: [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)

REQUESTS QUOTATIONS FROM ALL  
QUALIFIED SUBCONTRACTORS &  
SUPPLIERS  
FOR ALL TRADES

FOR THE FOLLOWING PROJECT:

**LARKY PARK SWIM CENTER IMPROVEMENTS**

**WALNUT CREEK, CA**

**BID DATE: January 26, 2016 @ 3:30pm**

**ESTIMATE: \$4,000,000**

Trades needed but not limited to: Selective Demolition, Concrete Reinforcing, Cast-In-Place Concrete, Concrete Finishing, Polished Concrete Floor Finish, Concrete Block, Steel Fabrications, Rough Carpentry, Miscellaneous Rough Carpentry, Glued-Laminated Structural Unit, Thermal Insulation, Below Grade Vapor Retarder, Thermoplastic Membrane Roofing, Sheet Metal Flashing and Trim, Flexible Flashing and Underlayment, Joint Sealants, Hollow Metal Doors and Frames, Sectional Overhead Glazed Counter Door, Aluminum-Framed Entrances, Aluminum-Framed Storefronts, Door Hardware, Automatic Door Operations, Glazing, Gypsum Board, Resinous Flooring, Acoustical Insulation and Sealants, Painting and Coating, Signage, Toilet Compartments, Toilet Accessories, Site Furnishings, Lockers and Benches, Solid Surface Countertops, Swimming Pool Construction, Plumbing, HVAC and Electrical.

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

WE ARE SIGNATORY TO THE CARPENTER'S  
AND LABORER'S  
COLLECTIVE BARGAINING AGREEMENTS  
AN EQUAL OPPORTUNITY EMPLOYER

## ADVERTISEMENT FOR UTILITY SUBCONTRACTOR PRE-QUALIFICATION

**Hunt Construction Group, Inc.**

**SJSU Student Recreation and Aquatic Center – 7th Street Sanitary Sewer Relocation**

**Project # 0340260**

**Documents Due 12:00 PM, Thursday, February 4, 2016**

DOCUMENT DUE: Sealed document will be received by Hunt Construction Group, Inc., for the SJSU Student Recreation and Aquatic Center – 7th Street Sanitary Sewer Relocation at Hunt Construction Group, Inc., San Francisco Office – 100 Pine Street, Suite 725, San Francisco, CA 94111, until 12:00 p.m. local time, on the due day indicated above.

This Subcontractor Pre-Qualification is only to be used for SJSU Student Recreation and Aquatic Center – Bid Issue #1 – 7th Street and E. San Salvador Sewer Relocation.

PROJECT DESCRIPTION: Hunt Construction Group, Inc., is the Design Build Contractor for the new building of approximately 124,000 sf within San Jose State University and includes relocating utilities. The project will provide instructional space, training facilities, basketball courts, pool, locker room and coaches offices. There will also be a pool mechanical equipment building. The project will strive to comply with LEED Gold equivalent. This project will achieve an undisclosed percentage of DVBE participation.

DELIVERY OF BIDS: All pre-qualification documents are to be hand delivered to the address above or via Fed-Ex/UPS to: Hunt Construction Group, Inc., at 100 Pine Street, Suite 725, San Francisco, CA 94111. Subcontractors are responsible for delivery of pre-qualification documents prior to the time of closing. Contractors shall use the pre-qualification form included in the pre-qualification documents. Pre-qualifications which do not respond fully to the requirements may be rejected as non-qualified. Specialty subcontractors and suppliers should not submit pre-qualification documents to Hunt Construction Group, Inc. for individual components of above listed Bid Packages.

PROCUREMENT OF PRE-QUALIFICATION DOCUMENTS: Each prospective subcontractor will be provided, one (1) Hunt Construction Group Pre-Qualification Document. Pre-qualification Documents will be available January 21, 2016, Subcontractor should request Pre-Qualification Documents for Bid Issue 1 – 7th Street Sanitary Sewer Relocation. Subcontractors may obtain documents by contacting Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)).

Please direct questions to Hunt Construction Group, Inc., Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)). Last day for Question shall be January 29, 2016 at 12:00 PM.

## ADVERTISEMENT FOR SUBCONTRACTOR PRE-QUALIFICATION

**Hunt Construction Group, Inc.**

**SJSU Student Recreation and Aquatic Center – BP #2 MEP&F Design and Construction and**

**BP #3 – Demo, Excavation, Deep Foundations, Structural Steel, Concrete and Pools –**

**Project # 0340260**

**Documents Due 12:00 PM, Thursday, February 4, 2016**

DOCUMENT DUE: Sealed document will be received by Hunt Construction Group for the SJSU Student Recreation and Aquatic Center – BP #2 and BP #3 at Hunt Construction San Francisco Office – 100 Pine Street, Suite 725, San Francisco, CA 94111, until 12:00 p.m. local time, on the due day indicated above.

Subject to conditions prescribed by California State University – San Jose, Project Specific Prequalification documents are sought from Subcontractors for the following work:

**CSU San Jose, Student Recreation and Aquatic Center**

**Bid Package #2 – Mechanical, Electrical, Plumbing and Fire Protection Design and Construction**

**Bid Package #3 – Demo/Abatement, Excavation, Deep Foundations, Structural Steel, Concrete and Pools**

PROJECT DESCRIPTION: Hunt Construction Group, Inc. is the Design Build Contractor for the new building of approximately 123,500 sf within San Jose State University. The project will provide instructional space, training facilities, basketball courts, pools, locker room and coaches offices. There will also be a pool mechanical equipment building. The project will strive to comply with LEED Gold equivalent. This project will achieve an undisclosed percentage of DVBE participation. Design will begin March of 2016 with construction beginning in June 2016 and completing December 2018. This project is a public works project and is subject to Prevailing Wage Rate laws.

DELIVERY OF BIDS: Prequalification Process must be completed on or before February 4, 2016 by 12:00 pm. All pre-qualification documents are to be hand delivered to the address above or via Fed-Ex/UPS to: Hunt Construction Group Inc., at 100 Pine Street, Suite 725, San Francisco, CA 94111. Subcontractors are responsible for delivery of pre-qualification documents prior to the time of closing. Contractors shall use the pre-qualification form included in the pre-qualification documents. Pre-qualifications which do not respond fully to the requirements may be rejected as non-qualified. Specialty subcontractors and suppliers should not submit pre-qualification documents to Hunt Construction Group, Inc. for individual components of above listed Bid Packages.

