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# SMALL BUSINESS

## EXCHANGE

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### PURCHASING

## DOD Contracts

NAVY

Coffman Specialties Inc., San Diego, California, is being awarded a \$7,110,000 modification to firm-fixed-price task order 0009 under a multiple award construction contract for the exercise of options one and two to repair Runway 12/30 at Naval Air Facility El Centro. Repairs include full depth runway reconstruction, repair of asphalt shoulders, demolition, and restriping of pavement markings. Asphalt concrete pavements and aggregate base material will be demolished, crushed, and recycled. The project will also reduce current foreign object debris hazards from both the shoulders and runway, and eliminate structural failures on the runway. The exercised options will complete pavement repairs and new construction of shoulder for portions of Taxiway A through H. After award of these options, the total cumulative task order value will be \$18,565,000. Work will be performed in El Centro, California, and is expected to be completed by March 2017. Fiscal 2016 operation and maintenance, (Navy) contract funds in the amount of \$7,110,000 are obligated on this award and will expire at the end of the current fiscal year. The Naval Facilities Engineering Command, Southwest, San Diego, California, is the contracting activity (N62473-14-D-0044).

### DEFENSE COMMISSARY AGENCY

Bunzl Distribution LLC, Anaheim, California, is being awarded a \$17,652,588 firm-fixed-price contract to provide miscellaneous operating supplies and paper bags for commissary stores in the continental U.S., Puerto Rico, Alaska, Hawaii, and the Pacific Theater. Work is expected to be completed Aug. 31, 2016. This was a competitive acquisition, and three offers were received. The contracting activity is the Defense Commissary Agency, Fort Lee, Virginia (HDEC05-16-D-0001).

Visit U.S. Department of Defense for more contracts and info  
[www.defense.gov/News/Contracts](http://www.defense.gov/News/Contracts)

For more information about the DOD Subcontracting Program, see  
<http://www.sbeinc.com/files/layout/sbeinc/siteContent/editor/File/DOD-SUBCONTRACTING-PROGRAM-The-Basics-August-2014.pdf>

## Keeping that Fire in the Belly Feeling

By Jules Pieri, Co-Founder and CEO, The Grommet

I've been mentoring a company founder who is very disturbed to find his normally abundant energy flagging. He feels unable to believe in the future of the company, making it very difficult to execute his near-term tasks. The 18-month-old business has also experienced a lot of external obstacles and has also not been properly funded, so it's especially hard to keep slogging on. Ebbs and flows of enthusiasm are a constant bedfellow of company founders but rarely openly discussed.

As such, these all-too-real conversations with the founder caused me to reflect on what I do to keep my sense of urgency, purpose and energy alive, seven years into building The Grommet. I've found it convenient to chunk our history into three chapters:

Chapter One: Survival. 2008-2012 was one long slog during which my energy was generally super-human high, with the exception of a couple

■ Continued on page 12



## Valley nonprofit launches loan program for African-American small businesses

The National African American Small Business Loan Fund will give loans that range from \$35,000 to \$250,000 to small businesses in Los Angeles, New York, and Chicago. The fund will start with \$3 million in seed money from JP Morgan Chase, but VEDC President Roberto Barragan said he plans to "leverage" that to raise another \$30 million.

The VEDC says that while African Americans are the fastest growing segment of small business owners in the country, business loans to African American entrepreneurs have yet to rebound since the economic downturn. "Post financial crisis, bank lending and Small Business Administration lending to African-American businesses is still at an all-time low," says Barragan. One challenge,

says Barragan, is that black businesses often need smaller loans than their Latino, Asian, and non-minority owned counterparts do. "They need loans of between \$50,000 and \$150,000," he explained. "At the end of the day, it costs as much to do a \$100,000 loan as it does to do a million-dollar loan so banks simply aren't making those loans."

Janis Bowdler, Head of Community Development for Global Philanthropy for JP Morgan Chase said in working with community financial institu-

tions like VEDC, the bank discovered the recession was particularly tough on African-American entrepreneurs.

"Many of them saw their businesses harmed or had challenges with their personal balance sheets that are now making it hard for them to overcome traditional credit hurdles," Bowdler told KPCC.

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# Community Outreach

## NCAIED, NIGA Sign Memorandum of Understanding to Further Advance Economic Development in Indian Country



The National Center for American Indian Enterprise Development (NCAIED) and the National Indian Gaming Association (NIGA) this week signed a Memorandum of Understanding (MOU) to enhance each organization's broader goals: fostering economic development opportunities, as well as workforce development initiatives and training programs for Tribes, Tribal enterprises and American Indian entrepreneurs. In the immediate term, NIGA will help promote NCAIED's revamped Native Edge: the online business training, networking, employment and development ecosystem built to give American Indian entrepreneurs and business owners, corporations, and tribally owned businesses an "edge" in all aspects of business.

The MOU is a groundbreaking development for two organizations that care deeply about advancing the economic interests of American Indians," said Gary Davis, President and CEO of NCAIED. "We look forward to working with NIGA, and combining our resources to give Indian Country the tools it needs to succeed in business and entrepreneurship. Specifically, NCAIED believes NIGA will be a tremendous help to boost the reach and impact of the Native Edge – the unprecedented tool that we hope changes the way Indian Country does business."

"Though NIGA and NCAIED have enjoyed a close relationship over the years, this MOU will solidify and strengthen our relationship – and Indian Country will see the benefits," said Ernie Stevens, Jr., Chairman of NIGA. "We are particularly excited about what our involvement with NCAIED will mean for the Native Edge, and encourage all of our members to support and participate in this innovative new online platform."

Launched earlier this year, the Native Edge has recently changed its membership structure, and now offers more of its services for free to anyone who is interested. This will allow all of Indian Country the chance to network, as well as see the jobs posted on the Native Edge.

#### Basic Membership includes:

- Access to the N2N Edge Community: where Indian Country networks online for business. Native Edge members have a variety of interactive and social capabilities to communicate with

other members of the Native Edge community, including Native Edge Member Groups, the Native Edge business directory and member timeline status updates.

- Access to view/respond to jobs posted in the Hire Edge: a workforce development tool providing the ability for Native American professionals seeking employment and internship opportunities to post their resumes; and respond to job postings from industry-leading companies looking to hire qualified Native Americans.

Premium Memberships are unchanged, and available for \$24.99 per month (2 months free with full year membership), and include everything in a basic membership, plus:

#### Ability to post jobs in the Hire Edge.

- Ability to search Federal RFPs and search and post private RFPs in the Procurement Edge: an online meeting place for Native American-owned businesses, corporations and federal agencies seeking Native American suppliers.
- Full access to the **Training Edge**: provides premium members online access to a fully interactive video training library designed for business development. The Training Edge also provides members access to "RES On Demand" videos of sessions recorded at NCAIED's national and regional Reservation Economic Summit (RES) events.

For more information about the Native Edge or to sign up, please visit [www.nativeedge.com](http://www.nativeedge.com).

Beyond promoting the Native Edge, the MOU will help each organization better collaborate through improved communication, increased participation in each other's events and programs, and enhanced marketing and promotion.

About NCAIED: The National Center for American Indian Enterprise Development is a 501(c)(3) non-profit organization. With over 40 years of assisting American Indian Tribes and their enterprises with business and economic development – we have evolved into the largest national Indian specific business organization in the nation. Our motto is: "We Mean Business For Indian Country" as we are actively engaged in helping Tribal Nations and Native business people realize their business goals and are dedicated to putting the whole of Indian Country to work to better the lives of American Indian people- both now... and for generations to come.

About NIGA: The National Indian Gaming Association is a nonprofit trade association comprised of 184 American Indian Nations and other nonvoting associate members. The mission of NIGA is to advance the lives of Indian people - economically, socially and politically. NIGA operates as a clearinghouse and educational legislative and public policy resources for tribes, policymakers and the public on Indian gaming issues and tribal community development.

**Source: National Center for American Indian Enterprise Development**

## Mayor Lee Announces New Plan to Provide Stabilized Housing for 500 Teachers by 2020

Mayor Edwin M. Lee and the San Francisco Unified School District (SFUSD) with Board President London Breed and Supervisors Julie Christensen, Malia Cohen, Mark Farrell and Katy Tang announced a new plan to build and preserve housing for 500 San Francisco educators by 2020. Mayor Lee and Superintendent Richard Carranza announced new strategies to achieve these goals: jointly finance at least one new development in the City for educator housing, develop a rental subsidy program for teachers, renew the Teacher Next Door program which provides downpayment assistance to purchase homes in the City, and fund Housing Navigators – counselors to connect teachers with resources available to them through these new programs, existing Below Market Rate programs, and eviction prevention services.

"An investment in a teacher is an investment in the success of our City and the success of our young people," said Mayor Lee. "Our new strategy to create opportunities for 500 teachers and educa-

tors to find affordable housing in San Francisco—from homeownership to rental subsidies to dedicated teacher housing to eviction prevention – is another step in finding real solutions for our City's housing affordability crisis. Introduced together with the Board of Supervisors, the \$310 million affordable housing bond on this November's ballot will give voters an opportunity to support another step toward creating more affordable housing for the future, and get us closer to delivering more than 10,000 permanently affordable homes available to low and middle income families by 2020."

