

SMALL BUSINESS EXCHANGE

Vol 31, Edition 32 • OCTOBER 29, 2015

Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

PURCHASING

DOD Contracts

NAVY

The Boeing Co., St. Louis, Missouri, is being awarded an \$897,530,175 modification to a previously awarded fixed-price-incentive-firm contract (N00019-14-C-0032) for the procurement of 15 Lot 38 full-rate production EA-18G aircraft and associated airborne electronic attack kits. Work will be performed in El Segundo, California (40.3 percent); St. Louis, Missouri (24.1 percent); Bethpage, New York (18.5 percent); Cleveland, Ohio (1.7 percent); Bloomington, Minnesota (1.5 percent); Mesa, Arizona (1.3 percent); Torrance, California (1.3 percent); Vandalia, Ohio (1.1 percent); Ajax, California (1.1 percent); Irvine, California (0.8 percent); Santa Clarita, California (0.6 percent); South Korea (0.6 percent); and various other locations in the continental U.S. (7.1 percent). Work is expected to be completed in January 2018. Fiscal 2015 aircraft procurement (Navy) funds in the amount of \$897,530,175 are being obligated at time of award, none of which will expire at the end of the current fiscal year. The Naval Air Systems Command, Patuxent River, Maryland, is the contracting activity.

AIR FORCE

General Atomics, Aeronautical Systems Inc., Poway, California, has been awarded a \$19,070,219 option on delivery order 0113 of the basic ordering agreement FA8620-10-G-3038 for MQ-9 contractor logistics support (CLS) Phase 3. Contractor will provide an additional period of CLS for the French air force. Work will be performed at Poway, California; and Niamey, Niger, and is expected to be complete by Dec. 31, 2016. This contract is 100 percent foreign military sales for France. Medium Altitude Unmanned Aircraft Systems, Wright-Patterson Air Force Base, Ohio, is the contracting activity (FA8620-10-G-3038).

Visit U.S. Department of Defense for more contracts and info
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>

This is a Complimentary Copy. Paid subscribers receive first class mail.

PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
795 Folsom Street, 1st Floor, San Francisco, CA 94107

PRSR STD
U.S. Postage
PAID
San Fran CA 941
Permit No. 820

5 Real World Examples of Forecasting a New Product

By Tim Berry

“How do I forecast a new product, with no real data to call on?” you ask. I’ve dealt with this a lot through the years. It began several decades ago when I had the job of forecasting new products for high-tech companies that were clients of the consulting firm I was with. It continued as I did business plan consulting for more than a decade, back in the 1980s and 1990s. Now I get it as questions my readers and it’s my favorite question. To this day my answer hasn’t changed.

First, it comes with the territory. Don’t think you’re not qualified because you can’t do econometric models or data smoothing, or you don’t have the MBA degree or CPA certification. You are. You know your business better than anybody else. Data analysis is all based on massaging past data, and you’re looking forward into the future. You can do it.

Second, the real goal of forecasting a new product isn’t the accuracy of a fortuneteller or a crystal ball. It’s about understanding what drives sales. Here are some specific examples:

1. Focus on capacity. For example, you’re starting a restaurant and you want to say you have no idea what you can realistically sell. So draw a map of

■ Continued on page 7



NABJ/NAHJ Conference: Elise Durham & Hugo Balta Named Convention Co-Chairs

The National Association of Black Journalists (NABJ) and the National Association of Hispanic Journalists (NAHJ) have named Elise Durham and Hugo Balta as convention co-chairs of the 2016 joint convention in Washington, D.C.

NABJ President Sarah Glover and NAHJ President Mekahlo Medina are proud to bring both organizations to the nation’s capital under both Durham’s and Balta’s capable leadership. The joint

■ Continued on page 7



Elise Durham



Hugo Balta

Community Outreach

Lower Fillmore Street



The Fillmore is the commercial corridor serving the Western Addition neighborhood by the same name. During the middle part of the twentieth century, the demographics in the neighborhood shifted; as Jewish families moved out, and Japanese and Japanese-American families suffered internment, many African Americans who came to San Francisco for war industry jobs arrived in the Fillmore. The burgeoning African American community supported a slew of new jazz clubs and neighborhood businesses flourished; the

district was dubbed 'the Harlem of the West'. Unfortunately during the postwar period, redevelopment in the Western Addition did severe damage to the community fabric, displacing residents and small businesses and disrupting the community network. Today, the commercial district is a destination for live music – including Sheba Lounge and the Fillmore Auditorium – and boasts a growing food scene with new award-winning restaurants such as State Bird Provisions and 1300 on Fillmore.

The Fillmore has many active community and cultural organizations working to preserve the history of the neighborhood and contribute to the quality of life of the area. The Lower Fillmore Merchants Association supports and promotes neighborhood businesses.

The Fillmore is a thriving and culturally rich commercial district, with a decreasing vacancy rate and a high level of foot traffic. From 2006 to 2012 sales tax captured in the district grew by 43%, compared with 17% growth Citywide. The corridor features a high number of eating and drinking establishments, with opportunities for growth in electronics and appliances and sporting goods.

FILLMORE HERITAGE CENTER UPDATE

In partnership with President of the Board of Supervisors, London Breed, the Office of Community Investment and Infrastructure, Mayor's Office of Housing and Community Development, and Mayor's Office of Neighborhood Services, the Office of Economic and Workforce Development has convened a series of community meetings to inform interested parties on the issues facing the Fillmore Heritage Center site and to hear directly from community members regarding their concerns about the impact of the vacancy on the neighborhood and their ideas for activating the building. We plan to convene a follow up community meeting later this fall to obtain further input from the community and present the timeline and process for activating the building. We also will provide regular community updates on this web site.

Fillmore Heritage Center FAQ

1. Who owns the Fillmore Heritage Center?

The Fillmore Heritage Center commercial space and garage are owned by the Office of Community Investment and Infrastructure ("OCII"), as the successor agency to the former San Francisco Redevelopment Agency. The former Redevelopment

Agency master leased the entire 50,000 square feet of commercial space to Fillmore Development Commercial ("FDC"). FDC, as master tenant, subleased the commercial space to two tenants: (1) Yoshi's San Francisco and (2) 1300 on Fillmore. As a result of bankruptcy proceedings, Yoshi's San Francisco closed in June 2014. It was replaced by The Addition, which closed in January 2015.

2. Is the lease with Fillmore Development Commercial still in place?

No. In February 2015, FDC was put in default of its lease with OCII, as well as its \$5.5 million loan from the City and County of San Francisco ("City") for a number of reasons, including the closure of The Addition in January and failure to make regular property tax payments, common area maintenance payments, and loan payments to the City. FDC was ultimately unable to cure the defaults, so OCII terminated the lease with FDC in June 2015. The City, in place of FDC, is now the master tenant of the commercial space

See more FAQs at <http://investsf.org/neighborhoods/lower-fillmore-street/>

Source: <http://investsf.org/>

Convene a national commission on race and poverty

By Jesse Jackson

When the Founders wrote the Constitution, blacks were considered three-fifths human. In a compromise at the constitutional convention, the Constitution was written to allow slave states to count each slave as three-fifths of a person for the purposes of the census and for elections. Slaves couldn't vote, but they could increase the population and thus the representation of slave states.