PROCUREMENT OF PRE-QUALIFICATION DOCUMENTS: Each prospective subcontractor will be provided, one (1) Hunt Construction Group Pre-Qualification Document. Pre-qualification Documents will be available January 21, 2016, Subcontractor should request Pre-Qualification Documents for Bid Package #2 MEP&F and Bid Package #3 Demo, Excavation, Deep Foundations, Structural Steel, Concrete and Pools. Subcontractors may obtain documents by contacting Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)).

Please direct questions to Hunt Construction Group, Inc., Shawnda Bowman (Tel 415-391-3930) (Fax 415-391-3942) (email: [Shawnda.bowman@aecom.com](mailto:Shawnda.bowman@aecom.com)). Last day for questions shall be January 29, 2016 at 5:00 PM.

## James E. Roberts-Obayashi Corp.

20 Oak Court, Danville, CA 94526 • 925-820-0600 • FAX 925-820-1993

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**1036 Mission Street Family Housing**

**Project Loc.: 1036 Mission Street**

**San Francisco, CA 94103**

**Bid Date: February 17, 2016 at 5:00pm**

**Start Date: May 2016 (Duration 19 months)**

This project includes 83 affordable housing units.  
This is a prevailing wage project.

SBE/LBE/MBE/WBES are encouraged to bid.

Local LBE goals apply

This project also has a 50% local hiring requirement.

If interested in bidding this work please contact

June Gilmore via email @ [juneg@jerocorp.com](mailto:juneg@jerocorp.com)

Visit Small Business Exchange at [www.sbeinc.com](http://www.sbeinc.com) to download the latest  
SBE Weekly Newspaper and SBE Today E-Newsletter



MINORITY BUSINESS  
DEVELOPMENT AGENCY  
U.S. DEPARTMENT OF COMMERCE

Fact Sheet

# Hispanic American-Owned Firms

ECONOMIC IMPACT — \$351 BILLION IN REVENUES AND 1.9 MILLION JOBS <sup>a</sup>

	Hispanic American Firms	All Minority Firms	Non-Minority Firms
Number of firms	2.3 million	5.8 million	20.1 million
Combined gross receipts	\$350.7 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$155 thousand	\$178 thousand	\$488.3 thousand
Number of firms with employees	249 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$279.9 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.1 million	\$1.1 million	\$2.1 million
Number of paid employees	1.9 million	5.8 million	50.1 million

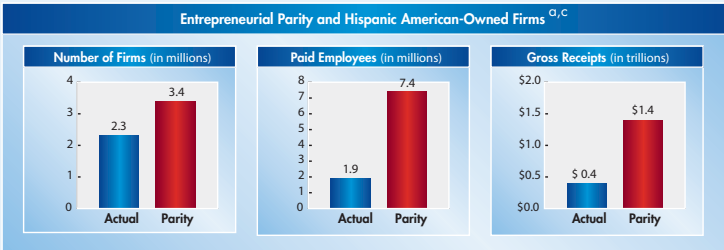
QUICK FACTS <sup>a</sup>

- There are 2.3 million Hispanic American-owned firms in the U.S.
- Hispanic American-owned firms contribute \$351 billion in U.S. economic output and 1.9 million jobs per year.
- Hispanic American-owned firms with employees average 8 workers and \$1.1 million in annual receipts.
- Between 2002 and 2007, Hispanic American-owned firms grew faster than the national average (44 percent) in 27 states and Washington, DC.
- Hispanic American-owned firms more concentrated in Arizona, California, Florida, Illinois, Texas, New Jersey, and New York.

POPULATION BUYING POWER <sup>a</sup>		
Hispanic American	All Minority	Non-Minority
\$978.4 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the Hispanic American adult minority population and business measures, such as number of firms, gross receipts, and employees.



<sup>a</sup> U.S. Census Bureau, 2007 Survey of Business Owners, June 2010  
<sup>b</sup> U.S. Census Bureau, Annual population estimates, June 2010  
<sup>c</sup> U.S. Census Bureau, 2002 Survey of Business Owners, September 2006  
<sup>d</sup> U.S. Census Bureau, Characteristics of U.S. Exporting Firms, June 2012  
<sup>e</sup> University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Minority Business Development Agency  
1401 Constitution Avenue, NW  
Washington, DC 20230  
202-482-2332  
[www.mbd.gov](http://www.mbd.gov)



MINORITY BUSINESS  
DEVELOPMENT AGENCY  
U.S. DEPARTMENT OF COMMERCE

Fact Sheet

# Asian American-Owned Firms

ECONOMIC IMPACT: \$506 BILLION IN REVENUES AND 2.8 MILLION JOBS <sup>a</sup>

	Asian American Firms	All Minority Firms	Non-Minority Firms
Number of firms	1.5 million	5.8 million	20.1 million
Combined gross receipts	\$506 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$327 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	397 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$453.6 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.1 million	\$1.1 million	\$2.1 million
Number of paid employees	2.8 million	5.8 million	50.1 million

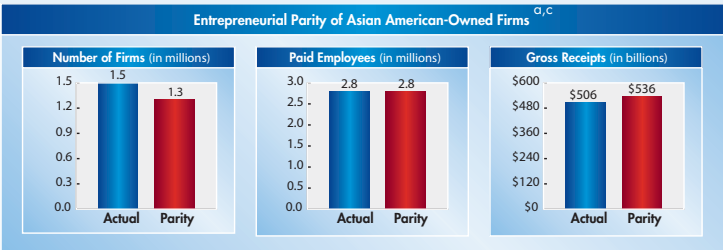
QUICK FACTS <sup>a</sup>

- There are 1.5 million Asian American-owned firms in the U.S.
- Asian American-owned firms contribute \$506 billion in U.S. economic output and 2.8 million jobs per year.
- Asian American-owned firms with employees average 7 workers and \$1.1 million in annual receipts.
- Between 2002 and 2007, the number of Asian American-owned firms grew 40 percent or more in 26 states.
- Asian American-owned firms are more concentrated in California, Florida, Hawaii, Illinois, New Jersey, New York, and Texas.

POPULATION BUYING POWER <sup>a</sup>		
Asian American	All Minority	Non-Minority
\$508.6 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the Asian American adult population and business measures, such as number of firms, gross receipts, and employees.