"At a time when we are facing a teacher shortage and too many of our staff are being priced out of San Francisco, it is crucial that we do whatever we can to improve housing access and affordability for our educators," said Superintendent Richard Carranza. "We are excited and encouraged to be working with Mayor Lee and United Educators of San Francisco on specific solutions so we can keep our dedicated teachers in San Francisco and in our classrooms."

"I'm a graduate of public schools in San Francisco, and honestly I don't think I would be on the Board of Supervisors but for the support I received from dedicated school teachers along the way," said Board President London Breed. "It's difficult for me to afford living in the City, and Supervisors make more than teachers (though some may fairly wonder why). Mayor Lee, Superintendent Carranza, Supervisor Christensen, United Educators, and I are doing everything possible to create stable, affordable homes for our teachers. And the housing bond is a critical part of that effort."

"Making it possible for our educators to remain in San Francisco by providing opportunities and resources for stable housing is very exciting and something I care deeply about," said Supervisor Julie Christensen. "These are deserving folks that educate our future leaders. By creating a variety of housing options for our teachers, we can succeed as a City and continue to invest in the future of our residents."

Mayor Lee's plan aims to provide 200 forgivable loans through the Teacher Next Door downpayment assistance program that will be renewed if the voters approve the \$310 million Affordable Housing Bond measure on the November ballot. In addition, the plan calls for the joint development of educator housing for at least 100 educator households as well as rental assistance for at least 100 educators. The plan will also provide \$250,000 in housing counseling services per year for at least 100 educator households over the next five years.

The City, the School District and United Educator of San Francisco have been working on housing solutions for teachers. That partnership focuses on the need to provide a continuum of housing options that best meet the needs of SFUSD educators in order to attract new teachers to the district and to retain experienced teachers during the City's affordability crisis.

**Source: <http://www.sfmayor.org>**

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# Export/Import

## Corruption remains a major cost for honest companies

### 30% businesses globally reported losing out on deals to corrupt competitors

Control Risks, the global business risk consultancy, publishes its annual survey of business attitudes to corruption, comprising interviews with 824 companies worldwide.

- Corruption is still a major cost to international business. 30% of respondents reported losing out on deals to corrupt competitors and 30% say they have decided not to conduct business in specific countries because of the perceived risk of corruption. 41% of respondents reported that the risk of corruption was the primary reason they pulled out of a deal on which they had already spent time and money.
- Corruption risks continue to deter investors. 30% say they have decided not to conduct business

in specific countries because of the perceived risk of corruption.

- And corruption is killing deals. 41% of respondents reported that the risk of corruption was the primary reason they pulled out of a deal on which they had already spent time and money.
- But the picture is improving. Companies from countries with tight enforcement report fewer losses than before from corrupt competitors. In 2006, 44% of US companies said they had lost out to corrupt competitors, compared with only 24% in 2015. These figures are echoed for Germany and the UK. 81% of respondents agree that international anti-corruption laws "improve the business environment for everyone".

- However, there is still more to do. The survey shows that there are still wide variations in the maturity of company programmes. In the worst case, conventional compliance approaches can increase risk because they lead to a misguided sense of complacency.

Control Risks' survey reveals companies are now more willing to challenge when faced with suspected corruption. 27% of companies said they would complain to a contract awardee if they felt they had lost out due to corruption, compared to just 8% of respondents in 2006. In 2006, only 6.5% of respondents said they would appeal to law-enforcement authorities, compared with 19% in 2015, with 24% of respondents now saying they

would try to gather evidence for legal action.

Companies feel that international anti-corruption legislation is improving the business environment. Most respondents felt these laws made it easier for good companies to operate in high-risk markets (55%) and serve as a deterrent for corrupt competitors (63%). This was particularly true of companies in developing markets. 79% of Mexicans agree or strongly agree, as well as 68% of Indonesians, 64% of Brazilians and 53% of Nigerians. In the US 54% say tough laws make it easier to operate in high risk markets, while 42% disagree.

■ Continued on page 9

## SUB-BID REQUESTS CALIFORNIA

### B&W

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Professional services, sub-contractors and/or material suppliers for the following project:

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**Project Call Out Number: 11-416904**

**In Imperial County Near Winterhaven From 0.7 Mile West Of Route 186/8 Separation  
To 0.3 Mile East Of Fourth Avenue Overcrossing  
Bid Closing Date: November 18, 2015 @ 2:00 PM**

**Brosamer & Wall Inc.**

**1777 Oakland Blvd, Suite 110 • Walnut Creek, California 94596  
PH: 925-932-7900 • FAX: 925-279-2269  
Contact: Robert Rosas**

#### PROJECT SCOPE:

The work in this Contract includes but is not limited to:  
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Duration of Project is 495 Working Days.

Please contact Robert Rosas @ rrosas@brosamerwall.com to view plans and specifications or visit Caltrans Website.

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

Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Temp Traffic Stripe (Paint), Channelizer (Surface Mounted), Traffic Plastic Drum, Temp Pavement Marker, Portable Changeable Message Sign (EA), Temp Railing (Type K), Temp Crash Cushion Module, Job Site Management, Prepare Storm Water Pollution Prevention Plan, Rain Event Action Plan, Storm Water Sampling and Analysis Day, Storm Water Annual Report, Temp Drainage Inlet Protection, Temp Fiber Rolls, Temp Construction Entrance, Temp Concrete Wash-out, Remove Yellow Thermoplastic Traffic Stripe (Hazardous Waste), Treated Wood Waste, Remove Guard Rail/Metal Railing, Remove Thermoplastic Pavement Marking, Remove Pavement Marker, Remove Concrete Pavement (CY), Clearing and Grubbing (LS), Roadway Excavation, Class 2 Aggregate Base (CY), Hot Mix Asphalt, Asphalt Dike, Pre-paving Inertial Profiler, Tack Coat, Continuously Reinforced Concrete Pavement (CRCP), Metal Beam Guard Rail, Thermoplastic Traffic Stripe, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe (Spray able), Pavement Marker (Non-Reflective), Pavement Marker (Retroreflective), Maintaining Existing Traffic Management System Elements During Construction, Inductive Loop Detector (EA), Concrete Aggregates, Joint Sealant Pavement, Joint Sealant, Approach Slabs, Slurry Seal, Rumble Strip (Ground-In), Rebar, Road Signs, Trucking On-Site, Trucking Aggregates, Trucking Asphalt, Street Sweeping, Equipment Rental and QC/QA.

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Untitled, John C. Bryant

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# Roads Are Getting a Redesign

By Daniel C. Vock

The first time Dean Ledbetter heard about "complete streets," he thought it was a crazy idea. Ledbetter, a North Carolina traffic engineer, had devoted his career to creating roads that allowed cars to move faster. Complete streets would slow cars down, reworking roads to accommodate bicyclists, transit users and pedestrians, including people pushing baby strollers and riding in wheelchairs. Ledbetter's first reaction, he says, was, "Why would you want to ruin a perfectly good road?"

But the federal government, worried about North Carolina's stubbornly high pedestrian fatality rate, started offering state traffic engineers like Ledbetter free classes on complete streets. He took the classes three times. The first time, he wrote off the idea. The second time, he figured it might be feasible in big cities like Charlotte and Raleigh. The third time, he started thinking about how he could use it in his own work.

The opportunity came when leaders from West Jefferson, a town of 1,300 people, approached him

about improving its main downtown strip. Ledbetter suggested getting rid of two stoplights and replacing them with all-way stop signs. That would save the state money and make the downtown easier to walk through. He also recommended repainting the road to make it look friendlier to pedestrians. If West Jefferson implemented these streetscape improvements, the town would get \$250,000 in state money. Its board approved the deal on a 3-2 vote on a Monday night; by Thursday, the street was repainted and the traffic lights were gone.

The more attractive -- and more walkable -- downtown started bringing in more businesses. A wine shop and a brewery opened up, along with stores selling jewelry, kitchen gadgets and antiques. The number of vacant downtown storefronts dropped from 33 to three. Tourism increased dramatically. Of course, the street design was not the only factor in play. West Jefferson benefited from a decade-old plan to revitalize downtown, not to mention a wealth of local artistic talent that helped with the transformation. But promoting foot traffic was a catalyst for bigger changes.



(Flickr/NYC\_NYCDOT)

■ Continued on page 12

## SUB-BID REQUESTS CALIFORNIA

### O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**Hwy 132, 580 Tracy**  
**Repair pavement, hot mix asphalt resurfacing and install ITS elements**  
**Caltrans #10-0Q17U4**  
**BID DATE: November 18, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Erosion Control, Sweeping, Asbestos Compliance Plan, Treated Wood Waste, Bird Exclusion Devices, Adjust Utilities, Cold Plane AC, Prepare Concrete Bridge Deck Surface, Treat Bridge Deck, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Shoulder Backing, Imported Borrow, Hydroseed, Compost, Lean Concrete Base, Asphalt-Rubber Binder, Asphaltic Emulsion (Fog Coat), Precoated Screenings, Preparing Inertial Profiler, Prime Coat, Rumble Strip, Data Core, AC Dike, Tack Coat, Jointed Plane Concrete Pavement, Dill and Bond (Tie Bar), Individual Slab Replacement (RSC), Crack and Seal, CIDH Concrete Pile, Structural Concrete, Joint Seal, Sign Structure, Minor Concrete, Delineator, Guard Railing Delineator, Object Marker, Midwest Guardrail System, Vegetation Control, Concrete Barrier Transition, Transition Railing, Buried Post End Anchor, Striping & Marking, Fiber Optic System, Intelligent Transportation System and Construction Materials.