We've come a long way since then. The Civil War — the most brutal in the nation's history — ended slavery. The Civil Rights Movement ended segregation and gave African Americans the right to vote.

But we still have a long way to go. It used to be said that blacks carried twice the burden of whites. Unemployment rates among African Americans are generally twice those of whites.

Poverty is nearly three times that of whites. Homeownership is about 60 percent that of whites.

But in critical ways, African Americans rank even lower. The typical African-American household, for example, has about 1/10 the wealth of the typical white household, a disparity that has tripled over the last decade.

Now a study by the New York Times documents what we know to be true: Driving while black is dangerous. African Americans are significantly more likely to be pulled over while driving for traffic violations than whites. When pulled over, they are twice as likely to be searched, even though police are far more likely to find drugs and weapons in the searches of whites than blacks.

In Chicago, blacks are five times more likely to be searched when stopped than white drivers, even though the police are less likely to find contraband when searching them.

Part of the reason, police argue, is that African Americans are more likely to live in impoverished neighborhoods. As the Washington Post reported, poor African Americans are 10 times more likely to live in high poverty census tracts than poor whites. In Chicago, about 35 percent of poor African Americans live in poor neighborhoods while about 4 percent of whites do.

Housing discrimination, zoning patterns, redlining by banks, public housing construction all combine to pen poor African Americans in poor neighborhoods. And then the police are assigned to patrol aggressively in what quickly become "high-crime districts." This is a recipe for tension, suspicion and violence. And as distrust rises, crimes go unsolved as residents don't trust the police enough to cooperate.



This is the "whereas": whereas racial disparity is clear and destructive. The real question is the "therefore": therefore we will act. Too often the complaint ends with the whereas and little or no attention and resources are devoted to the therefore.

Therefore we need reform of our criminal injustice system. Better monitoring and training of police, who should live in the neighborhoods

that they patrol. But police reform is not sufficient. We need a transformation of housing policy to spread low-cost housing across metropolitan areas. We need aggressive enforcement of laws against redlining, a crackdown on banks and auto companies that target African Americans for the highest rate and trickiest loans. We need real investment to put people to work, to

Continued on page 5

Editorial Staff

President:
Domingo K Johnson

Publisher:

Gerald W. Johnson -
gwj@sbeinc.com

Outreach & Managing

Editor:
Valerie Voorhies -
vvv@sbeinc.com

Marketing Manager

Rosalie Vivanco
rvivanco@sbeinc.com

Production Staff

Sales & Production
Manager:
Nabil Vo -
nvo@sbeinc.com

Graphics Design:

Tyler Chen -
tchen1129@gmail.com

Webmaster:

Umer Farooq -
umer@octadyne.com

Writer:

Cheryl Hentz -
cheryl.hentz@gmail.com

CALIFORNIA CERTIFICATIONS

DGS
GENERAL SERVICES

EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday. SBE is a certified DBE - CA UCP Firm #5988
Copyright © 2015 Small Business Exchange, Inc.

The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

ISSN 0892-5992

Public Policy

Statewide Compliance & Outreach Program

What is the purpose of the Statewide Compliance and Outreach Program (SCOP)?

The SCOP is intended to:

- Make sure you have the state tax and fee permits and licenses you need,
- Make sure that our records on your business are updated and correct,
- Allow you to meet a representative who can provide more information and answer your questions, and
- Make sure you understand your reporting requirements so that you are able to report accurately.

It is estimated that about two percent of California businesses are operating without the appropriate permits or licenses. These unregistered businesses have an unfair business advantage over those businesses that are properly registered and reporting their taxes/fees. The SCOP is part of a statewide effort to educate business owners, increase tax compliance and help make our tax system fair. The permit and license verification is not intended to replace audits or other tax compliance or enforcement activity.

Do I only need a seller's permit?

The permits and licenses needed depend on your type of business. Some businesses require only a seller's permit, while others also need to register for other state tax and fee programs. For example, cigarette

retailers are required to hold a seller's permit as well as a special license to sell cigarettes or other tobacco products. The SCOP specialist will assist you in identifying any additional permits you may need.

For a full list of BOE-administered programs and to see what permits or licenses may be required, please go to the Register for a Permit, License, or Account page. <http://www.boe.ca.gov/info/reg.htm>

How do I register for a seller's permit?

If your business sells or leases tangible personal property in California and does not hold a seller's permit, you will be instructed to electronically register when you are visited by a SCOP specialist. The specialist will provide publication 214, Doing Business Just Got Easier with eReg, which contains additional information about electronically registering for a seller's permit.

To register, visit our eReg page and complete the online application or register by visiting a nearby BOE office.

For further information on obtaining a seller's permit, please see our Frequently Asked Questions on Obtaining a Seller's Permit.

Which businesses will BOE visit?

The BOE intends to visit all non-residential businesses statewide over the course of time. There are nine SCOP teams throughout the state that are conducting door-to-door visits based on zip codes. All

storefronts and other known business locations in each area will be visited by a SCOP specialist.

How will I know when my business will be visited?

If you already have a seller's permit with the BOE, a letter will be sent to your business address notifying you of our upcoming visit to your area. However, if you are not registered with the BOE, you may not directly receive a notice or letter, since the BOE has no address on record for your business. The BOE will work with local municipalities and other partners to publicize our visits to businesses and increase awareness of our plan to conduct visits in their area.

Visits to your area may begin as early as two weeks from the date of the letter; however, visits may be delayed several weeks depending on the length of visits to businesses in other zip codes. The SCOP specialists generally remain in the area until all business locations within the zip code have been visited.

During the visit to my business, what is a SCOP specialist looking for?

At each visit, SCOP specialists will:

- Identify themselves and show identification,
- Verify the existence of a seller's permit, fee permits and other business licenses/permits that may be required, including a city or county business license, if appropriate,

- Review your license/permit to verify that it is updated with the correct information,
- Provide guidance on reporting your sales and use taxes properly,
- Provide information and assistance on your sales and use tax responsibilities, and
- Answer questions that you may have.

If your business is required to hold a seller's permit and you are operating without one, the SCOP specialist will provide publication 214, Doing Business Just Got Easier with eReg, to assist you with electronic registration.

If you hold a valid seller's permit, but appears you may be reporting incorrectly, the SCOP specialist may ask you to file an amend return(s) at the time of the visit or may contact you at a later time to obtain additional information. The SCOP specialist can also provide you with guidance for proper reporting. If you have overpaid your taxes, you will be advised on how to file a claim for refund.

If applicable, a SCOP specialist will follow-up at a later date to make sure that your registration, amended return(s), and/or claim for refund requirements are fulfilled.

Please Note: The filing of an amended return does not prevent further BOE activity, such as an audit or refund, for the same period(s) in question.

■ Continued on page 8

SUB-BID REQUESTS CALIFORNIA



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

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

CALTRANS

Project Call Out Number: 11-413704

In Imperial County About 26 Miles East Of El Centro From 0.8 Mile West Of East Junction Route 98/8 Separation To 0.6 Mile East Of All American Canal Bridge

Bid Closing Date: November 04, 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 General work description: Construct Continuously Reinforced Concrete Pavement (CRCP), Hot Mix Asphalt (HMA), Guardrail, and Rumble strips.

Duration of Project is 585 Working Days.