<sup>a</sup> U.S. Census Bureau, 2007 Survey of Business Owners, June 2010  
<sup>b</sup> U.S. Census Bureau, Annual population estimates, June 2010  
<sup>c</sup> U.S. Census Bureau, 2002 Survey of Business Owners, September 2006  
<sup>d</sup> U.S. Census Bureau, Ownership Characteristics of U.S. Exporting Firms, June 2012  
<sup>e</sup> University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

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U.S. DEPARTMENT OF COMMERCE

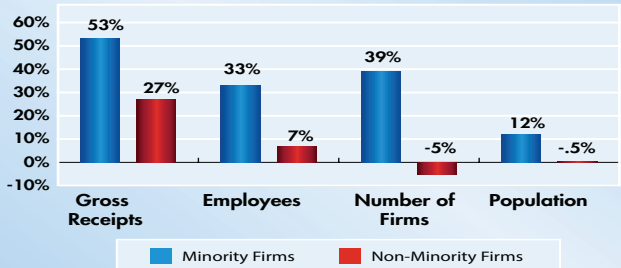
Fact Sheet

# U.S. Minority-Owned Firms

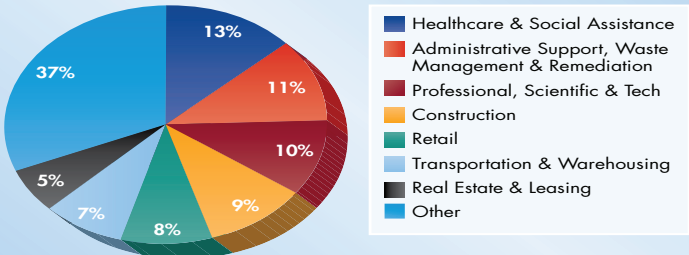
October 2015

From PRELIMINARY 2012 SBO Data<sup>\*</sup>

Growth of U.S. Firms (2007 - 2012) <sup>a,b</sup>



Industry Sectors of Minority-Owned Firms <sup>a</sup>



QUICK FACTS

- There are 8 million minority-owned firms in the U.S.
- The number of minority-owned firms increased 38 percent since 2007.
- Total gross receipts increased 53 percent since 2007 to \$1.5 trillion in 2012.
- Minority-owned firms contribute \$1.6 trillion in annual economic output.

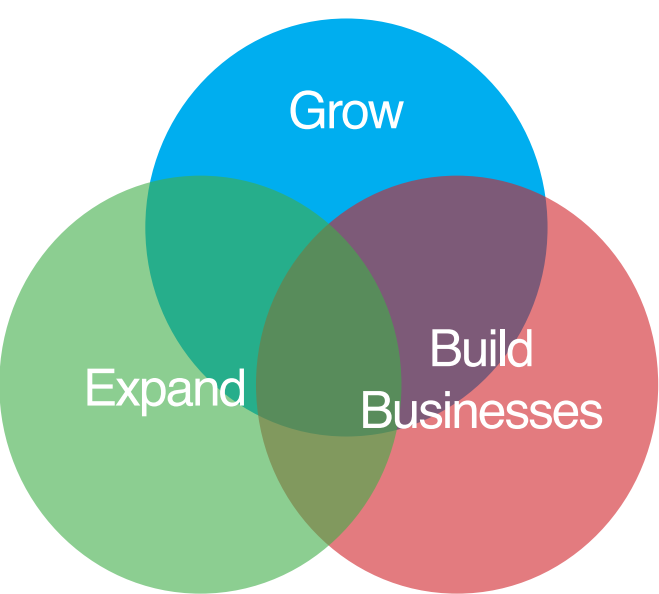
	Black/African American	American Indian & Alaska Native	Asian	Hispanic	Native Hawaiian & Pacific Islander	All Minority Firms	Non-Minority Firms	Classifiable Firms	All U.S. Firms
Number of firms	2,593,168	274,238	1,937,368	3,320,563	55,077	7,996,226	19,182,306	27,422,714	27,626,362
Combined gross receipts	\$187.6 billion	\$42.2 billion	\$793.6 billion	\$517.4 billion	\$8.6 billion	\$1.6 trillion	\$12.5 trillion	\$14.4 trillion	\$33.5 trillion
Average gross receipts	\$72,358	\$153,940	\$409,603	\$155,806	\$155,891	\$195,828	\$649,828	\$526,465	\$1,213,949
Number of firms with employees	110,786	26,562	489,387	291,335	4,764	923,140	4,238,042	5,161,182	5,424,393
Combined receipts of firms with employees	\$140.5 billion	\$35.0 billion	\$719.7 billion	\$423.0 billion	\$6.9 billion	\$1.3 trillion	\$11.7 trillion	\$13.4 trillion	\$32.5 trillion
Average receipts of firms with employees	\$1,268,589	\$1,316,125	\$1,470,689	\$1,451,953	\$1,448,804	\$1,456,084	\$2,753,386	\$2,561,441	5,987,479
Number of paid employees	1,045,120	220,853	3,839,292	2,518,045	39,971	7,721,623	53,390,803	61,844,429	115,249,459

<sup>\*</sup> The Survey of Business Owners (SBO) was conducted by the Census Bureau in 2012. The data in this fact sheet is preliminary and will be updated when final results are released in December 2015.

# Small Business Exchange – The Leader in Diversity Outreach

Small Business Exchange, Inc. whose weekly newspaper (Small Business Exchange) is nationally known for its historical advocacy for a level playing field for Asian, Black, Latino women and disadvantaged enterprises (ABLE).

**“Information is currency. With information we can close the wealth gap and economic disparity.”**



### Growing Diverse Businesses

Established in 1984, SBE is a DBE/MBE/SBE owned and operated business information resource for small Asian, African American, Hispanic, Native American minority, woman and disabled veteran-owned businesses. Gerald W. Johnson and his wife, Valerie Voorhies, founders of Small Business Exchange (SBE), have been working for over two decades to provide these businesses with the most powerful tools available—accurate, up-to-date information about contract opportunities in the public and private marketplaces. SBE also provides legislative, financial, purchasing and marketing information, helping to create links between buyer and seller. Buyers can access a 1.6 million+ diversity business database and entrust SBE with outreach compliance and meeting supplier diversity goals.

Small Business Exchange, Inc.