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

### O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**Hwy 101 San Jose - Morgan Hill**  
**Resurface and Repair Flexible Pavement, PCC Slab**  
**Caltrans #04-1J6304**  
**BID DATE: December 1, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Storm Water Annual Report, Sweeping, Cold Plane AC, Asphalt Treated Permeable Base, Base Bond Breaker, AC Dike, Geosynthetic Pavement Interlayer, Shoulder Rumble Strip, AC Dike, Tack Coat, Drill and Bond (Dowel Bar), Spall Repair (Polyester Concrete), Individual Slab Replacement (RSC), Grinding, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Concrete Barrier, Striping & Marking, Loop Detector and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



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**RAPID TRANSIT DISTRICT**  
**WAYFINDING IMPROVEMENT PHASE 3**  
**SAN FRANCISCO, CA**  
**BID DATE: December 1, 2015**  
**ESTIMATE: \$7,500,000-\$7,800,000**

Trades needed but not limited to: Demolition, Concrete, Abatement, Flashing and Sheetmetal, Metal Fabrications, Decorative Metal, Firestopping, Painting, Signage, Post and Panel Wayfinding System, Information Displays, Raceways for Facility Services, Low Voltage Wires and Cables, Electrical Systems, Circuit Breakers and Panelboards, Data Communication Network Equipment

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**Seeking ADP licensed/certified Residential,**  
**and Sober Living Environment Services.**  
Interested providers contact  
Geri Ramirez for an RFQ application.  
Phone: (559) 265-4800 ext 20112  
Email: [Geri.ramirez@westcare.com](mailto:Geri.ramirez@westcare.com)  
Please include mailing address.  
Deadline for completed  
Application is **November 18, 2015**

## Valley nonprofit

■ Continued from page 1

The VEDC's Barragan says a key part of the new loan program is offering technical assistance to the small business owners as they're applying for the loans. Another challenge many small African-American businesses face is in preparing the necessary paperwork. "The quality of their financial statements and the quality of their tax returns is less," Barragan told KPCC. "So they're simply less prepared to go to somebody and say, 'please lend me \$150,000 per year.'"

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



# Disparity

## Five Bleak Facts on Black Opportunity

By Richard V. Reeves and Edward Rodrigue

What would Martin Luther King Jr. think of America in 2015 if he'd lived to see his eighty-sixth birthday? No doubt, he'd be pleased by the legal and political advances of black Americans, crowned by the election and re-election of President Obama.

But King would be disturbed by the stubborn race gaps that remain, especially in opportunity, tarnishing the idea of the American Dream. In terms of opportunity, there are still two Americas, divided by race. Five facts show how far we still have to go.

### 1. Half of Black Americans Born Poor Stay Poor

Upward mobility from the bottom of the income distribution is much less likely for black than white Americans: 51% of the black Americans born into the lowest fifth of the earnings distribution remain there at age 40.

### 2. Most Black Middle Class Kids Are Downwardly Mobile

Downward intergenerational social mobility from the middle to the bottom is much more common among Black Americans. Seven out of ten black Americans born into the middle quintile fall into one of the two quintiles below as adults. In some ways, this is an even more depressing fact than the poor rates of upward mobility. Even black Americans who make it to the middle class are likely to see their kids fall down the ladder.

### 3. Black Wealth Barely Exists

Race gaps in wealth – already wide - widened further during the Great Recession. The median wealth of white households is now 13 times greater than for black households --the largest gap in a quarter century, according to analysis by the Pew Research Center. Black median wealth almost halved during the recession, falling from \$19,200 in 2007 to \$11,000 in 2013.

### 4. Most Black Families Headed by Single Parent

Black children are much more likely to be raised in a single-parent household, and as our

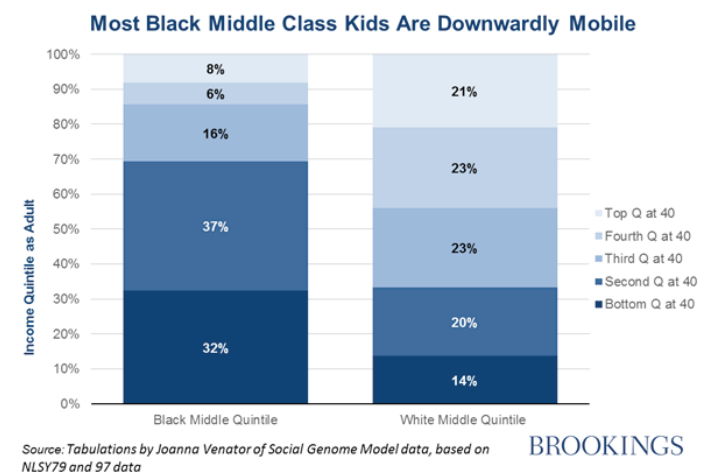
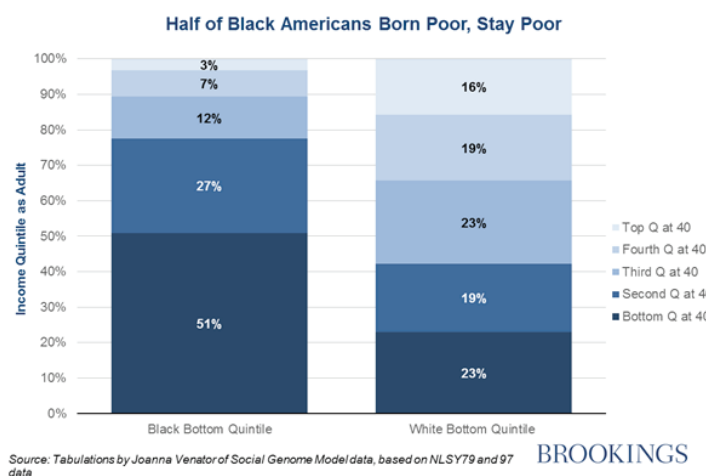
own research suggests, family structure can play a large role in a child's chance of success in all stages of life.

### 5. Black Students Attend Worse Schools

The school system remains highly segregated by race and economic status: black students make up 16 percent of the public school population, but the average black student attends a school that's 50 percent black. Our colleague Jonathan Rothwell shows that the average black student also attends a school at the 37th percentile for test score results whereas the average white student attends a school in the 60th percentile.

There are race gaps in almost every conceivable social and economic dimension, many of which we have discussed on these pages before: incarceration, early learning, parenting, schooling, attitudinal racism, employment - the list goes on. There has been progress, too, of course. But one thing is clear. An inescapable requirement for building an opportunity society is improving the life chances of black Americans.

Source: <http://www.brookings.edu>



# California Sub-Bid Request Ads

**DeSilva Gates Construction**  
 11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
 (925) 829-9220 / FAX (925) 803-4263  
 Estimator: DAVE BAST • Website: [www.desilvagates.com](http://www.desilvagates.com)  
 An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:  
**CALTRANS ROUTE 80 – CONSTRUCTION ON STATE HIGHWAY IN PLACER COUNTY NEAR COLFAX FROM LONG RAVINE UNDERPASS TO 0.4 MILE EAST OF MAGRA ROAD OVERCROSSING,**  
 Contract No. 03-1F4004, Federal Aid Project ACNHIMD-0804(194),  
 Disadvantaged Business Enterprise goal assigned is 11%

OWNER:  
 STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION  
 1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816  
**BID DATE: November 18, 2015 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disadvantage Business Enterprises, for the following types of work and supplies/materials including but not limited to:  
**AC DIKE, ASBESTOS COMPLIANCE PLAN, BIOLOGIST CONSULTANT, BLASTING, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EROSION CONTROL, FENCING, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PIPE LINING, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, SOLDIER PILE WALL, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIALS, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at: <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password is [f7pa55wd](mailto:f7pa55wd)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

**DeSilva Gates Construction**  
 11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
 (925) 829-9220 / FAX (925) 803-4263  
 Estimator: STEVE LIPPIS • Website: [www.desilvagates.com](http://www.desilvagates.com)  
 An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:  
**CALTRANS ROUTE 880 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY FROM FREMONT BOULEVARD IN FREMONT TO HIGH STREET IN OAKLAND,**  
 Contract No. 04-2J0704,  
 Federal Aid Project ACHSNHPI-880-1(074)E, Disadvantaged Business Enterprise goal assigned is 18%

OWNER:  
 STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION  
 1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816  
**BID DATE: NOVEMBER 17, 2015 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disadvantage Business Enterprises, for the following types of work and supplies/materials including but not limited to:  
**AC DIKE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, 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:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password is [f7pa55wd](mailto:f7pa55wd)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

# Veterans Corner

## Now Corp Honors Veteran Small Business Owners By Making \$100 Million Available To Help Them Grow Their Companies And Create Jobs

NOW Corp, a certified woman-owned business, announced in honor of Veterans Day that it is making \$100 million available to help Veteran-Owned and Service Disabled Veteran-Owned Businesses (SDVOB) grow, by enabling them to fund new and larger contracts with their commercial and government customers. Through its innovative new payment solution NOWaccount®, NOW Corp already has helped a number of veteran-owned businesses dramatically increase revenue and create jobs within their communities.