Please contact Robert Rosas @ rrosas@brosamerwall.com to view plans and specifications

Subcontractors and Suppliers being solicited include but not limited to:

Lead Compliance, Storm Water Prevention, Environmental and Scheduling Consulting, Traffic Control, Temporary K-Rail, Clearing and Grubbing, Remove Existing Striping & Markings, Roadway Excavation, Embankment, AC Dike, Aggregate(s), Alternate Crash Cushions, Asphalt Paving, Cold Plane AC, Concrete Pavement, Concrete Supply, Construction Area Signs, Crushing, Electrical, Fence & Metal Beam Guardrail, Ground-in Indentations (Rumble Strip), Joint Seal, Minor Concrete, Misc. Iron & Steel, Pipe Supply, Railing, Reinforcing Steel, Roadside Signs, Striping & Marking, Trucking On-Site, Trucking Aggregates, Trucking Asphalt, Street Sweeping, Equipment Rental and QC/QA.

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors and suppliers to identify opportunities to break down items into economically feasible packages.

Brosamer & Wall, Inc. is a Union signatory contractor. Subcontractors must possess a current contractor's license, DIR number, insurance coverage and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please allow us the opportunity to help your firm and call Chief Estimator - Robert Rosas at (925) 932-7900. Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596 or available free electronically. Please email Robert Rosas at rrosas@brosamerwall.com for electronic files. Brosamer & Wall, intends to work cooperatively with all qualified firms seeking work on this project. We are an Equal Opportunity Employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages. If you are interested in submitting a subcontractor bid for this project, please call us at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT CERTIFICATION WITH YOUR BID. Dealers/Suppliers and Brokers please confirm your designation code to us on or before the bid date. Please contact Chief Estimator Robert Rosas with any questions.

Mission Bay Development Group, LLC is actively seeking DBE, SBE, LBE and or General Contractors for the upcoming
Mission Bay Blocks 11 & 12 Surface Improvements
Bids are due at 2:00 PM, Thursday, November 12th, 2015.

The Project is funded by the SFMTA, FTA, and SFDPW. Federal Grant requirements will apply.

The project has been identified as an SFMTA SBE Set Aside Project with a 100% DBE, SBE, and or LBE participation requirement for construction subcontracting and suppliers for the landscaping & irrigation portions of work. To satisfy the 100% DBE, SBE, and or LBE requirement, all contractors on the project must be either a DBE (federally certified Disadvantaged Business Enterprise), Small Business Enterprises (California state certified Small Business), or LBE (City and County of San Francisco certified Local Business Enterprise).

The project manual and bid documents will be made available to each interested General Contractor.

Please contact Cathy Serrano of Townsend Management, Inc., at
(415) 355-6644 to pick up a set at the Mission Bay Office,
410 China Basin Street, San Francisco, CA 94158

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



SUB-BID REQUESTS CALIFORNIA

DeSilva Gates Construction

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

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:
CALTRANS ROUTE 24, 580 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN OAKLAND ON ROUTE 580 FROM FRUITVALE AVENUE UNDERCROSSING TO HOLLIS STREET UNDERCROSSING AND ON ROUTE 24 AT WESTBOUND OFF-RAMP TO MARKET STREET, Contract No. 04-4H2224, Federal Aid Project ACNHP-X001(602)E, Disadvantaged Business Enterprise goal assigned is 14%
OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: NOVEMBER 5, 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, BONDED WEARING COURSE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRACK SEALING, ELECTRICAL, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, PAVING FABRIC, ROADSIDE SIGNS, STRIPING, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, HIGH FRICTION SURFACE TREATMENT, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

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

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

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

DeSilva Gates Construction

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

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:
CONSTRUCTION ON STATE HIGHWAY ROUTE 101 IN MARIN AND SONOMA COUNTIES NEAR PETALUMA FROM 0.8 MILE SOUTH TO 2.0 MILE NORTH OF THE MARIN-SONOMA COUNTY LINE, CONTRACT NO. 04-264094, FEDERAL AID PROJECT ACNHP-Q101(261) N, Disadvantaged Business Enterprise goal assigned is 8%
OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: November 3rd, 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, ADL Burial Location Report, Bridge, Retaining Wall, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Sign, Crack Sealing, Crash Cushion, Electrical, Erosion Control, Fencing, Guardrailing, Lead Compliance Plan, Minor Concrete, Minor Concrete Structure, Structural Concrete Box Culvert, Headwall, Lean Concrete Base, Rammed Aggregate Columns, Roadside Signs, Delineator, Markers, Sign Structure, Striping, Survey/Staking, Temporary Erosion Control, Underground, Vegetation Control, Settlement & Monitoring, SWPPP, Well Destroy / Capping, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material, Hot Mix Asphalt (Open Graded) 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](ftp://ftp%25desilvagates.com) and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

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
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 ALAMEDA COUNTY NEAR LIVERMORE 2.0 MILES EAST OF NORTH FLYNN ROAD AT STONE CUT UNDERPASS CONTRACT NO. 04-2G504, FEDERAL-AID PROJECT ACNHP-5801-1(066)E, Disadvantaged Business Enterprise goal assigned is 7%
OWNER:
STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: November 4th, 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, Bridge, Concrete Barrier, Construction Area Sign, Erosion Control, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Paving, Roadside Signs, Soldier Pile Wall, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground, Vegetation Control, Well Drilling & Sealing, Trucking, Water Trucks, Street Sweeping, Class 4 Aggregate Subbase 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](ftp://ftp%25desilvagates.com) and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator 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

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

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

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
An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:
FOR CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY NEAR LIVERMORE FROM 1.1 MILE TO 0.4 MILE EAST OF NORTH FLYNN ROAD OVERCROSSING CONTRACT NO. 04-1SS034 FEDERAL AID PROJECT NO. ACNHP-580-1(064)E, Disadvantaged Business Enterprise goal assigned is 6%
OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: November 5th, 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, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Sign, Crack Sealing, Electrical, Erosion Control, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Roadside Signs, Soldier Pile Wall, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground, Vegetation Control, Well Drilling & Sealing, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, HMA (Open 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](ftp://ftp%25desilvagates.com) and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator 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

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

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

Visit SBE @ www.sbeinc.com for more info

California Sub-Bid Request Ads

O.C. Jones & Sons, Inc.

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

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 580 Livermore
Construct a 600 foot soldier pile and lagging wall with ground anchor
Caltrans #04-2G8504
BID DATE: November 4, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, ADL Burial Location Report, Treated Wood Waste, Abandon Culvert, Destroy Well, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (ADL), Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Erosion Control, Hydroseed, Compost, Lean Concrete Base Rapid Setting, AC Dike, Jointed Plain Concrete Pavement, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Timber Lagging, Clean & Paint Steel Soldier Piling, Rock Slope Protection, Misc. Iron & Steel, Misc. Metal, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Concrete Barrier, Ground Anchor, Steel Soldier Pile, Horizontal Drains, Striping & Marking 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.