## SUB-BID REQUEST AD ORDER FORM

FAX completed form to (415) 778-6255 or EMAIL your ad to **Nabil Vo** at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

SUB-BIDS REQUESTED FROM QUALIFIED: ☐ MBE ☐ WBE ☐ DBE ☐ DVBE ☐ OBE ☐ LBE ☐ UDBE ☐ SBE

PROJECT: \_\_\_\_\_

PROJECT LOCATION: (City, County, or District) \_\_\_\_\_

PROJECT NUMBER: \_\_\_\_\_ BID DATE: \_\_\_\_\_

BID TIME \_\_\_\_\_ RESPOND BY: (if other than bid date) \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

FURTHER DESCRIPTION OR INFORMATION \_\_\_\_\_

PUBLICATION DATES (please enter the days you want the ad to run):

**(PRINT PUBLICATION) SBE Weekly Newspaper (Runs only on THURSDAY):** \_\_\_\_\_

**(ONLINE NEWSLETTER - This goes out by email/eblast) SBE Daily Electronic Newsletter:**

**MONDAY** \_\_\_\_\_ **TUESDAY** \_\_\_\_\_ **WEDNESDAY** \_\_\_\_\_ **THURSDAY** \_\_\_\_\_ **FRIDAY** \_\_\_\_\_

**ONLINE AD on our website - [www.sbeinc.com](http://www.sbeinc.com):** \_\_\_\_\_

**PUBLICATION INFO:** Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.


**STANDARD SIZE:** AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.

**BILLING INFO:** The invoice will be sent to the above address unless otherwise specified.

**AUTHORIZED BY:** \_\_\_\_\_ **DATE:** \_\_\_\_\_



# California Sub-Bid Request Ads



**SKANSKA**  
Stacy and Witbeck

**SIXTH STREET VIADUCT REPLACEMENT PROJECT CONTRACT OPPORTUNITY**

Skanska Stacy and Witbeck additional DBE participation for the following scope of work:

**Pedestrian Ramp and Stairway Construction:**

SSW is looking for qualified contractors for the construction of cast-in-place concrete for the construction of 2 pedestrian bridges and 5 staircases which connect to the adjacent 6th St Viaduct. Contractors need to be familiar with falsework construction, and cast-in-place concrete construction. Bridge construction experience is a plus.

**Scope of work includes:** *falsework installation, rebar installation, concrete work - forming, pouring, striping, patching, and coordination with predetermined fencing and electrical contractors.*

This work has the ability to be awarded in its entirety or by individual elements. A workshop for interested companies will be held to for this package to discuss scope of work, as well as to answer any questions regarding the Request for Proposal. Invitations to the workshop will be sent to all firms who respond by the deadline listed below.

**If your firm provides this scope and would like to be considered, please respond by 5 PM (PT) Tuesday, January 26, 2016 to: 098009CRD@skanska.com**

**McGuire and Hester**

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

Sub Bids Requested From Qualified MBE, WBE, DBE Subcontractors & Suppliers for  
**East Bay Municipal Utility District - Alameda Interceptor Rehabilitation Phase 2**  
**Project No. SD-381 • Location: Alameda, CA • Bid Date: February 3, 2016 @ 1:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: sawcutting; trucking; traffic control; pipeline cleaning; and manhole lining. 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.

**RELATED**

**RFP FOR GOODWILL SITE:**

**Elevators, Exterior Building Maintenance Equipment, Trash Chutes, Pool/Spas and Wind Canopy**

**RFP DUE DATE: Monday, February 15, 2016**

**PRE SUBMITTAL WORKSHOP (Not Mandatory): Wed., January 27, 2016**  
9:30am to 10:30am/SFPUC CAC, 5 Thomas Mellon Circle, # 168, SF 94134

Related California ("Developer") is seeking firms interested in providing Mechanical, Electrical, Plumbing, Fire Protection, and Precast/GFRC.

The Project is to demolish most of the two existing buildings on the project site and construct a mixed-use development with two components, a residential and retail development and an office development and permit center to be occupied by several City and County of San Francisco departments.

We encourage interested firms to review documents available at:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10464>

**Local Business Enterprises (LBEs)—including MBEs and WBEs—are encouraged to respond.**  
Contact: Harold Hill at [hhill@related.com](mailto:hhill@related.com)

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

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

**San Tomas Expressway Projects El Camino Real to Homestead Rd.**  
**Federal Aid Project No. CML-5937 (197) • Engineer Estimate: \$10,000,000 – 210 wd's**  
**Bids : February 18th ,2016 @ 2:00 PM**  
**Goal: DBE 14 %**

**Requesting Sub-quotes for (including but not limited to):** Fabric & Oils, Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Demo Removal, Clear & Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Slurry Seal, Asphalt Paving, AC Dike, Grinding, CIDH Piles, Structural Concrete, Soundwall-Masonry Precast, Joint Seal, Reinforcing Steel, Signs Roadside, Concrete Curb & Sidewalk-Misc., Fencing, Survey & Historical Monument, Object Marker, MBGR, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, Painted Traffic Marking, Pavement Marking, Signal & Lighting, Message Signs, Lighting & Sign Illumination, Detector, SWPPP, Water Truck, Sweeper, Truck, Storm Drain ( Underground).

**Scope of Work:** Two separate projects, installing bike trail, privacy wall & traffic barrier. Widening of San Tomas to El Camino Real to Homestead Rd.

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

Plans and Specs may be acquired at the Plan Counter of the County of Santa Clara Roads & Airports Dept., 101 Skyport Dr., San Jose, CA 95110 or view& copy at our office or Contact Andy Eldridge 925-606-2400 [andrew.eldridge@rgwconstruction.com](mailto:andrew.eldridge@rgwconstruction.com) for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

**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, L.P. is soliciting for DBEs & SBEs for the following project:**  
**EAST BAY BUS RAPID TRANSIT PROJECT**  
**INFRASTRUCTURE AND STATION PLATFORMS,**  
**IFB No. 2016-1354, Disadvantaged Business**  
**Enterprise goal assigned is 8%,**  
**Small Business Enterprise goal assigned is 20%**

**OWNER:**  
AC TRANSIT  
1600 Franklin Street, Oakland, CA 94612  
**BID DATE: FEBRUARY 3, 2016 @ 2:00 P.M.**

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

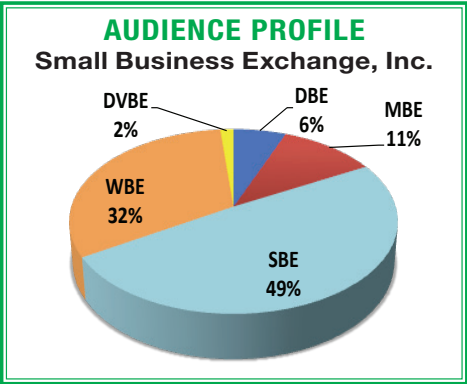
ADJUST IRON, STATION BUILDING, CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, TEMPORARY EROSION CONTROL, FENCING, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PRECAST ARCHITECTURE PAVEMENT, PCC PAVEMENT, JOINTED PLAIN CONCRETE PAVEMENT, ROADSIDE SIGNS, OBJECT MARKERS, MARKERS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, SWEEPING, UNDERGROUND, TRUCKING, WATER TRUCKS, CLASS 2 AGGREGATE BASE MATERIAL, CRUSHED AGGREGATE BASE, SELECT SUBBASE, HOT MIX ASPHALT (TYPE A) 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:ftp55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is ftp55wd) or from the Owner's.