Veteran Kit Walker started his company, Enterprise Business Solutions 4U, Inc. (EBS-4U), a facilities support services provider, two years ago with an \$8,000 contract. Today he's on track to grow into a \$10 million company by the end of next year. As a service disabled veteran-owned business, EBS-4U targets government customers, such as the Metropolitan Atlanta Rapid Transit Authority. But while government contracts have allowed his business to grow, they come with their own set of challenges, including slow payments.

"As a small company, it's hard to float cash up front while delivering service to your customer," said Walker. "We couldn't grow until we had NOWaccount."

Veteran Woodie Sharpless, CEO of Sharp Solutions, Inc. (SSI), agrees. Sharpless spent eight years on Active Duty in the U.S. Army serving with the 82nd Airborne Division, culminating his service at the White House Communications

Agency (WHCA). Since then, his company SSI has played an integral part in establishing and operationalizing Enterprise Architecture, Cloud Services, and IT Acquisition Review (ITAR) processes with the Department of Homeland Security.

"Government contracts typically have Net 30 or Net 45 terms, but being a small business, that presents a huge challenge," explained Sharpless. "I've got to pay employee salaries and benefits for 30 to 45 days before I get paid. How do you sustain a business, fund growth, and maintain cash flow within the confines and constraints of a government contract?"

"That's a huge burden on my shoulders," Sharpless continued. "NOWaccount bridges that timeframe for me. Now I'm totally focused on operations because I know I'll get paid."

For small businesses that sell to other businesses or government customers that require extended payment terms as long as 30, 60 or even 90 days, NOWaccount allows them to get paid their actual revenue (not a loan or factoring) within five business days, regardless of when or if the customer pays. For a flat 2.5% merchant fee, the same or less than the cost of accepting a credit card, small businesses can get paid in days, offload the payment risk, eliminate the time and effort required to manage accounts receivables and collections, and strengthen their balance sheets.

■ Continued on page 10



## Salute to Veteran Owned Small Businesses

The United States Department of Transportation (USDOT), Office of Small and Disadvantaged Business Utilization (OSDBU), would like to recognize the nation's Veteran business owners and service members within the transportation industry. OSDBU is working year-round to assist Veterans pursuing procurement opportunities with USDOT and those looking to expand their impact within the industry.

USDOT was able to meet its last Fiscal Year goal of 3% representing over \$56 Million in awards to Service Disabled Veteran Owned Small Businesses.

A special shout out to the proud veterans working in OSDBU: Michelle Harris, Manager of our Regional Assistance Division, and Randall Nossaman, Small Business Specialist.

Source: U.S. Department of Transportation



Michelle Harris, Manager of our Regional Assistance Division



Randall Nossaman, Small Business Specialist

## Service Beyond the Call of Duty

By John McManus

We have days like today to remind us of things we have that we can easily take for granted, like freedom, a country that's a relatively safe place to live, and ongoing access to resources we need for health and comfort.

We have days like today to celebrate, salute, and well with pride about brothers and sisters, husbands, wives, sons and daughters, and fathers and mothers who number among the 21.3 million veterans living in the United States and Puerto Rico, about one in 10 people in our civilian population.

We take twenty-four hours to be extra thankful. They worked 24/7 for 365 days for years in our nation's Armed Services to protect us from harm and protect our access to precious essential sustaining needs like air to breathe, and fresh water, and health-care, and sanitation, and electricity.

For without the work of those people we honor on Veterans Day, our free line of supply to those essential items would be at risk. So, they are core and key to one of America's most valued traits, its resiliency.

What's more, as the Census notes, veterans provide an ongoing role in our communities and culture, both during and well beyond the terms of their official service. Here's just one example of evidence of that:

According to the latest statistics from the Survey of Business Owners, 2.5 million businesses in the United States were veteran-owned in 2012. These accounted for 9.2 percent of all firms in the nation. The proportion of total firms that were veteran-owned in each state ranged from 6.9 percent to 13.2 percent,

with New York having one of the lowest rates and South Carolina having one of the highest rates.

And closer to home, vets have, and do, and will serve as a critical part of the talent base and leadership of home building and development organizations nationwide. Especially as the business community in residential construction is acutely aware of and grappling with shortages of skilled crew workers, veterans have been and will continue to be a needed pipeline for talent.

Already, many companies are working with the National Association of Home Builders' workforce arm, HBI on onboard veterans into home building organizations on job sites and in offices nationwide. But some remain unaware. And many of us would do well to consider trying to expand the funding resources of HBI as an important way to address the industry's labor and talent needs.

Also, here are a few take-away thoughts from LaTanya Guillory, HBI Regional Program Manager, Military Services:

- Send a thank you card or handwritten letter expressing kind words of appreciation to your local VA clinic/hospital or USO for veterans who are patients.
- Acknowledge your gratitude on your personal social media sites throughout the month.
- Everyone has a veteran family member or friend. Take time to hear their story and if they are geographically near you, that conversation should be in person. If they are distant, take the time to pick up the phone and talk. You will learn so much from their accounts of being in the military.

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

# SUB-BID REQUESTS CALIFORNIA

## Advertise with Us!

### Shimmick Construction Company Inc.

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

LBE Subcontractor/Supplier Bids Requested For:

**Fish Passage Facilities Within the Alameda Creek Watershed  
City and County of San Francisco Public Utilities Commission  
Contract No. WD-2729**

**Bid Date: December 3, 2015 until 2:00PM**

**Fax all quotes to 510-777-5099**

Requesting certified LBE Subcontractor and Supplier Quotes on: Audio & Visual Equip., CAD, Communications Equip., Internet Service Provider, Data Information Network Services, Satellite Equip., Backhoe Service, Concrete Contractor, Traffic Control, Drilling, Earthwork, Fencing, Geotechnical, Landscape, Janitorial Equip., Scaffolding, Reinforcing Steel, Pipeline Contractor, Photography Services, Printing, Metals for Custom Fab., Welding, Well Drilling, Safety Items, Office Rental, Electrical Contractor, Electrical Equip., Lifting Equip., Environmental Safety Testing

Hard copy versions of plans, specifications and bidding documents are available at 525 Golden Gate Avenue, 1st Floor, Customer Service Desk, San Francisco, CA 94102. Contract documents 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 Fernando DeLeon by phone at (510) 777-5086.

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.

Merriwether and Williams Insurance Services is requesting immediate sub-bids from all certified SBEs and DVBEs for the Bond Assistance Program Los Angeles Broker/Administrator Contract for the City of Los Angeles, and potentially METRO. Scope of work is as follows:

**Contractor Community Outreach**

**Subcontracts due to Merriwether & Williams: Tuesday, November 24, 2015**

**Bid due date and time: December 2, 2015, 3:00 p.m.**

### Merriwether & Williams Insurance Services

Email: [Shanette@imwis.com](mailto:Shanette@imwis.com) / Phone: 213.258.3086

Please contact us for plans and specifications and for assistance with bonds, lines of credit, and/or insurance.

### Shimmick Construction Company Inc.

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

DBE Subcontractor/Supplier Bids Requested For:

**Pinole-Hercules Wastewater Plant Upgrade Project  
City of Pinole**

**Bid Date: December 10, 2015 @ 10:00am**

**Fax all quotes to 510-777-5099**

Requesting certified DBE Subcontractor and Supplier Quotes on: Reinforcing Steel Contractor, Sandblasting Contractor, Earthwork & Paving, Painting/Waterproofing, Traffic Control, Concrete Contractors and Suppliers, Trucking & Hauling, Surveying, Fencing, Lumber, Safety & Personal Protection, Pipes & Valves

A full set of Bidding Documents is available for examination at the office of Office of the Director of Public Works, City Hall, 2131 Pear Street, Pinole, California 94564 and are also available on the City's website. Bidding Documents 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 Fernando DeLeon by phone at (510) 777-5086.

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.



### Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534 • Attn: Victor Molina - [victor.molina@kiewit.com](mailto:victor.molina@kiewit.com)

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the City of Pinole, Pinole-Hercules Water Pollution Control Plant Upgrade Project in Pinole, CA.

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

Subcontractors and Suppliers for the following project:

**Pinole-Hercules Water Pollution Control Plant Upgrade Project**

**Contract No. 000101**

**Owner: City of Pinole**

**Bid Date: December 10, 2015 @ 10:00 A.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Asphalt Paving, Aggregates, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Structural Concrete, Clear & Grub, Dewatering, Doors & Windows, Demolition, Electrical, Equipment, Erosion Control, Fencing, Hazardous Abatement, HVAC, Lime Treatment, Masonry, Metals, Paintings & Coatings, Piping & Valves, Potholing, Sawcutting, Shotcrete, Specialties, Street Sweeping, SWPPP, Support of Excavation, Thermal & Moisture Protection, Trucking & Hauling & Water Truck.

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

**Subcontractor and Supplier Scopes are due December 4, 2015 and**

**Quotes NO LATER THAN December 9, at 5 PM.**

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

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

Kiewit Infrastructure West Co., 4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina [victor.molina@kiewit.com](mailto:victor.molina@kiewit.com)

You can view the plans in our office during regular business hours by appointment. 100% Performance Bond and Payment Bonds are required for this project.