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:
Construction Soldier Pile Wall and Reconstruction of Lanes & Shoulders
Hwy 580 - Livermore
Caltrans #04-1SS034
BID DATE: November 5, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Abandon Culvert, Destroy Well, Cold Plane AC, Clearing & Grubbing, Develop Water Supply, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Hydromulch, Fiber Rolls, Hydroseed, Compost, Crack Treatment, Data Core, AC Dike, Tack Coat, Steel Soldier Pile, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Timber Lagging, Clean & Paint Steel Soldier Piling, Minor Concrete, Misc. Iron & Steel, Delineator, Object Marker, Midwest Guardrail System, Transition Railing, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage SBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/ese/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: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Hwy 101 Petaluma - Realign & Bridge
Caltrans #04-264094
REVISED BID DATE: November 3, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Water Quality Sampling & Analysis, Temporary Fence, Health & Safety Plan, ADL Burial Location Report, Treated Wood Waste, Abandon Culvert, Destroy Well, Adjust Utilities, Cold Plane AC, Cap Inlet, Culvert Slurry-Cement Backfill, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Roadway Excavation (Type Y-1 Aerially Deposited Lead), Settlement and Monitoring, Shoulder Backing, Structure Excavation, Structure Backfill, Pervious Backfill Material, Rammed Aggregate Columns, Imported Biofiltration Soil, Underground, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Crack Treatment, Prime Coat, AC Dike, Data Core, Tack Coat, Steel Casing, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete, Minor Concrete, Steel Sheet Piling, Architectural Treatment, Joint Seal Assembly, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Bat Habitat, Prepare & Paint Concrete, Temp. Access Pad, Rock Slope Protection, Detectable Warning Surface, Misc. Iron & Steel, Rigid Rail Fall Protection System, Isolation Casing, Bridge Deck Drainage System, Fencing, Delineator, Object Marker, Midwest Guardrail System, Double Thrie Beam Barrier, Cable Railing, End Anchor Assembly, Type SCI 100GM Crash Cushion, Concrete Barrier, Striping & Marking, Traffic Operations 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.



19 PAMARON WAY, NOVATO, CA 94949 • PHONE: (415) 382-1188 • FAX: (415) 883-7529
Contact: Adrienne Lewis • Email: adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL DVBE SUBCONTRACTORS & SUPPLIERS
and ALL OTHER SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES
FOR THE FOLLOWING PROJECT:

ROSELAND UNIVERSITY PREP NEW CHARTER HIGH SCHOOL
SANTA ROSA, CA

BID DATE: November 10, 2015 @ 2:00pm
ESTIMATE: \$11,500,000

Trades include but not limited to: Demo, Earthwork, AC Paving, Site Utilities, Resin Pavement, Landscape and Irrigation, Site Benches, Structural & Site Concrete, Rebar, CMU, Electrical, Structural Steel, Misc. Metals and Metal Stairs, Steel Decking, Framing, Wood Doors/Hollow Metal Doors & Frames, Door Hardware, Rolling/Coiling Doors, Tiling, Aluminum Doors/Storefronts, Door Operators, Aluminum Windows & Glazing, Library Shelving, Hydraulic Elevator, Architectural Woodwork & Wood Paneling, Casework, Markerboards & Tack Surfaces, Drywall & Metal Studs, Plaster, Dryvit System, Sprayed Insulation, Insulation, Acoustical Ceiling & Wall Panels, Wood Flooring, Flooring, Gypsum Cement Underlayment, Painting, Fire Suppression, Plumbing, HVAC, Meal Wall Louvers, Sheet Metal Flashings, Corrugated Metal Siding, Corrugated Metal Roofing, Thermoplastic Membrane Roofing, Flexible Flashings & Underlayment, Modified Bituminous Sheet Waterproofing, Food Service Equipment, Striping, Joint Sealants, Tree Protection, Signage, Toilet Compartments and Accessories, Bike Racks, Window Coverings, Entrance Grates/Frames, Concrete Floor Sealer, Fire Extinguishers and Cabinets.

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 HEIR

WORKERS COMPENSATION INSURANCE. WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S
COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER

Race and Poverty

■ Continued from page 2

provide public transport that can take them to where the jobs are, and to give children a fair start from the beginning.

President Barack Obama is in Chicago this week at a gathering of police chiefs. It is important to keep pushing for police and criminal

justice reforms, but the "therefore" must go far beyond. It is time to convene a National Commission on Race and Poverty to go beyond reporting on the whereas and start detailing the therefore.

Source: Rainbow PUSH Coalition

Events & Seminars



**Restaurant Series III:
Benchmarking Performance and
Financial Reporting Tools**
Monday, November 9, 2015 from
6:00 p.m. to 8:00 p.m.

Learn how to develop an operating budget for your restaurant based on industry average target cost ratios to include key expense categories and important profit line. Weekly and period-end reporting strategies will be demonstrated, comparing actual performance to budget and how to turn variances into actionable goals. A basic understanding of Excel and accounting principles will be helpful.

Sign up at: <http://nc.ecenterdirect.com/ConferenceDetail.action?ID=25900>



**Financial Analysis
for Small Business**
Thursday, November 19, 2015
from 2:30 p.m. to 4:30 p.m.

We'll cover different financial analysis methods, how to analyze your profit and loss report, as well as how budgeting, statement of cash flows and cash flow forecasting can be used to track and project future monthly cash needs. You will learn how to use these reports to identify areas where you can increase your profits and business performance, and improve your cash flow management skills.

Sign up at: <http://nc.ecenterdirect.com/ConferenceDetail.action?ID=25901>



Intermediate QuickBooks
Tuesday, December 15, 2015
from 1:30 p.m. to 4:30 p.m.

Topics include payroll, setting preference, restoring files, and list maintenance including chart of accounts. Participants should have completed Basic Booking Part I and Introduction to QuickBooks, or be familiar with the concepts in these workshops. Seats are reserved to businesses specifically located in San Francisco City and County.

Sign up at: <http://nc.ecenterdirect.com/ConferenceDetail.action?ID=25902>



**QuakeSmart Earthquake 2015
Business Preparedness Summit**
Tuesday, November 3, 9:00 a.m. - 3:00 p.m.
Office of Homeland Security & Emergency Services
4985 Broder Blvd. Dublin, CA 94568
Assembly Room
Wednesday, November 4, 9:00 a.m. - 3:00 p.m.
The San Francisco Public Library
100 Larkin Street (at Grove), San Francisco, CA 94102
Visit this link for more info:
<http://earthquakesummit.com/>

Small Business Financing Forum

ACCESS TO CAPITAL IN SAN FRANCISCO

- Explore financing options
- Network with financial pros
- Access the capital you need

Nov. 17th, 2015, 8am-11am



Small Business Financing Forum - Access to Capital in San Francisco
NerdWallet, San Francisco, CA

Join the San Francisco Small Business Development Center and NerdWallet for a morning of lively discussion, networking opportunities, and light snacks and refreshments. Explore your small business financing options, determine what type of financing is best for your business, learn best practices to improve your chances of approval and network with lenders and industry experts.

Sign up at: <https://www.eventbrite.com/e/small-business-financing-forum-access-to-capital-in-san-francisco-tickets-19068323870?utm-medium=discovery&utm-campaign=social&utm-content=attendeeshare&utm-source=cp&utm-term=listing>



InnovateHER Local Competition
Thursday, November 19, 9:00 a.m. - 1:00 p.m.
Hosted at Square Inc.
1455 Market Street, #600, San Francisco, CA 94103

Want to compete in a national competition for a chance to win \$70,000 in cash awards? In partnership with the U.S. Small Business Administration (SBA), Renaissance Entrepreneurship Center is hosting a local InnovateHER 2016 competition.