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 or SBE 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 and SBE goals.

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.



Visit Small Business Exchange at [www.sbeinc.com](http://www.sbeinc.com) to download the latest SBE Newspaper and Daily E-Newsletter

**Proven Management, Inc.**  
2000 5th Street, Berkeley, CA 94710  
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified & certified MBE/WBE/DBE/OBE/SBE subcontractors, suppliers, and truckers for the following project:

**CHABOT DAM SEISMIC UPGRADE**  
**EBMUD SPEC #2107**  
**Bids: 02/10/2016 @ 1:30 pm**

Selective Demo; Construction Surveying; Earthwork; Cast-in-Place Concrete; Precast Concrete Specialties; Non-Shrink Grouting; Rebar; Cement Deep Soil Mixing (CDSM); Hot-Dip Galvanizing; Pipe Welding; Structural Steel Framing; Steel Decking; Metal Fab; Access Hatches & Vault Hatches; Epoxy Coatings; Communications Systems; Electrical; AC Paving; Chain Link Fences & Gates; Hydraulic Seeding; Utilities; Underwater Structures Construction; Process Systems.

Proven will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call. We are an Equal Opportunity Employer

We are an Equal Opportunity Employer

**Proven Management, Inc.**  
2000 5th Street, Berkeley, CA 94710  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified DBE/SBE/MBE/WBE subcontractors, suppliers, and truckers for the following project:

**BART DOWNTOWN BERKELEY PLAZA**  
**IMPROVEMENT PROJECT**  
**BART Contract No. 05EA-110**  
**Bids: February 16, 2016 @ 2pm**

The work in this contract includes but is not limited to: Construction Survey; Selective Demolition; Hazmat Abatement; Concrete Restoration; Portland Cement Concrete; Falsework; Rebar; CIP Concrete; Concrete Finishing; Precast Concrete; Non-Shrink Grout; Clay Unit Masonry; Metal Welding; Structural Steel Framing; Cold-Formed Metal Framing; Metal Fab; Metal Railings; Decorative Metal; Modified Bituminous Sheet Waterproofing; Vapor Retarders; Alum Plate Panel System; Metal Wall Panels; Flashing & Sheetmetal; Firestopping; Overhead Coiling Doors; Factory Prefabricated Plank Glass & Metal Frame Panels; Door Hardware; Glazing; Struct Glass Canopy & Side Glass; Plastic Glazing; Painting; Graffiti-Resistant Coatings; Dimensional Letter Signage; Post & Panel Wayfinding System; Signs; Site Furnishings; Fire Suppression; Plumbing; HVAC; Electrical; Lighting; Data Communications Network Equip; CCTV Systems; Earthwork; Clearing/Grubbing; Bioretention Facilities; Excavation Support & Protection; Aggregate Base & Subbase Courses; AC Paving; Concrete Paving; Unit Pavers; Concrete Curbs, Gutters & Walks; Pavement Markings; Traffic Control Signals; Planting & Irrigation; Utility Structures; Trenching & Backfill; Sanitary & Storm.

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

We are an Equal Opportunity Employer



# Public Legal Notices



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

**Contract No. 2126J  
(ID No. FCE16077)  
POLK STREETScape PROJECT  
(POLK COMPLETE STREET)**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on February 24, 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.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs). Please visit the Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Polk Street from McAlister Street to Beach Street and in nearby alleyways and consists of pavement renovation, sewer replacement, water main installation, structural work, traffic signal and streetlight work, streetscape and landscape work, traffic routing and all associated work. The time allowed for completion is 730 consecutive calendar days. The Engineer's estimate is approximately \$13,000,000. For more information, contact the Project Manager, Cristina Olea at 415-558-4004.

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

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

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

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

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

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

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

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

**tion Requirement is 25%.** Call Kelly Dwyer at 415-554-4080 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 February 3, 2016; 10:00 a.m., at 30 Van Ness Avenue, 5th Flr.**

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

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

**Class "A"** license required to bid.

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

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

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

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

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

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

1/21/16  
CNS-2836176#  
SMALL BUSINESS EXCHANGE

On Thursday January 28, 2016 at 10:00AM, a site inspection will be held at the lobby at 1815 Egbert Avenue in San Francisco.

Bids will be received at 1815 Egbert Avenue, Suite #300, San Francisco, CA 94124, until 2:00PM on February 11, 2016. Solicitation documents will be ready on Monday January 11, 2016. To review the IFB document, go to <http://sfha.org/solicitations.html>. To obtain a hard copy, please visit the Authority's office at 1815 Egbert Avenue, 3rd floor, #300, San Francisco, CA 94124. A processing fee of \$50 (non-refundable) will be required for each hardcopy set of documents. All payments must be in the form of certified check, cashier's check, or Company Check payable to the San Francisco Housing Authority. Cash or personal checks are not acceptable.

For download questions, please contact Ms. Kitty Poon, at (415) 715-3170, e-mail [poonk@sfha.org](mailto:poonk@sfha.org). For Technical questions, please email [procurement@sfha.org](mailto:procurement@sfha.org).



**CALIFORNIA LOTTERY**  
Request for Proposal (RFP) #50049  
California Lottery Gift Card Program

The California Lottery (Lottery) is releasing Request for Proposal (RFP) #50049 to invite proposals from qualified Bidders to print, package, distribute, market and manage the Lottery Gift Card Program.

This RFP is open to all Bidders that meet the following minimum qualifications at the time proposals are due. Bidders must:

1. Be either a gift card distributor with distribution reaching at least 3,000 retail locations in California or have an existing contractual relationship with a third party gift card distribution company that has distribution reaching at least 3,000 retail locations in California;
2. Be able to meet the Program Specifications and Reporting requirements set forth in Exhibit A, Scope of Services;
3. Be duly authorized to conduct business in California at the time of contract execution; and
4. Meet the requirements as set forth in section II.A, Mandatory Submittals and Evaluation Criteria.