**American Iron and Steel requirements apply.**

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



### Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534 • Attn: Victor Molina - [victor.molina@kiewit.com](mailto:victor.molina@kiewit.com)

requests bids from qualified subcontractors, consultants and suppliers to participate in  
**Bridge Replacement of Sidehill Viaduct and Seismic Retrofit of Dog Creek Bridge in Shasta County**

**Construction on state highway about 8 miles north of**

**Shasta Lake near Lakehead from Turntable Bay**

**overcrossing to 0.1 mile north of O'Brien safety roadside rest area and from 0.4 mile south to 0.3 mile north of**

**Dog Creek Bridge**

**Owner: Caltrans**

**Contract No. 02-0E0904**

**Bid Date: Thursday, November 19, 2015 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

certified by California Unified Certification Program wanted for scopes, including, but not limited to:

AC paving, aggregate supply, grading, drainage, bridge bearings, minor concrete, concrete supply, concrete pumping, concrete reinforcing, concrete barriers, demolition, erosion control, cable mesh attenuators & fencing, joint sealant, landscaping, MOT, metals, MBGR, pavement marking, CIDH piling, pipe supply, SWPPP, signage, trucking & hauling, thermal & moisture protection, water quality monitoring planning, reports, and monitoring, temporary engineering, bridge overlay & polyester concrete, composite casing, column jackets, well drilling, clear & grub, water & sweeper truck

**Subcontractor and Supplier Scope Letters due**

**NO LATER THAN November 13, 2015 Quotes and Proposals due by November 18, 2015 at 5 p.m.**

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

All subcontractors registered in Kiewit's SmartBidNet database will receive an invitation to bid Visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register

Plans are available for viewing through SmartBidNet and by appointment during regular business hours at:

Kiewit Infrastructure West Co., 4650 Business Center Drive Fairfield, CA 94534

Contact: Victor Molina at [victor.molina@kiewit.com](mailto:victor.molina@kiewit.com)

Documents are also available on the Caltrans website at: [http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/oe\\_project.php?q=02-0E0904](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/oe_project.php?q=02-0E0904)

100% performance bonds and payment bonds for subcontractors and supply bonds for permanent materials supply are required for this project. Cost of bond will be reimbursable.

All contractors and subcontractors who bid or work on a public works project must register and pay an annual fee to the California Department of Industrial Relations

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

# SUB-BID REQUESTS CALIFORNIA

## CAHILL CONTRACTORS, INC.

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

### Bid Requests from Certified

SBE Subcontractors and Suppliers for the ALL TRADES\* except the following trades that have already bid:

Earthwork / Soil Cement Columns / Structural Concrete / Structural Steel / Elevators / Metal Stairs / Design Build: EBM / Fire Sprinklers / Plumbing / HVAC / Electrical / Solar

\*For a detailed list of bidding trades please contact Julie Park at Cahill.

### TRANSBAY BLOCK 7 (REMAINING TRADES)

This is an OCII project with construction workforce and prevailing wage requirements.

### Transbay Block 7

255 Fremont Street • San Francisco, CA 94105

Bid Date: 12/1/15 @ 2 PM

Voluntary Pre-bid Meeting on 11/27/15 at 10:00 AM at Cahill Contractors, 425 California Street, Suite 2200, San Francisco, CA 94104.

There will not be a job walk.

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263

Estimator: Bob Ciccarella • Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

**CALTRANS ROUTE 65 – CONSTRUCTION ON STATE HIGHWAY IN PLACER COUNTY FROM ROUTE 65/80 SEPARATION IN ROSEVILLE TO 0.3 MILE NORTH OF TWELVE BRIDGES DRIVE OVERCROSSING IN LINCOLN, Contract No. 03-4F0204, Federal Aid Project ACNHP-P065(103)**

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

**BID DATE: November 17, 2015 @ 2:00 P.M.**

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

**COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, LEAD COMPLIANCE PLAN, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, MARKERS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, SHOULDER BACKING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

## 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 for the following project:

**CALTRANS - RTE 580 FOR CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY NEAR TRACY FROM STANISLAUS COUNTY LINE TO ALAMEDA COUNTY LINE.**

**CONTRACT NO. 10-0Q17U4,**

**FEDERAL-AID PROJECT ACNHP-X077(023)E, Disadvantaged Business Enterprise goal assigned is 13%**

**OWNER:**

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

**BID DATE: November 18, 2015 @ 2:00 P.M.**

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

**Bridge Deck Resurfacing, Clearing & Grubbing, Cold Plane, Concrete Barrier, Construction Area Signs, Crack and Seal, Electrical, Erosion Control, Guardrail, HMA Dike, Lean Concrete Base, Markers/Delineators, Minor Concrete, Minor Concrete Structures, PCC Paving, Precoated Screenings/ Asphalt Rubber Binder, Preparing Inertial Profiler, Prepaving Grinding, Rumble Strip, Sign Structures, Striping and Pavement Markers, WPCP Prep, Underground Work, Vegetation Control Concrete, Trucking, Sweeping, Water Trucks, Erosion Control Materials, Imported Borrow Material, Shoulder Backing Material, Aggregate Subbase Material, Aggregate Base Material, HMA Material, RHMA Material and Tack Coat 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:17pa55wd@pub.desilvagates.com> (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com) and password is [17pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

## ROUTE 186/8 SEPARATION NEAR WINTERHAVEN

CALTRANS #11-416904

IMPERIAL COUNTY, CA

**\*\*THIS PROJECT HAS A 8% DBE GOAL\*\***

**BID DATE: NOVEMBER 18, 2015 • BID TIME: 2:00 P.M.**

**Please respond by 5:00 p.m., NOVEMBER 17, 2015**

We are seeking quotes from all small business concerns - CERTIFIED DBE including, but not limited to, the following work items:

Trucking On-Site, Trucking Aggregates, Trucking Asphalt, Street Sweeping, Equipment Rental, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Temp Traffic Stripe (Paint), Channelizer (Surface Mounted), Traffic Plastic Drum, Temp Pavement Marker, Portable Changeable Message Sign (EA), Temp Railing (Type K), Temp Crash Cushion Module, Job Site Management, Prepare Storm Water Pollution Prevention Plan, Rain Event Action Plan, Storm Water Sampling and Analysis Day, Storm Water Annual Report, Temp Drainage Inlet Protection, Temp Concrete Washout, Temp Fence (Type ESA), Remove Yellow Thermoplastic Traffic Stripe (Hazardous Waste), Treated Wood Waste, Remove Single Thrie Bean Barrier, Remove Thermoplastic Pavement Marking, Remove Pavement Marker, Remove Concrete Pavement (CY), Clearing and Grubbing (LS), Roadway Excavation, Erosion Control (Bonded Fiber Matrix)(Acre), Fiber Rolls, Class 2 Aggregate Base (CY), Tack Coat, Transition Railing (Type STB), Thermoplastic Traffic Stripe, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe (Sprayable), Pavement Marker (Non-Reflective), Pavement Marker (Retroreflective), Maintaining Existing Traffic Management System Elements During Construction, Inductive Loop Detector (EA), Concrete Aggregates, Asphalt, Joint Sealant Pavement, Joint Sealant Bridge Abutments, Asphalt Dike, Slurry Seal, Rumble Strip (Ground-In), Rebar, Road Signs.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 11-413904 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

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

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



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

## 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 Monterey County Near Salinas From 0.2 Miles East of Reservation Road Undercrossing to Spreckels Boulevard Undercrossing**  
**Contract No. 05-0F7004**

**Federal Aid Project No. ACNHP-P068(024)E**  
**Engineer Estimate: \$17,100,000.00 – 540 Working Days**  
**Goal: DBE 10%**

**Bids: December 1, 2015 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to):** Construction Area Signs, Traffic Control, Cold Plane, Demolition/Bridge Removal, Clear & Grub, Landscaping Hydroseeding, Erosion Control, Irrigation, AC Dike, Grinding, Pile Driving, CIDH Piles, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Fencing, MBGR, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting, SWPPP, Water Truck, Sweeper, Trucker, Painting Structures, Re-Finish Bridge Deck.

**Scope of Work:** Widening Bridge

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 Mark Bosio 925-606-2400 [mark.bosio@rgwconstruction.com](mailto:mark.bosio@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.



# Public Legal Notices

Request for proposals

## Expedited Purified Water Program

Santa Clara Valley  
Water District



**Topic:** Environmental and Permitting Support Services for the Santa Clara Valley Water District's (water district) Expedited Purified Water Program.

**Who:** Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's nearly 1.9 million residents.

**What:** The Santa Clara Valley Water District is soliciting proposals from consultant firms to provide environmental and permitting support services to implement the components of the water district's Expedited Purified Water Program (Program).

You are invited to submit a proposal based on your qualifications and understanding of what efforts/work are necessary to conduct environmental assessments, prepare documentation for compliance with both the California Environmental Quality Act (CEQA) and the National Environmental Policy Act (NEPA), and provide permitting support services to allow implementation/construction of the Program components. The full Request for Proposals (RFP) can be viewed at <http://cas.valleywater.org>.

Please submit your proposals electronically to the water district's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "EV11-Environmental Planning and Management CEQA/NEPA" and add contact information as necessary.

**Contact:** If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to [ContractAdministration@valleywater.org](mailto:ContractAdministration@valleywater.org).

In addition to submitting proposals electronically through the water district's web portal, six (6) hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to Betty Dehoney at [bdehoney@valleywater.org](mailto:bdehoney@valleywater.org). Questions must be submitted no later than 3 p.m. on December 4, 2015 and will be responded to in writing by December 11, 2015.

11/2015\_IG

## Corruption remains a major cost for honest companies

Continued from page 3



However, despite these positive developments, Control Risks' survey suggests companies still need to do more. Third party risk is still relatively unrecognized. Just 58% of respondents have procedures in place for due diligence assessments of third parties and only 43% have third-party audit rights.