Sign up at: <http://events.r20.constantcontact.com/register/event?oeidk=a07ebjbyav6b806e31&llr=fqryb5aab>

SUB-BID REQUESTS CALIFORNIA



Kiewit Infrastructure West Co.

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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Nitrifying Sidestream Treatment Project (NST) Project in Elk Grove, CA.

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

Subcontractors and Suppliers for the following project:

Nitrifying Sidestream Treatment Project • Contract No. 4212

Owner: Sacramento Regional County Sanitation District

Bid Date: November 12, 2015 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Asphalt Paving, Aggregates, Carpentry, Casework, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Clear & Grub, Grouting, Dewatering, Doors Frames & Windows, Electrical, Equipment(Process, Water & Wastewater) Grading, Finishes, Flooring, Fire-Suppression Systems & Protection, HVAC, Masonry, Structural Steel Framing, Steel Joist Framing, Steel Decking, Metal Railing, Gratin, Traffic Control, Paintings & Coatings, Plumbing, Piping & Valves, Process Interconnections, Quality Control, Security & Fire Detection Systems, Signage, Street Sweeping, SWPPP, Support of Excavation, Temp Utilities, Thermal & Moisture Protection(Blanket Insulation, Roof Insulation, Firestopping, Joint Sealant Expansion/Seismic Joint covers), Canopy, Trucking & Hauling, American Iron and Steel requirements apply.

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 November 6, 2015 and
Quotes NO LATER THAN November 11, 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.

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

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

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

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**

SUB-BID REQUESTS CALIFORNIA

McGuire and Hester

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

Sub Bids Requested From Qualified MBE/WBE/DBE Subcontractors & Suppliers for
East Bay Municipal Utility District - Diablo Pumping Plant Rehabilitation

Location: Danville, CA • Spec 2084

Bid Date: November 12, 2015 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; electrical; fencing; drilling; and painting. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

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

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
County of Sacramento - AC Overlay Project - 2015 Federal

Location: Sacramento County, CA • Contract No. 4220

Bid Date: November 12, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: slurry seal; trucking; cold plane; concrete flatwork; striping; electrical; and AC dike. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

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

Sub Bids Requested From Qualified DBE/LBE/SBE Subcontractors & Suppliers for
Mission Bay Development Group - Blocks 11-12 Surface Improvements
(Park P2, Park P11 and Park P11A)

Location: San Francisco, CA

Bid Date: November 12, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: electrical/signalization; trucking; fencing; sandblasting; unit pavers; signage/striping; landscape; underground; and concrete. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

Forecasting a New Product

Continued from page 1

- chairs and tables, figure out how many breakfasts, lunches, and dinners you can serve in your opening hours, then go from there to coffees and drinks based on the meals. Use realistic averages. Guess how many settings for each meal as an average, then multiply the hours and days to get months. Guess units and prices based on a reasonable sense of ramp-up.
- Focus on traffic, probably web traffic, but maybe auto, foot, or walk-in traffic. For example, a subscription-based web business ought to be able to project website views based on its organic search placement, pay-per-click advertising, email marketing, and related promotions. Make a projection of traffic by adding up your sources, then estimate conversion rates, and that gives you unit sales.
 - Focus on contagion. Think of your product as a disease, in which one customer infects friends, family, and the world of word of mouth and amplified word of mouth through social media. Estimate a starting number of buyers and then how many new buyers each existing buyer will recommend (infect) each month. If each buyer infects five or 10 others, you're happy. If each buyer infects nobody in a month, keep your day job.
 - Extrapolate from somebody else's history. You may not have history, but is there somebody else's history that tells you something? I've been working lately with an entrepreneur who justifies her ambitious early sales forecast with data on what hap-

pened to a somewhat similar product in a similar market a few years ago. It's not my favorite technique, but it is convincing to see how this forecast mimics real data from the recent past.

- Look at sales structure and channels. Especially for physical products that are supposed to sell through distribution channels, project how long it takes to get a distributor to carry your product, then how long it takes to get retail stores to carry it, and project the gradual increase of stores carrying it and a reasonable number of unit sales per month, per store. Getting into distribution doesn't happen from one day to the next. The stores involved increase over time. And the direct sales process in an enterprise business-to-business launch has its structural numbers too. Think about how many deals per salesperson, how long the decision takes, how much pending business (called pipeline) at any time, and how the structure grows.

So the key, in all of these five cases, is connecting the dots. Don't just take a wild guess; figure out the factors that drive sales. Build a sales forecast that you can use to track actual results, broken into variables like units, price per unit, stores, channels, web visits, or opening hours. Get it down at the beginning and then make sure to review once monthly to adjust your plan to accommodate ongoing actual results. You'll be wrong at the beginning, but every month, you get closer to right. In the meantime, as you track results and make adjustments, you have management.

Source: www.sba.gov

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

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

OAKLAND SHOP INSPECTION PIT EXPANSION

BART Contract No. 17DA-110

Bids: November 17, 2015 @ 2pm

The work in this contract includes but is not limited to: selective structure demolition; concrete restoration; Portland cement concrete; concrete forming/accessories; falsework; waterstops; concrete reinforcing; cast-in-place concrete; concrete finishing; non-shrink grout; metal welding; structural steel framing; metal fabrications; metal stairs; metal railings; painting; raceways for facility services; electrical systems; water distribution; sanitary sewerage; sump pumps; HVAC fans, ducts, casings; low/medium voltage wires & cables; circuit breakers & panelboards; DC battery system

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

We are an Equal Opportunity Employer

ADVERTISE YOUR AD HERE

Advertise your Sub-Bid Requests in the Small Business Exchange

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.



Elise Durham & Hugo Balta Named Convention Co-Chairs

Continued from page 1

convention will be held at the Washington Marriott Wardman Park Hotel from Aug. 3-7, 2016.

Balta is an award-winning journalism veteran of more than 20 years, and is NAHJ's immediate past president. He is the senior director of multicultural content at ESPN, where he leads initiatives in raising the quality, profile and delivery of diverse news gathering and storytelling.

Balta has also led television news departments in several markets for NBC, Telemundo and CBS producing news, entertainment and commercial work for the U.S. and Latin American markets.

"I'm honored and thrilled to be the co-chair of the NAHJ/NABJ joint national conference," Balta said. "I look forward in assisting both organizations in producing an event that will be relevant to, reflective and inclusive of our members."

Durham returns to serve as NABJ's Convention Chair, she has previously served as the organization's Program Chair. Durham is a two-time Emmy® and five-time Telly® award-winning journalist and public relations professional with more than 20 years of experience. She will soon begin a new job as assistant vice president for communications, marketing and media relations at Florida A&M University (FAMU) in Tallahassee, Fla. Prior to her work in higher education, Durham spent nearly 15 years as a television news producer.

"I am thrilled to, once again, lead the convention planning and program efforts for NABJ," Durham said. "The 2016 convention is particularly unique because in partnership with NAHJ, we represent the largest minority journalism organizations of color in the nation. With this also being an election year, I am looking forward to working with Hugo and the rest of the joint team to make this one of the most exciting, educational and impactful conventions ever."

The convention will feature comprehensive journalism training, specialty programming, national newsmakers and the largest journalism career fair in the country.