The RFP is available to download on the Lottery website at [www.calottery.com](http://www.calottery.com) under "Vendors". **The Lottery will not distribute paper copies of the RFP.**  
CNS#2836110

**Verba Buena Island in San Francisco**

**Opportunity to Provide**  
Design-Build Services for three (3) Water Tanks on Yerba Buena Island

Lennar Urban is requesting qualified, interested construction firms to respond to a public request to provide

**Design-Build Services for the Construction of three (3) 1.34 Million Gallon (MG) domestic water pre-stressed concrete tanks on Yerba Buena Island as part of the Treasure Island Project**

For more information, please visit:  
<http://mission.sfgov.org/OCA/BidPublication/BidDetail.aspx?K=10471>

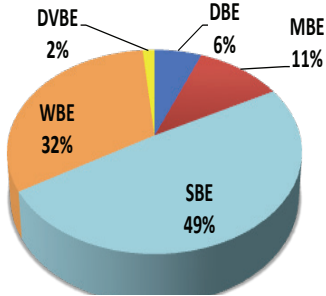
Treasure Island Development Authority (TIDA) has established the 41% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:  
**February 2, 2016 @ 2:00 PM**  
**One Sansome Street, Suite #3200**  
**San Francisco, CA 94104**

Proposals must be submitted by  
**February 16, 2016 @ 2:00 PM (PST).**

**AUDIENCE PROFILE**  
**Small Business Exchange, Inc.**



## Flint, Michigan Water Crisis



Tap water in a Flint hospital on Oct. 16, 2015.  
JOYCE ZHU / FLINTWATERSTUDY.ORG

**Mark Elliott**  
@markmobility

**#FlintWaterCrisis**

- 99,000 residents
- 57% Black
- 40% Poor
- 9,000 kids with lead poisoning

Flint HOSPITAL Water:  
6:41 AM - 14 Jan 2016  
11,328 4,281

**Continued from page 1**  
and individuals in need, as supplies allow.

"The health of our neighbors is a top priority," said Vicky Schultz, President and CEO of Catholic Charities, in a press release. "I encourage those who wish to make contributions to call the Center for Hope at 810-232-9950, ext. 325."

**5. Rather Not Give Money? Call On Gov. Snyder To Help Residents**

Michigan residents are signing a petition on Change.org by the thousands, demanding that Governor Snyder stop making Flint residents pay for contaminated water. The residents of Flint receive water bills that average \$140 a month, according to the Flint Journal, for water that contains high levels of lead and could be damaging to their children's health.

"Flint residents should not have to pay for poisoned water," the petition reads. "No more shutoffs. No more poisoned water!"

You can join the more than 1,100 supporters who have added their names to the petition since it was started on Sunday night.

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



**SAN FRANCISCO HOUSING AUTHORITY**

**REQUEST FOR BIDS FOR  
FIRE ALARM, EXIT SIGNS AND EMERGENCY  
LIGHTING UPGRADE AT  
1815 EGBERT AVENUE, SAN FRANCISCO**  
Solicitation No: 16-050-IFB-0006

The San Francisco Housing Authority will receive sealed bids for Fire Alarm, Exit Signs and Emergency Lighting Upgrade at 1815 Egbert Avenue in San Francisco. Scope of work includes installation of fire alarm devices, exit signs and emergency lightings.



# Access to Capital

## SMALL & MINORITY BUSINESS

### How New Equity Crowdfunding Rules Will Benefit Black Entrepreneurs



According to a 2006 study, African-Americans are 79% more likely to be interested in entrepreneurship than whites. Yet African-American-owned businesses have lower annual revenues, profits, and payrolls and fail at higher rates than white-owned businesses. The Securities and Exchange Commission (SEC) recently passed new rules on equity crowdfunding that have the potential to change all that.

#### The Demographic Divide

According to the Minority Business Development Agency (MBDA), there are 1.9 million African-American-owned firms in the United States that annually contribute \$136 billion and 910,000 jobs to the American economy. The ranks of those companies have grown dramatically over the past decade, with black business ownership growing at roughly triple the national rate of new firms created between 2002 and 2007.

Yet African-American-owned businesses still lag far behind white-owned businesses in the U.S. The former have average annual revenues of only \$72,000, compared with \$490,000 for non-minority-owned companies. With lower sales, African-American-owned firms likewise pay their employees less; employees at the average minority-owned firm earn an annual salary of roughly \$26,000, compared to \$29,842 at non-minority employers. And as of 2007, the latest year for which data are available, just 6% of black-owned businesses were even large enough to have employees in the first place.

Access to financial capital remains the key barrier facing black entrepreneurs. African-American-owned businesses with gross receipts above \$500,000 are three times as likely to be denied loans as white-owned firms of similar size. And while the Small Business Administration's 7(a) lending program guaranteed about 44,300 loans in 2012, only 1,080 of the businesses that received them were run by black entrepreneurs.

#### Where Crowdfunding Comes In

Equity crowdfunding is emerging as a way to increase capital access to the black-owned businesses that need it most. Until recently, average Americans have been prohibited from using platforms like Kickstarter and Indiegogo to invest directly in promising local businesses in exchange for a return.

That right has been the sole preserve of "accredited investors"—comparatively wealthy individuals and institutions worth over \$1 million, a select group that amounts to the top 2% of the U.S. population.

But the SEC's new rules, released under Title III of Jumpstart Our Business Startups Act (JOBS Act), will allow many more Americans to directly invest in local businesses, letting many more minority-owned companies raise capital when the rules take effect in February 2016.

This comes at a time when millennials, who some experts believe are more interested in impact investing, look poised to benefit from the largest intergenerational wealth transfer in human history. In this evolving climate, black entrepreneurs in particular have a lot to gain.

#### The Upsides Of Expanding Equity Crowdfunding

Equity crowdfunding reduces risk by spreading out investment stakes to many instead of just a few. On average, because of the difficulty securing external financing, minority business owners are slightly more likely to put a higher percentage of their own funds into startup costs than are white entrepreneurs. It's no secret that crowdfunding can offer an appealing alternative.

What's more, equity crowdfunding might also help black investors build wealth. Under current SEC rules, online platforms that focus mostly on African-American businesses haven't really succeeded because most communities of color don't

have the wealth to qualify as accredited investors. By lowering the bar for individuals to invest, the SEC is making it easier for more people to gain a stake in minority-owned ventures, which could in turn narrow the racial wealth gap.