The survey also suggests companies are not setting the right incentives to deter corruption. Respondents cited the fear of negative consequences as the penalty used most commonly to deter corrupt behaviour. On the list of eight deterrents to corruption, in sixth place are company performance criteria that emphasise integrity (along with financial targets). Establishing parity between financial targets and anti-corruption

targets is vital to ensuring compliance is embedded into companies' culture.

**Commenting on the survey's findings, Richard Fenning said:**

"Governments and companies across the world are increasingly aware of the importance of countering corruption, with China and Brazil in particular stepping up enforcement in the past year. But still too many good businesses are losing out on opportunities to corrupt competitors, or choosing not to take a risk on an investment or entering a new market in the first place for fear of encountering corrupt practices.

"Companies need to find a balance and do more due diligence early on in any negotiation or market entry planning, to spot the points of light in countries that may otherwise appear as no-go areas.

"Another concern is an overreliance on compliance. Often when organisations have comprehensive compliance processes in place, business leaders treat them as a safety net and don't police ruthlessly enough internally. More than half of the businesses we surveyed hadn't conducted a corruption-related investigation in two years. Given the size and complexity of most organisations this would suggest there is a danger of a false sense of security in compliance departments."

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



CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS

Contract No. 2294J  
(ID No. FCE16025)

### SPOFFORD CHINATOWN LIVING ALLEY

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on December 9, 2015**, 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 at Spofford Street between Clay and Washington Streets in San Francisco, California and consists of green infrastructure, pavement renovation, curb ramp construction, sewer drainage replacement, landscaping, bio-retention units, street lighting, traffic routing, and all associated work. The time allowed for completion is 270 consecutive calendar days. The Engineer's estimate is approximately \$600,000. For more information, contact the Project Manager, Michael Rieger at 415-558-4492.

**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)].**

**Attendance and completion of the Green Infrastructure Construction Training, provided by the SFPUC, is required for this contract. Only contractors directly related to the construction of the Green Infrastructure features, whether prime (Class A - General Engineering Contractor) or subcontractors (Class C-8, C-12, C-27, C-34), that have attended and completed the Green Infrastructure Construction Training will be allowed to submit bids for this contract. The dates and time of the trainings are listed in Section 00 21 13 - Instruction to Bidders, Article 1.09 Bidder Qualifications, subsection B Bidder's Qualifications Statement.**

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

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

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. **LBE Subcontracting Participation Requirement is 20%**. Call Selormey Dzikunu at 415-558-4059 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 November 19, 2015; 1:30 p.m., at 30 Van Ness Ave, 5th Floor.**

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.

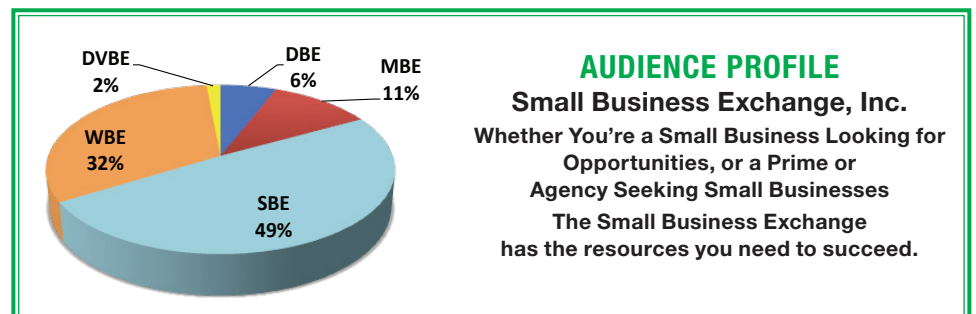
If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting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

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

11/12/15

CNS-2813899#

SMALL BUSINESS EXCHANGE



### AUDIENCE PROFILE

Small Business Exchange, Inc.

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

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

# Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367646-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367434-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367453-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367440-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367614-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367146-00
<p>Fictitious Business Name(s): <b>Biolight US</b> Address 67 Harrington Street, San Francisco, CA 94112 Full Name of Registrant #1 <b>Huiyi Zhong</b> Address of Registrant #1 67 Harrington Street, San Francisco, CA 94112</p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 11/4/2015</p> <p>Signed: <b>Huiyi Zhong</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 11/5/2015.</p> <p>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</p> <p>Filed: <b>Fallon Lim</b> Deputy County Clerk 11/5/15</p> <p>11/12/15 + 11/19/15 + 11/26/15 + 12/3/15</p>	<p>Fictitious Business Name(s): <b>Lion's Heart</b> Address 3150 18th St Suite 202, San Francisco CA 94110 Full Name of Registrant #1 <b>Kimberley Rose Peirano</b> Address of Registrant #1 2142 Ahneita Dr, Pleasant Hill, CA 94523</p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/8/15.</p> <p>Signed: <b>Kimberley Rose Peirano</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 10/22/2015.</p> <p>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</p> <p>Filed: <b>Jennifer Wong</b> Deputy County Clerk 10/22/2015</p> <p>11/05/15 + 11/12/15 + 11/19/15 + 11/26/15</p>	<p>Fictitious Business Name(s): <b>Pagan Idol</b> Address 246 Kearny Street, San Francisco, CA 94108 Full Name of Registrant #1 <b>Future Beverage Inc (CA)</b> Address of Registrant #1 244 Kearny Street, 7th Floor San Francisco, CA 94108</p> <p>This business is conducted by <b>A Corporation</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/23/15.</p> <p>Signed: <b>Brian Sheehy</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 11/3/2015.</p> <p>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</p> <p>Filed: <b>Jennifer Wong</b> Deputy County Clerk 10/23/15</p> <p>11/05/15 + 11/12/15 + 11/19/15 + 11/26/15</p>	<p>Fictitious Business Name(s): <b>Registry For A Cause</b> Address 2790A Sacramento Street, San Francisco, CA 94115 Full Name of Registrant #1 <b>Clothingswap.org Inc. (CA)</b> Address of Registrant #1 2790A Sacramento Street, San Francisco, CA 94115</p> <p>This business is conducted by <b>A Corporation</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/17/15.</p> <p>Signed: <b>Suzanne Agasi</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 10/23/2015.</p> <p>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</p> <p>Filed: <b>Jennifer Wong</b> Deputy County Clerk 10/23/15</p> <p>10/29/15 + 11/5/15 + 11/12/15 + 11/19/15</p>	<p>Fictitious Business Name(s): <b>The Lark Bar</b> Address 29 Third Street, San Francisco, CA 94103 Full Name of Registrant #1 <b>Destination Bars Inc (CA)</b> Address of Registrant #1 244 Kearny Street, 7th Floor San Francisco, CA 94108</p> <p>This business is conducted by <b>A Corporation</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>Not Applicable</b>.</p> <p>Signed: <b>Brian Sheehy</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 11/3/2015.</p> <p>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</p> <p>Filed: <b>Alex Liang</b> Deputy County Clerk 11/3/15</p> <p>11/05/15 + 11/12/15 + 11/19/15 + 11/26/15</p>	<p>Fictitious Business Name(s): <b>1.) TuneUp Wellness</b> <b>2.) TuneUp SF</b> Address 577 Hayes Street, Apt. A San Francisco, CA 94102 Full Name of Registrant #1 <b>Leandra M. Rouse</b> Address of Registrant #1 577 Hayes Street, Apt. A San Francisco, CA 94102</p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/2/2015</p> <p>Signed: <b>Leandra M. Rouse</b></p> <p>This statement was filed with the County Clerk of San Francisco County on 10/2/2015</p> <p>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</p> <p>Filed: <b>Susanna Chin</b> Deputy County Clerk 10/2/2015</p> <p>10/8/15 + 10/15/15 + 10/22/15 + 10/29/15</p>

## Event & Seminar



### 60th Anniversary Celebration (1955 -2015)

**Thursday, November 19, 2015**  
6:00 – 9:00 PM

Please join us as the Society celebrates 60 years of collecting, preserving and presenting art, artifacts and recorded materials that document the contributions African Americans have made to the history and culture of San Francisco and the Bay Area.

#### Keynote

**Fred Blackwell, CEO San Francisco Foundation**

**An Equity Profile of the: San Francisco Bay Area Region**

“Equitable growth is the path to sustained economic prosperity. To build a Bay Area economy that works for all, regional leaders must commit to putting all residents on the path to economic security through strategies to grow good jobs, build capabilities, remove barriers, and expand opportunities for the people and places being left behind.”

#### Followed by

An Elegant Reception and Exhibition Viewing

**Tickets: \$60.00 Per Person / Students with current ID - Free**  
**PURCHASE TICKETS**

For more information  
Call: 415/292-6172 or E-mail: [info@sfaahcs.org](mailto:info@sfaahcs.org)  
762 Fulton Street, 3<sup>rd</sup> Floor • San Francisco, CA

## Now Corp Honors Veteran Small Business Owners

### Continued from page 6

“I was fortunate to hear about NOWaccount from a colleague,” said Sharpless. “I was about to sign up with an alternative lender that would have helped me grow but would have charged double the fees of NOWaccount.”