"Elise and Hugo make a great team and will plan an excellent convention for the members of both organizations," Glover said. "Elise brings years of experience as a former NABJ convention and program chair, branding/marketing expert and executive producer."

"Hugo is the right person for this job. He helped envision it from the get-go and he will do an amazing job at executing what will be an amazing conference for NABJ and NAHJ," said Medina.

Both organizations anticipate increased convention attendance, possibly making this the largest such conference since the 2008 UNITY: Journalists of Color meeting in Chicago.

The summer 2016 conference will be the fifth convention for NABJ in Washington, and the fourth for NAHJ.

About The National Association of Black Journalists:

An advocacy group established in 1975 in Washington, D.C., NABJ is the largest organization for journalists of color in the nation, and provides career development as well as educational and other support to its members worldwide. For additional information, please visit www.nabj.org.

About The National Association of Hispanic Journalists:

The National Association of Hispanic Journalists is dedicated to the recognition and professional advancements of Hispanics in the news industry. Established in April 1984, NAHJ created a national voice and unified vision for all Hispanic journalists. For additional information, please visit www.nahj.org.

Source: National Association of Hispanic Journalists

SUB-BID REQUESTS CALIFORNIA

**ROUTE 98/8 SEPARATION - CALTRANS #11-413704
IMPERIAL COUNTY, CA**
****THIS PROJECT HAS A 6% DBE GOAL****
BID DATE: NOVEMBER 4, 2015 - BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., NOVEMBER 3, 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 # 11-413704 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.

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

CAHILL CONTRACTORS, INC.

Contact: Julie Park • 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.



Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534 • Attn: Victor Molina - 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

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

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

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



FIND
 Subcontractors, Vendors,
 and Suppliers



REACH
 Diverse Audiences of Various
 Ethnicity, Race, & Gender



ADVERTISE
 Sub-Bid Request Ad
 Public Legal Notices
 Job Listings

SBE Newspaper boasts a weekly readership of **75,000**
 SBE Delivers competent, competitive, and certified
 subcontractors, vendors, and suppliers

Contact us at 800-800-8534 or sbe@sbeinc.com

Statewide Compliance & Outreach Program

Continued from page 3

What will happen if I do not get a seller's permit?

You are required to obtain a seller's permit if you are considered engaged in business in California where you sell or lease tangible personal property. If you fail to obtain a permit and file back-due returns, a Compliance Assessment (billing) may be issued based upon the information gathered by the SCOP specialist during and/or after the visit. You will be charged a 10 percent penalty on the taxes due for failing

to file a return by its due date. You could also be charged an additional 50 percent penalty if it is determined that you knowingly failed to obtain a permit to evade tax. For more information, please see publication 75, Interest and Penalties. In addition to any penalties, you may also receive a misdemeanor citation for operating without a seller's permit or with a revoked permit under section 6071 of the Revenue and Taxation Code.

Source: www.boe.ca.gov/sutax/SCOP_FAQ.htm

Public Legal Notices



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

**Contract No. 2625J
(ID No. FCE16036)**

**TELEGRAPH HILL ROCK SLOPE
IMPROVEMENT PROJECT AT
CHESTNUT STREET**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on November 23, 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. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is reinforcing the existing rock faces on the site. Improvement activities on the cliff faces includes installing over 50 rock anchors and wire mesh anchors ranging in depth from 10 to 20 feet, with wire mesh along the cliff face and shotcrete at select locations. The time allowed for completion is 60 consecutive calendar days. The Engineer's estimate is approximately \$815,000.00. For more information, contact the Project Manager, Rinaldi Wibowo at 415-558-4551.

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

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

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

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items 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 13%. 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 4, 2015 10:00AM** at 30 Van Ness Avenue, 3rd Floor, Suite 3900.

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.

10/29/15
CNS-2809419#
SMALL BUSINESS EXCHANGE

preconstruction phases and construction phase for each Project with a separate agreement or contract for each phase.

Project awards will be made for 1-year or a maximum of \$10,000,000. A second year, at the mutual agreement of the Trustees and CM, may be awarded for a maximum total of \$20,000,000 for both years. No individual project may exceed \$5,000,000.

RFQ Submittal Due Date and Time:
December 3, 2015 at 2:00 pm.
Contractor License Requirement: B

The types of projects may include, but are not limited to a variety of maintenance, remodel and new construction at the San Jose campus of California State University. Projects will range in size and on average will be between \$50,000 and \$2,000,000.

The Proposer's prequalification rating must be greater than \$10,000,000. CM construction phase contract

Yerba Buena Island in San Francisco

Opportunity to Perform

Abatement and Demolition on Yerba Buena Island at the Treasure Island project in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform

Abatement and Demolition on **Yerba Buena Island** for the Treasure Island Project

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10151>

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

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**October 22, 2015 @ 10:00 AM
Building 1**

**One Avenue of Palms, Suite #241
San Francisco, CA 94130**

**Proposals must be submitted by
November 10, 2015 @ 4:00 PM (PST).**



**CONCESSION OPPORTUNITY
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

San Francisco International Airport is accepting proposals for the International Terminal Food and Beverage Concession Leases, which cover 17 locations throughout the International Terminal and one in Terminal 3. The Lease terms have been revised since the original release. Interested parties should review and make note of the changes. The Lease grants the right to provide Food and Beverage at the Airport for a term of ten years with two one-year options, and seven years with three one-year options, at the Airport's discretion. The proposed minimum acceptable financial offers are from \$120,000.00 to \$910,000.00, which will be the successful Proposer's minimum annual guarantee for the first year of the Lease. The Airport intends to award the Leases to the highest-ranked, most responsive and responsible proposer. Each proposer must submit a proposal deposit in the amount of \$35,000.00 to \$125,000.00 as a guarantee that the proposer will execute said Lease. This proposal deposit shall be in the form of a cashier's check, surety bond or irrevocable letter of credit in its original form.

Proposals must be received by **2:00 p.m. on Wednesday, November 18, 2015.**

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

CNS#2808872



SAN FRANCISCO HOUSING AUTHORITY

**REQUEST FOR PROPOSAL
STANDBY GENERATOR PREVENTIVE
MAINTENANCE SERVICE
SAN FRANCISCO HOUSING DEVELOPMENTS
Solicitation No: 16-050-RFP-0004**

The San Francisco Housing Authority will receive proposals for Standby Generator Preventive Maintenance services at San Francisco Housing Developments. Scope of work includes refuel of diesel, renewal of operation permits, and maintenance. Responses are due by 2 PM on Thursday, November 19th, 2015 at 1815 Egbert Avenue, San Francisco, CA 94124. Download solicitation at: <http://www.sfha.org/procurement-bids.html>

All general questions can be directed to Solomon Gebala (415) 715-3123, Question related to the RFP are due by 12:00PM on Monday November 9th, 2015. Please submit questions in writing to the Procurement Department at procurement@sfha.org.

**City and County of San Francisco
Outreach Advertising
November 2015**

Stay Connected To the City through SF311

The SF311 Customer Service Center is the single stop for residents to get information on government services and report problems to the City and County of San Francisco. And now, we have even more ways for you to stay connected to the City with our SF311 App and SF311 Explorer website.

The SF311 App lets you get information on City services and submit service requests on-the-go right from your smartphone. You can track your service requests through the app or through our new website, SF311 Explorer.