Finally, the new rules might have dramatic effects on low-income neighborhoods. According to Robert Fairlie of the National Poverty Center, increasing the number and average employee base of minority-owned businesses by just 10% would create some 1 million new jobs for minorities.

#### What Needs To Happen First

But in order for the new SEC rules to realize their full potential, several changes need to take place first. Crowdfunding platforms need to do a better job than they have in the past of directing capital toward minority entrepreneurs.

Community outreach in low-income neighborhoods will also be crucial. Entrepreneurs and investors in those communities will need to learn how to take advantage of the new tools, both from a technological and business perspective.

Finally, as the 2016 presidential candidates draw national attention to the importance of small businesses to the economy, that conversation needs to include innovative ways of supporting minority-owned companies. The expansion of equity crowdfunding to more Americans will not only help widen entrepreneurs' investment options, it can also reduce barriers to capital that have too long kept African-American businesses and communities from thriving.

*Zach Komes is a senior at George Washington University and Roosevelt's Emerging Fellow for Economic Development. He also interns at City First Enterprises, which helped develop ImpactUs, a crowdfunding platform for community development financial institutions.*

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

### Loans and Grants

#### What Is Working Capital?

Working capital is defined as the difference between current assets and current liabilities. Current assets are the most liquid of your assets, meaning they are cash or can be quickly converted to cash. Current liabilities are any obligations due within one year. Working capital measures what is leftover once you subtract your current liabilities from your current assets, and can be a positive or negative amount. The working capital is available to pay your company's current debts, and represents the cushion or margin of protection you can give your short-term creditors.

Positive Working capital is essential for your company to meet its continuous operational needs. The availability of working capital influences your company's ability to meet its trade and short-term debt obligations, as well as to remain financially viable. If your current assets do not exceed your current liabilities, you run the risk of being unable to pay short term creditors in a timely fashion.

Businesses that are seasonal or cyclical often require more working capital to stay afloat during the off season. Although your company may make more than enough to pay all its obligations yearly, you must ensure you have enough working capital at any one time to meet your short term obligations. For example, a company may do significantly more business over the holidays, resulting in large payoffs at the end of the year. However, the company must have enough working capital to buy inventory and cover payroll during the off season as well, when revenues are lower.

#### What Is Equity Investment?

Business loan applicants must have a reasonable amount invested in their business. This ensures that, when combined with borrowed funds, the business can operate on a sound basis. There will be a careful examination of your business' debt-to-worth ratio to help all parties understand how much money the lender is being asked to lend (debt) in relation to how much you have invested (worth). Owners invest either assets that are applicable to the operation of the business and/or cash which can be used to acquire such assets. The value of invested assets should be substantiated by invoices or appraisals for start-up businesses, or current financial statements for existing businesses. This value is also known as equity investment.

Strong equity with a manageable debt level provides financial resiliency to help your business maintain viability during tough times. In contrast, if your business has minimal or non-existent equity, the risk of default (failure to pay) your debts is increased.

- **Strong equity** investment shows a lender that you are fully committed to the business.
- **Sufficient equity** is particularly important for new businesses, to convince the lender that you are serious.
- **Weak equity** will make a lender more hesitant to provide any financial assistance. However, low equity in relation to existing and projected debt (your current obligations plus the new loan) can be overcome with a strong showing in all the other credit factors.
- **Non-existent equity** can make obtaining a loan almost impossible, as you have not shown commitment to your business by investing your own money or assets in it.

Source: [www.sba.gov](http://www.sba.gov)



# Access to Capital

## SMALL & MINORITY BUSINESS

# Directory of Black Owned Banks & Credit Unions In The USA

All banks are listed in alphabetical order. In order to be listed in the HBCU directory the bank must have at least 51 percent African American ownership. You can click on the bank name to go directly to their website.

There are 21 African American owned banks with assets totaling approximately \$4.7 billion or approximately 0.43 percent of African America's \$1.1 trillion in buying power. In 1994, there were 54 African American owned banks according to the FDIC. Now, there are 21. Wake up Black people. If you don't put dollars in your own banks which are there to serve the unique needs of our community, who will?

### ALAMERICA BANK

<http://www.alamericabank.com/>  
Location: Birmingham, Alabama  
Founded: January 28, 2000  
FDIC Region: Atlanta  
Assets: \$35 404 000

### BROADWAY FEDERAL BANK FSB

<http://www.broadwayfederalbank.com/>  
Location: Los Angeles, California | Inglewood, CA  
Founded: February 26, 1947  
FDIC Region: San Francisco  
Assets: \$385 055 000

### CAPITAL CITY BANK & TRUST COMPANY

<http://www.capitolcitybank-atl.com/>  
Location: Atlanta, Georgia  
Founded: October 3, 1994  
FDIC Region: Atlanta  
Assets: \$294 572 000

### CARVER STATE BANK

[www.carverstatebank.com](http://www.carverstatebank.com)  
Location: Savannah, Georgia  
Founded: January 1, 1927  
FDIC Region: Atlanta  
Assets: \$41 573 000

### CITIZENS TRUST BANK

<http://www.carverstatebank.com/>  
Location: Atlanta, Georgia  
Founded: June 18, 1921  
FDIC Region: Atlanta  
Assets: \$392 286 000

### CITY NB OF NEW JERSEY

<https://www.citynatbank.com/>  
Location: Newark, New Jersey  
Founded: June 11, 1973  
FDIC Region: New York  
Assets: \$340 301 000

### COMMONWEALTH NATIONAL BANK

<http://www.ecommonwealthbank.com/>  
Location: Mobile, Alabama  
Founded: February 19, 1976  
FDIC Region: Atlanta  
Assets: \$63 244 000

### COVENANT BANK

<http://covenant-bank.com/>  
Location: Chicago, Illinois  
Founded: June 20, 1977  
FDIC Region: Chicago  
Assets: \$59 842 000

### FIRST INDEPENDENCE BANK

<http://www.firstindependence.com/>  
Location: Detroit, Michigan  
Founded: May 14, 1970  
FDIC Region: Chicago  
Assets: \$215 924 000

### FIRST STATE BANK

<http://www.efirststatebank.com/>  
Location: Danville, Virginia  
Founded: September 08, 1919  
FDIC Region: Atlanta  
Assets: \$38 882 000

Visit this link for the full list

[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1486&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1486&pageID=25)

# Freedmen's Bureau

Freedmen's Bureau, (1865–72), during the Reconstruction period after the American Civil War, popular name for the U.S. Bureau of Refugees, Freedmen, and Abandoned Lands, established by Congress to provide practical aid to 4,000,000 newly freed African Americans in their transition from slavery to freedom. Headed by Maj. Gen. Oliver O. Howard, the Freedmen's Bureau might be termed the first federal welfare agency. Despite handicaps of inadequate funds and poorly trained personnel, the bureau built hospitals for, and gave direct medical assistance to, more than 1,000,000 freedmen. More than 21,000,000 rations were distributed to impoverished blacks as well as whites.