Unlike a loan or factoring, NOWaccount is an innovative new payment solution that works like accepting a credit card, except the small business supplier chooses when to use it rather than their customers. NOWaccount does not interfere with the customer relationship and is largely invisible to customers, who continue to receive their invoices and pay according to their own schedules, with no late fees. In fact, NOWaccount enables small businesses to build customer relationships by demonstrating a stronger balance sheet, helping them win larger customer contracts, as well as access additional sources of capital from their banks or other financial institutions. Because NOWaccount is a payment solution, and not a loan or factoring, it works alongside a small business's bank loans and lines of credit.

“Here's a company that I use to grow my business and meet my obligations,” explained Walker, adding that he relies on NOW Corp as a partner that helps him plan for future growth. “I don't have to worry about where the funds are going to come from.”

In addition to enabling small businesses to get paid immediately when extending trade credit to their customers, NOW Corp also works with partners such as VeteransList.com, large government entities, and Fortune 500 companies to connect veteran business owners with potential contracting opportunities.

“NOW Corp is committed to supporting our veteran business owners, as well as all small busi-

ness owners and entrepreneurs. We recently participated in two events with the SBA for small suppliers and prospective suppliers of Moody Air Force Base and Fort Benning to help them learn how to compete for and deliver on larger government contracts,” said Lara Hodgson, president and CEO of NOW Corp. “At NOW Corp, we've been fortunate to help a wide range of small businesses significantly expand their government and commercial contracts and, as a result, our clients have created or retained more than 1,500 jobs in Georgia alone over the last couple of years.”

Sharp Solutions, Inc. is a great example of this. “We've grown from three employees in February of this year to 13 employees today, and we're still growing,” said Sharpless. “I couldn't have grown the business to where it is now without this service.”

#### About NOW Corp

NOW Corp is a certified women-owned business founded in December 2010 to enable small businesses to grow, create jobs, and stimulate the U.S. economy. Recognizing an inefficiency in the \$32 trillion trade credit sector, the founders leveraged their engineering and entrepreneurial backgrounds to create NOWaccount, an innovative new payment solution that allows small businesses to get paid their actual revenue immediately, in a way that is not a loan, not factoring, feels like but costs less than accepting a credit card for payment, and is invisible to their customers. Since launching NOWaccount®, NOW Corp has empowered small businesses across the nation to GROW FEARLESSLY!™, often resulting in double- or triple-digit revenue growth within the first year of enrollment. For more information, visit [www.nowcorp.com](http://www.nowcorp.com).

**Source: NOW Corp**

# Access to Capital

## SMALL & MINORITY BUSINESS

### Wells Fargo nearly doubled its initial goal to support service members, veterans; donating \$66 million over past three years

Wells Fargo & Company (NYSE: WFC) announced that it has donated more than \$66 million to help service members, veterans, and their families over the past three years — well surpassing its \$35 million goal.

In November 2012, Wells Fargo pledged \$30 million in property donations to wounded veterans and an additional \$5 million in donations to military- and veteran-related nonprofits. The company also committed to increasing veteran hiring initiatives and financial education. Wells Fargo now has surpassed its original goal by more than \$31 million.

“While Wells Fargo has been committed to service members, veterans, and their families for more than 163 years, we’ve really increased our commitment and support over the past three years,” said Jerry Quinn, Wells Fargo Military & Veteran Programs manager. “In 2016 and beyond, we will remain committed to the three areas where we feel we can have the greatest impact: empowering service members and veterans to succeed financially through home ownership, career transition, and financial education.”

Wells Fargo will take part in numerous activities throughout November to celebrate National Veteran Small Business Week, Veterans Days and Military Family Month. Several examples:

- Wells Fargo is part of the Coalition for Veteran Owned Businesses and will help support one of the organization’s goals — to increase opportunities for diverse suppliers. Wells Fargo’s Supplier Diversity program builds relationships with diverse-owned businesses, including veterans, and integrates those businesses into its supply chain.
- Wells Fargo is a participating lender in the U.S. Small Business Administration’s Veterans Pledge Initiative, an industry-wide effort to increase SBA lending to veteran small business entrepreneurs by 5 percent a year

through 2017. Wells Fargo supports the SBA’s efforts to approve more SBA loans for military veteran small business entrepreneurs who seek financing and are ready to use credit for their business.

- Wells Fargo is participating in numerous Veterans Day events across the U.S., including sponsorship of the Salute to Service in San Diego and participation in 11 parades across the U.S. Wells Fargo Home Mortgage has invited veterans to ride inside the Wells Fargo stagecoach during Veterans Day parades in Dallas, San Francisco, Phoenix, San Antonio, and New York. These veterans have received mortgage-free homes donated by Wells Fargo in collaboration with Military Warriors Support Foundation and Operation Homefront. During the San Francisco parade on Nov. 8, home donation recipient James Gordon, an Army veteran, will receive the deed to his donated home, signaling his completion of the financial education program that will help him sustain homeownership.
- Wells Fargo has provided more than \$3 million in support for GRID Alternatives, a nonprofit organization that makes solar power and solar job training accessible in underserved communities, including targeted support for its veteran’s job training initiative. This Veterans Day, Wells Fargo volunteers will join GRID Alternatives and veteran job trainees in three California communities — San Diego, Paso Robles, and Riverside — to help install solar power panels for veteran families.
- Wells Fargo will offer three free financial educational webinars to service members Nov. 10–12. Topics include purchasing a home, managing credit, and budgeting and saving. The free online sessions are offered through the Military Mortgage Express® program. The instructor-led sessions are open to all interested military members, veterans, and family

#### Since November 2012, Wells Fargo has:

- Donated or is in the process of donating to wounded veterans more than 300 properties valued at more than \$49 million.
- Donated nearly \$17 million to military- and veteran-related nonprofits.
- Hired more than 4,800 veterans.
- Participated in more than 650 military job fairs.
- Launched Hands on Banking for Military®, a financial education program that has been used by more than 100,000 people.

members. Participants have the opportunity to ask questions. Registration at [www.wellsfargo.com/rsvp](http://www.wellsfargo.com/rsvp) is required (use codes Mil1stHome, MilBudget, and MilCredit). Space is limited; those interested are encouraged to register early.

More information about Wells Fargo’s support of service members, veterans, and their families is available at [wellsfargo.com/military/veterans](http://wellsfargo.com/military/veterans).

#### About Wells Fargo

Wells Fargo & Company (NYSE: WFC) is a nationwide, diversified, community-based financial services company with \$1.8 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer

and commercial finance through 8,700 locations, 12,800 ATMs, the internet ([wellsfargo.com](http://wellsfargo.com)) and mobile banking, and has offices in 36 countries to support customers who conduct business in the global economy. With approximately 265,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 30 on Fortune’s 2015 rankings of America’s largest corporations. Wells Fargo’s vision is to satisfy our customers’ financial needs and help them succeed financially. Wells Fargo perspectives are also available at Wells Fargo Blogs and Wells Fargo Stories.

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

## Loan-Loss Plan Is Direct Hit on Community Bank Lending

By Camden R. Fine



Camden R. Fine is president and CEO of the Independent Community Bankers of America.

It is no wonder that the banking industry strongly opposes the Financial Accounting Standards Board’s proposed reforms to loan-loss reserve calculations. The proposal would force community banks, in particular, to completely overhaul their approach to lending. Even some FASB members and more than half of the board’s own Investor Advisory Committee oppose it as well.

The proposal would revamp how banks recognize credit losses on all types of loans. Because community banks follow generally accepted accounting principles — known as GAAP — they normally record a provision for credit losses when they actually have evidence they’ll incur a default. But under the FASB plan, known as the Current Expected Credit Loss model, banks of all sizes would instead take a hit the moment they make a loan. Banks would be required to estimate expected credit losses for the life of a financial instrument and recognize the net present value of those losses at the moment of origination.

This is flawed accounting and antithetical to the community banking model itself. Requiring local institutions to institute and maintain complex and expensive credit modeling systems removes their discretion to make localized financial decisions. Pushing up loan losses in the credit-loss cycle to the point of origination also effectively penalizes

community banks for investing in loans, which are made predominantly to individuals and small businesses in their local communities.

This will restrict the flow of credit from banks of all kinds. Tying up more capital in loan-loss allowances will mean lower regulatory capital, fewer loans to consumers and even tighter economic growth. The Office of the Comptroller of the Currency estimates that the proposal will increase loan-loss reserves by an average of 30 to 50 percent, which translates into a decline in bank capital to support local lending.

So, the FASB proposal has problems. What can we do about it? Can we address concerns over recognizing credit losses without damaging the community bank business model? Fortunately, community banks are still in the business of finding solutions. To borrow from John Adams, we want to have a better hand at building up than pulling down, which is why we’ve come up with an alternative proposal.

The ICBA’s alternative plan for institutions with less than \$10 billion would base loan-loss provisions on historical losses for similar assets. Expected losses on financial assets that have not incurred losses would be based on the entity’s own historical loss experience for identical or similar assets. If the institution does not have historical data, it could

base expected losses on the experience of a representative peer group. If a loan or security became impaired and a loss was probable, institutions would be allowed to increase the reserve based on a specific measurement of impairment.

This plan would build necessary allowances for potential losses and match each loan’s credit risk with its earning potential. It also would recognize reserves sooner in the credit cycle, which meets FASB’s objective of reforming the shortfalls exposed during the recent credit crisis. Most important, the alternative removes the principle of recognizing losses on day one, reflecting the fact that losses generally occur later in the life of the loan. This would limit the negative impact on community bank lending.