Download the SF311 App from your smartphone's app store and visit the SF311 Explorer at explore311.sfgov.org today!

Healthy Foods and WIC Nutrition Services at No Cost To You. Eating well during pregnancy is important. The Women, Infants, and Children (WIC) Nutrition Program can help. WIC serves pregnant women, new mothers, infants and young children under five years old who meet 185% or below of the federal poverty income level. WIC benefits include nutrition and breastfeeding education and support, checks to buy healthy foods (such as fresh fruits and vegetables) and referrals to low cost or free health care and other community services.

Enrolling in WIC early in your pregnancy will give your baby a healthy start. Also, WIC staff can show you how you and your family can eat healthier meals and snacks. Migrants are welcome to apply as well.

San Francisco WIC has six offices throughout the City. For more information, call (415) 575-5788.

This institution is an equal opportunity provider.

**REQUEST FOR PROPOSALS FOR THE
Terminal 3 Pop-Up Retail Concession Program**

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 3 Pop-Up Retail Concession Program. This opportunity is comprised of one retail location measuring approximately 304 square feet, located in Boarding Area E of Terminal 3. The space will be move-in ready with fixtures provided, and will require minimal costs to start up. The successful proposer will be offered an agreement term of twelve months. This concession is intended for the nonexclusive sale of retail merchandise reflective of the Greater San Francisco Bay Area.

The Informational Conference is on Tuesday, November 10, 2015 at 10:00 a.m. at the Terminal 2 Partnering Conference Room No. T2-2-205 at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> on or about October 23, 2015. For additional information, feel free to contact Trevor Brumm, Principal Property Manager, Revenue Development and Management, at (650) 821-4500, or via email at SFOConcessions@flysfso.com.

**Board of Supervisors Regularly Scheduled Board Meetings
November Meetings**

OPEN TO THE PUBLIC - Tuesdays, 2:00pm, City Hall Chamber, Room 250.

- **November 3**
- **November 17**

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

CNS#2810068

SAN JOSE STATE UNIVERSITY

**REQUEST FOR QUALIFICATIONS FOR
CONSTRUCTION MANAGER SMALL
PROJECTS DELIVERY METHOD**

Project Number: SJSU-323

**San Jose State University
One Washington Square San Jose, CA 95192-0010**

The Trustees of The California State University (Trustees) are requesting Statements of Qualifications (SOQ) from interested and qualified construction managers (Respondents) to provide construction management services with a guaranteed maximum price for preconstruction and construction services of multiple small projects, collectively referred to as Small Projects Program and individually referred to as the Project. The delivery method for the Small Project Program is known as "Construction Manager Small Projects" (CMSP). CMSP consists of a Task Order Service agreement establishing the terms of the Program and

awards may not exceed their prequalification rating at any time during the contract duration.

To apply for prequalification, Respondents register and log into "PlanetBids" at http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml. The application for prequalification must be submitted no less than ten business days prior to SOQ submittal due date.

Interested parties may download the complete RFQ including attachments on October 29, 2015 by registering at <http://www.planetbids.com/portal/portal.cfm?CompanyID=15275#>. Once registration is completed, log into planetbids.com at <http://www.planetbids.com/hub/hub.cfm> and search for "Construction Manager Small Projects", Project Number: SJSU-323."

The Trustees require three percent Disabled Veteran Business Enterprise participation in all construction phase contracts. This project is a public works project and is subject to prevailing wage rate laws.



Fictitious Business Name

ORDER FOR SUMMONS (Family Law)

ORDER FOR PUBLICATION OF STANDARD FAMILY LAW RESTRAINING ORDERS Case No. 15 - 784118

Notice to Respondent: Magdaleno Jesus Rodriguez
You have been sued. Read the information below and on the next page.

Petitioner's name is: Geraldine Miravite Rodriguez

1. The name and address of the court are
Superior Court of California, County of San Francisco
400 McAllister Street
San Francisco, CA 94102

2. The name, address, and telephone number of the petitioner's attorney, or the petitioner without an attorney, are:
Geraldine Miravite Rodriguez
2021 Geneva Avenue
San Francisco, CA 94134

You have 30 calendar days after this Summons and Petition are served on you to file a Response (from FL-120) at the court and have a copy served on the petitioner. A letter, phone call, or court appearance will not protect you.

If you do not file your Reponse on time, the court may make orders affecting your marriage or domestic partnership, your property, and custody of your children. You may be ordered to pay support and attorney fees and costs.

For legal advice, contact a lawyer immediately. Get help finding a lawyer at the California Courts Online Self-Help Center (www.courts.ca.gov/selfhelp.htm), at the California Legal Services website (www.lawhelpca.org/), or by contacting your local county bar association.

NOTICE—RESTRAINING ORDERS ARE ON PAGE 2:
These restraining orders are effective against both spouses or domestic partners until the petition is dismissed, a judgment is entered, or the court makes further orders. They are enforceable anywhere in California by any law enforcement officer who has received or seen a copy of them.

FEE WAIVER: If you cannot pay the filing fee, ask the clerk for a fee waiver form. The court may order you to pay back all or part of the fees and costs that the court waived for you or the other party.

Starting immediately, you and your spouse or domestic partner are restrained from:

- removing the minor children of the parties from the state or applying for a new or replacement passport for those minor children without the prior written consent of the other party or an order of the court;
 - cashing, borrowing against, canceling, transferring, disposing of, or changing the beneficiaries of any insurance or other coverage, including life, health, automobile, and disability, held for the benefit of the parties and their minor children;
 - transferring, encumbering, hypothecating, concealing, or in any way disposing of any property, real or personal, whether community, quasi-community, or separate, without the written consent of the other party or an order of the court, except in the usual course of business or for the necessities of life; and
 - creating a nonprobate transfer or modifying a nonprobate transfer in a manner that affects the disposition of property subject to the transfer, without the written consent of the other party or an order of the court. Before revocation of a nonprobate transfer can take effect or a right of survivorship to property can be eliminated, notice of the change must be filed and served on the other party.
- You must notify each other of any proposed extraordinary expenditures at least five business days prior to incurring these extraordinary expenditures and account to the court for all extraordinary expenditures made after these restraining orders are effective. However, you may use community property, quasi-community property, or your own separate property to pay an attorney to help you or to pay court costs

NOTICE—ACCESS TO AFFORDABLE HEALTH INSURANCE:

Do you or someone in your household need affordable health insurance? If so, you should apply for Covered California. Covered California can help reduce the cost you pay towards high quality affordable health care. For more information, visit www.coveredca.com. Or call Covered California at 1-800-300-1506.

WARNING—IMPORTANT INFORMATION
California law provides that, for purposes of division of property upon dissolution of a marriage or domestic partnership or upon legal separation, property acquired by the parties during marriage or domestic partnership in joint form is presumed to be community property. If either party to this action should die before the jointly held community property is divided, the language in the deed that characterizes how title is held (i.e., joint tenancy, tenants in common, or community property) will be controlling, and not the community property presumption. You should consult your attorney if you want the community property presumption to be written into the recorded title to the property.