Its greatest accomplishments were in education: more than 1,000 black schools were built and over \$400,000 spent to establish teacher-training institutions. Among the historically black colleges and universities that received aid from the bureau were Atlanta University (1865; now Clark Atlanta University) and Fisk University (1866; originally the Fisk School), named for Gen. Clinton B. Fisk of the Tennessee Freedmen's Bureau, who gave the school its original facilities in a former Union army barracks. Howard University, founded in 1867 through an act by the U.S. Congress, was named for Maj. Gen. Howard.

Less success was achieved in civil rights, for the bureau's own courts were poorly organized and short-lived, and only the barest forms of due process of law for freedmen could be sustained in the civil courts. Its most notable failure concerned the land itself. Thwarted by Pres. Andrew Johnson's restoration of abandoned lands to pardoned Southerners and by the adamant refusal of Congress to consider any form of land redistribution, the bureau was forced to oversee sharecropping arrangements that inevitably became oppressive. Congress, preoccupied with other national interests and responding to the continued hostility of white Southerners, terminated the bureau in July 1872.

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



A group of freedmen, Richmond, Va.

Library of Congress, Washington, D.C.



# Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368495-00

Fictitious Business Name(s):  
1. Future Glory Company  
2. Future Glory Co.  
3. Future Glory  
Address  
1325 Indiana Street, #207  
San Francisco, CA 94107  
Full Name of Registrant #1  
Theresa Lee  
Address of Registrant #1  
1325 Indiana Street, #207  
San Francisco, CA 94107

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/18/2013

Signed: Theresa Lee

This statement was filed with the County Clerk of San Francisco County on 12/22/2015

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

Filed: Jennifer Wong  
Deputy County Clerk  
12/22/2015

12/31/15 + 1/7/16 + 1/14/16 + 1/21/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368486-00

Fictitious Business Name(s):  
WashCycles  
Address  
2241 Irving Street  
San Francisco, CA 94122  
Full Name of Registrant #1  
Chachingly, LLC (CA)  
Address of Registrant #1  
1212H El Camino Real #354  
San Bruno, CA 94066

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 N/A

Signed: Richard M. Cabanding

This statement was filed with the County Clerk of San Francisco County on N/A.

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  
12/22/2015

1/7/16 + 1/14/16 + 1/21/16 + 1/28/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368311-00

Fictitious Business Name(s):  
Heckmann Comms  
Address  
995 Market St., 2nd fl  
San Francisco CA 94103  
Full Name of Registrant #1  
Ronald Heckmann  
Address of Registrant #1  
76 Lakeview Avenue,  
Piedmont, CA 94611

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/1/2008

Signed: Ronald Heckmann

This statement was filed with the County Clerk of San Francisco County on 12/11/2015

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

Filed: Fallon Lim  
Deputy County Clerk  
12/11/2015

12/31/15 + 1/7/16 + 1/14/16 + 1/21/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368781-00

Fictitious Business Name(s):  
Cafe Colombini Grill Restaurant  
Address  
835 Hyde Street,  
San Francisco, CA 94109  
Full Name of Registrant #1  
Reza Askarnia  
Address of Registrant #1  
301 Taylor Avenue,  
San Bruno, CA 94066

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on June 1, 2006

Signed: Reza Askarnia

This statement was filed with the County Clerk of San Francisco County on N/A.

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

Filed: Jennifer Wong  
Deputy County Clerk  
1/12/2016

1/14/16 + 1/21/16 + 1/28/16 + 2/4/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368294-00

Fictitious Business Name(s):  
Law Offices of Robert E. White  
Address  
177 Post Street, Suite 550,  
San Francisco, CA 94108  
Full Name of Registrant #1  
Robert Edward White  
Address of Registrant #1  
50 Fifth Avenue,  
San Francisco, CA 94118

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 2/1/1991

Signed: Robert E. White

This statement was filed with the County Clerk of San Francisco County on 12/10/2015

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

Filed: Fanny Wong  
Deputy County Clerk  
12/10/2015

12/24/15 + 12/31/15 + 1/7/16 + 1/14/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0368620-00

Fictitious Business Name(s):  
Rent Ready SF  
Address  
1236 Francisco Street #4  
San Francisco, CA 94123  
Full Name of Registrant #1  
Wendy Anai Saucedo Guerrero  
Address of Registrant #1  
1236 Francisco Street #4  
San Francisco, CA 94123

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: Wendy Anai Saucedo

This statement was filed with the County Clerk of San Francisco County on 1/4/16

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: Fanny Wong  
Deputy County Clerk  
1/4/16

1/7/16 + 1/14/16 + 1/21/16 + 1/28/16

## CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 16-551779

PETITIONER OR ATTORNEY  
Mia Lena Buettner  
165 Seal Rock Dr., San Francisco, CA 94121

TO ALL INTERESTED PERSONS:  
1. Petitioner Mia Lena Buettner  
for a decree changing names as follows:  
  
Mia Lena Buettner changed to  
Yves Lucija Sylvester Kertész

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

NOTICE OF HEARING  
Date: March 17, 2016 Time: 9:00 AM  
Dept: 514 Room: 514

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

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

CAROLYN BALISTRERI, Clerk  
DATED - December 22, 2015

1/14/16 + 1/21/16 + 1/28/16 + 2/4/16

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 14-550621

PETITIONER OR ATTORNEY  
Heidi Dawn Stuckrath  
1631 Hayes Street, San Francisco, CA 94117

TO ALL INTERESTED PERSONS:  
1. Petitioner Heidi Dawn Stuckrath for a decree changing names as follows:  
  
Heidi Dawn Stuckrath changed to  
Heidi Dawn Qvist

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

NOTICE OF HEARING  
Date: February 18, 2016 Time: 9:00 AM  
Dept: 514 Room: 514

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

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

CAROLYN BALISTRERI, Clerk  
DATED - December 22, 2015

12/24/15 + 12/31/15 + 1/7/16 + 1/14/16

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