Nearly 5,000 community bankers have signed a petition advocating this simpler approach to financial accounting. The FASB should heed the concerns of community bankers, the rest of the banking industry, and its own board and committee members. Fortunately, we can address concerns with our system of loan-loss provisioning without disrupting community bank lenders and those who depend on them for access to capital.

Camden R. Fine is president and CEO of the Independent Community Bankers of America.

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

# SUB-BID REQUESTS CALIFORNIA



19 PAMARON WAY, NOVATO, CA 94949  
PHONE: (415) 382-1188 • FAX: (415) 883-7529

Contact: Adrienne Lewis  
Email: [adrienne@arntzbuilders.com](mailto:adrienne@arntzbuilders.com)

REQUESTS QUOTATIONS FROM ALL DBE AND SBE SUBCONTRACTORS AND SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**CONSTRUCTION OF CHECKED BAGGAGE INSPECTION SYSTEM TO SUPPORT EXPLOSIVES DETECTION SYSTEM RECAPITALIZATION AT TERMINAL 2, SOUTHFIELD OAKLAND INTERNATIONAL AIRPORT TSA GRANT NO. HSTS04-13-H-CT1163 OAKLAND, CA**

**BID DATE: November 18, 2015**

**ESTIMATE: \$3,760,000**

Trades needed but not limited to: Chainlink fences and gates, metal fabrications, thermal insulation, temp barricade siding system, hollow metal doors and frames, door hardware, fire extinguishers, fire alarm system, checked baggage inspection systems, CTX condensate piping 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

## RELATED

### RFP FOR GOODWILL SITE:

Mechanical, Electrical, Plumbing, Fire Protection & Precast/GFRC

**RFP DUE DATE: Monday, December 7th, 2015**

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.

### Pre-Submittal Workshop (Not Mandatory):

Thursday, November 19th, 2015 (9:30 am to 11:30 am)

SFPUC Contractor Assistance Center

5 Thomas Mellon Circle, # 168, San Francisco 94134

Local Business Enterprises (LBEs) —including MBEs and WBEs— are encouraged to respond.

Contact: Harold Hill at [hhill@related.com](mailto:hhill@related.com)

## Blois Construction Co., Inc.

3201 Sturgis Road • Oxnard, CA 93030

Phone: 805-656-1432 • 805-485-0338

REQUESTING BIDS FROM DBE/MBE/WBE/OBE Subcontractors and Vendors

**Project: Civic Center Wastewater Treatment Facility, Phase I, Pipelines & Pump Stations Project, Malibu, CA**  
**Owner: City of Malibu**

**Bid Date: 12/03/2015 2:30pm**

Blois Construction is bidding this project as a Prime Contractor and is requesting bids from the following trades and suppliers: **Survey, Slurry/Concrete, Cathodic Protection, Sand/Base/Rock - Aggregates, Traffic Control / Design, Asphalt, Striping, Pipe and Fittings, Paving, SWPP Material, Saw Cutting - Asphalt Concrete demolition, Trucking, SWPPP Design and Implementation, Shoring, Dewatering and Filtration, Trenchless Pipe installation, Auguring Up to 8' Diameter**

Please send scope letters 5 days prior to bid date and quotes 4 days prior to bid date to allow time for proper negotiations. Please include any certification documents you may have. Selected Subcontractors are required to take Affirmative Action steps to reach out to lower-tier subcontractors as outlined in contract documents. Blois is signatory to the Laborers and Operating Engineers. Items can be broken down and delivery schedules can be accommodated to allow for maximum participation. Blois will assist with bonding, insurance, lines of credit, materials and supplies if requested.

For questions regarding the project, contact Dave Mirones at 805.656.1432 Ext 22, FAX 805.485.0338 or email [DaveMirones@bloisconstruction.com](mailto:DaveMirones@bloisconstruction.com). If interested in bidding this project, Blois Construction is willing to assist all qualified subcontractors/suppliers in obtaining bonding, required insurance, materials, supplies or lines of credit if requested. Blois Construction is signatory to the Laborers and Operating Engineers.

Plans can be obtained by calling Dave Mirones at Blois Construction, Phone 805-656-1432, Ext 22, or email [DaveMirones@bloisconstruction.com](mailto:DaveMirones@bloisconstruction.com) for assistance.

Blois Construction is committed to working with qualified DBE/MBE/WBE/OBE subcontractors and suppliers who respond. Please include any certification you may have when submitting bids. Self Certification is not acceptable.

## Keeping that Fire in the Belly Feeling

Continued from page 1

especially draining periods. By the way, having energy does not mean never being tired: I don't deny the massive fatigue I felt every week of those four years. But my sense of urgency, purpose, and commitment were very, very steady. The forces keeping me going were rather simple:

- Excitement about seeing our vision come true, via many incremental "firsts." This was precious as was the success we experienced through regular love letters from the makers whose businesses we launched.
- Our team. Everyone says that, right? Everyone has the best team. But the important thing about that early team is that they are showing up every day to follow their founders at a time when the path is murky and success is not within sight. That team members' faith and personal investment in the face of other job opportunities is incredibly motivating to keep a founder going.
- Having a common enemy: i.e. death. Our demise was always just a couple payrolls away and that was as "energizing" a factor as you can imagine. I would not wish this existence of living with the wolf at the door on my worst enemy but it kept the fires in my belly very much alive.

Chapter Two: Redemption 2012-2015. The Grommet experienced massive triple digit growth in revenues and customers in this post-economic crisis period. The sheer joy of finally having the resources to build the business properly was all it has taken to keep my energy up.

When I hit a period of malaise (and I do) the number one thing I can do to get over it is to get out of the office and visit customers or give a public talk. When I see our business reflected in the eyes and insights of outside parties I am re-centered and re-energized.

In fact the founder who is flagging found this worked for him recently on a particularly bad day: he went to an evening meetup that recharged his batteries. Just talking about his business with fellow industry participants gave him perspective that he easily loses in his lonely hours at his desk.

Visit link for the full article:

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# Roads Are Getting a Redesign

Continued from page 4

West Jefferson may be a very small place, but its new approach reflects a movement that has gained strength quickly. The notion that roads should not be built just for cars and trucks is having profound effects on public spaces. Most famously, New York City has closed -- for now -- much of the area around Times Square to autos. Indianapolis has gone on a sidewalk-building spree. During a single week this August, Los Angeles adopted a new pedestrian-friendly master plan and San Francisco created a walkers' enclave on Market Street, its busy downtown thoroughfare.

Protected bike lanes, virtually nonexistent in the United States a decade ago, are cropping up all over the country. The roster of local governments that have officially committed to complete streets now numbers more than 700. Still, even the most ambitious jurisdictions are a long way from seeing their vision fully realized. And elements of a backlash are starting to emerge.

There is no definitive template for what makes a complete street, but there are many common elements.

Bike lanes, especially ones separated from automobile traffic, are the most obvious. The prototype for complete streets, the 2007 overhaul of Ninth Avenue in New York City, included a protected bike lane among its many new features. The revamped street showed other cities that bike lanes could be physically separated from vehicle traffic by more than painted lines. It is now almost common to see bike lanes cordoned off from cars using curbs, planters and other barriers, which increase safety and comfort for cyclists while discouraging drivers from illegally parking in the lanes. Protected bike lanes are now found in 24 states and 53 U.S. cities.

Improvements aimed at pedestrians are an equally familiar feature of complete streets. Wide sidewalks make it easier for walkers to pass one another. Bigger sidewalks in commercial areas also encourage passersby to window-shop and allow restaurants to offer outdoor seating. Designing the sidewalks to bulge into intersections in bulb shapes or stick into the street with sharp corners means pedestrians have less pavement to cross before getting to the other side. The sharper angles make it harder for drivers to whip around corners at high speeds, reducing the risk to pedestrians and bicy-

clists. And pedestrian islands ensure walkers aren't stranded halfway through the street when the light turns red.

But complete streets features don't just favor pedestrians and bicyclists. Some features make travel smoother for motorists and transit users. One of the most common changes is to convert a four-lane road, with two lanes in each direction, into a three-lane road, with one lane in each direction and a central turn lane. Such "road diets," advocates say, clear the travel lanes of turning cars that block traffic. Other features include bus shelters that keep riders out of the middle of the sidewalk, and bus bays that make it easier for bus drivers by letting them pull out of traffic when picking up fares.

Many of the complete streets ideas are borrowed from European cities where they have been successful, including Amsterdam, Copenhagen and Stockholm. Groups such as People for Bikes take U.S. public officials on European tours to build excitement. But what works well for dense cities filled with medieval architecture and pint-sized diesel hatchbacks does not always translate directly into solutions for American cityscapes. More and

more, U.S. transportation and planning agencies are looking to each other for templates and practical experience in constructing complete streets.

One group encouraging experts to trade ideas is the National Association of City Transportation Officials (NACTO), which has released design guides specifically for bike infrastructure and urban street design. NACTO began developing those guides because traffic engineers were using templates that didn't address many of the situations they faced, says Corinne Kisner, the group's director of policy and special projects. "Existing guidance on street design was clearly heavily skewed toward highways, not local, urban streets," she says. "NACTO saw that gap [and created] a document by cities and for cities that put people as the highest priority in a city street. The main principle of the urban street design guide is that streets are public spaces. They belong to the people. They should be designed with people in mind. That was fairly new in U.S. guidance."

Visit link for the full article:

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