Clerk of the Court: Annie Toy
July 22, 2015

10/1/15 + 10/8/15 + 10/15/15 + 10/22/15

ORDER FOR PUBLICATION OF STANDARD FAMILY LAW RESTRAINING ORDERS Case No. 15 - 784118

AVISO AL DEMANDADO (Nombre):
Magdaleno Jesus Rodriguez
Nombre del demandante: Geraldine Miravite Rodriguez

Lo han demandado. Lea la información a continuación y en la página siguiente.

1. The name and address of the court are
Superior Court of California, County of San Francisco
400 McAllister Street
San Francisco, CA 94102

2. The name, address, and telephone number of the petitioner's attorney, or the petitioner without an attorney, are:
Geraldine Miravite Rodriguez
2021 Geneva Avenue
San Francisco, CA 94134

Tiene 30 días de calendario después de haber recibido la entrega legal de esta Citación y Petición para presentar una Respuesta (formulario FL-120) ante la corte y efectuar la entrega legal de una copia al demandante. Una carta o llamada telefónica o una audiencia de la corte no basta para protegerlo.

Si no presenta su Respuesta a tiempo, la corte puede dar órdenes que afecten su matrimonio o pareja de hecho, sus bienes y la custodia de sus hijos. La corte también le puede ordenar que pague manutención, y honorarios y costos legales.

Para asesoramiento legal, póngase en contacto de inmediato con un abogado. Puede obtener información para encontrar un abogado en el Centro de Ayuda de las Cortes de California (www.sucorte.ca.gov), en el sitio web de los Servicios Legales de California (www.lawhelpca.org) o poniéndose en contacto con el colegio de abogados de su condado.

AVISO—LAS ÓRDENES DE RESTRICCIÓN SE ENCUENTRAN EN LA PÁGINA 2: Las órdenes de restricción están en vigencia en cuanto a ambos cónyuges o miembros de la pareja de hecho hasta que se despida la petición, se emita un fallo o la corte dé otras órdenes. Cualquier agencia del orden público que haya recibido o visto una copia de estas órdenes puede hacerlas acatar en cualquier lugar de California.

EXENCIÓN DE CUOTAS: Si no puede pagar la cuota de presentación, pida al secretario un formulario de exención de cuotas. La corte puede ordenar que usted pague, ya sea en parte o por completo, las cuotas y costos de la corte previamente exentos a petición de usted o de la otra parte.

ÓRDENES DE RESTRICCIÓN ESTÁNDAR DE DERECHO FAMILIAR
En forma inmediata, usted y su cónyuge o pareja de hecho tienen prohibido:

- llevarse del estado de California a los hijos menores de las partes, o solicitar un pasaporte nuevo o de repuesto para los hijos menores, sin el consentimiento previo por escrito de la otra parte o sin una orden de la corte;
- cobrar, pedir prestado, cancelar, transferir, deshacerse o cambiar el nombre de los beneficiarios de cualquier seguro u otro tipo de cobertura, como de vida, salud, vehículo y discapacidad, que tenga como beneficiario(s) a las partes y su(s) hijo(s) menor(es);
- transferir, gravar, hipotecar, ocultar o deshacerse de cualquier manera de cualquier propiedad, inmueble o personal, ya sea comunitaria, cuasicomunitaria o separada, sin el consentimiento escrito de la otra parte o una orden de la corte, excepto en el curso habitual de actividades personales y comerciales o para satisfacer las necesidades de la vida; y
- crear o modificar una transferencia no testamentaria de manera que afecte la asignación de una propiedad sujeta a transferencia, sin el consentimiento por escrito de la otra parte o una orden de la corte. Antes de que se pueda eliminar la revocación de una transferencia no testamentaria, se debe presentar ante la corte un aviso del cambio y hacer una entrega legal de dicho aviso a la otra parte.

Cada parte tiene que notificar a la otra sobre cualquier gasto extraordinario propuesto por lo menos cinco días hábiles antes de realizarlo, y rendir cuenta a la corte de todos los gastos extraordinarios realizados después de que estas órdenes de restricción hayan entrado en vigencia. No obstante, puede usar propiedad comunitaria, cuasicomunitaria o suya separada para pagar a un abogado que lo ayude o para pagar los costos de la corte.

AVISO—ACCESO A SEGURO DE SALUD MÁS ECONÓMICO:

¿Necesita seguro de salud a un costo asequible, ya sea para usted o alguien en su hogar? Si es así, puede presentar una solicitud con Covered California. Covered California lo puede ayudar a reducir el costo que paga por seguro de salud asequible y de alta calidad. Para obtener más información, visite www.coveredca.com. O llame a Covered California al 1-800-300-0213.

ADVERTENCIA—INFORMACIÓN IMPORTANTE
De acuerdo a la ley de California, las propiedades adquiridas por las partes durante su matrimonio o pareja de hecho en forma conjunta se consideran propiedad comunitaria para fines de la división de bienes que ocurre cuando se produce una disolución o separación legal del matrimonio o pareja de hecho. Si cualquiera de las partes de este caso llega a fallecer antes de que se divida la propiedad comunitaria de tenencia conjunta, el destino de la misma quedará determinado por las cláusulas de la escritura correspondiente que describen su tenencia (por ej., tenencia conjunta, tenencia en común o propiedad comunitaria) y no por la presunción de propiedad comunitaria. Si quiere que la presunción comunitaria quede registrada en la escritura de la propiedad, debería consultar con un abogado.

Clerk of the Court: Annie Toy
July 22, 2015

10/1/15 + 10/8/15 + 10/15/15 + 10/22/15

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367272-00

Fictitious Business Name(s):
CHOCOLLECTIVE CO
Address
558 Balboa Street
San Francisco, CA 94118
Full Name of Registrant #1
Brawne Asana
Address of Registrant #1
558 Balboa Street
San Francisco, CA 94118
Full Name of Registrant #2
Kaitlin Guerin
Address of Registrant #2
558 Balboa Street
San Francisco, CA 94118

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/12/15**.

Signed: **Brawne Asana**

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

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

Filed: **Maribel Jaldon**
Deputy County Clerk
10/13/15

10/15/15 + 10/22/15 + 10/29/15 + 11/5/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0366918-00

Fictitious Business Name(s):
Verso
Address
1525 Mission Street,
San Francisco, CA 94103
Full Name of Registrant #1
Soma Lounge, LLC (CA)
Address of Registrant #1
3201 Fillmore Street,
San Francisco, CA 94123

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/22/2015**

Signed: **Jeremy Scherer**

This statement was filed with the County Clerk of San Francisco County on **9/3/2015**.

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367440-00

Fictitious Business Name(s):
Registry For A Cause
Address
2790A Sacramento Street,
San Francisco, CA 94115
Full Name of Registrant #1
Clothingswap.org Inc. (CA)
Address of Registrant #1
2790A Sacramento Street,
San Francisco, CA 94115

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/17/15**.

Signed: **Suzanne Agasi**

This statement was filed with the County Clerk of San Francisco County on **10/23/2015**.

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

Filed: **Jennifer Wong**
Deputy County Clerk
10/23/15

10/29/15 + 11/5/15 + 11/12/15 + 11/19/15

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0366923-00

Fictitious Business Name(s):
Rental
Address
833 York Street,
San Francisco, CA 94110
Full Name of Registrant #1
Yana Hoch
Full Name of Registrant #2
Michael Hoch

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

Signed: **Yana Hoch**

This statement was filed with the County Clerk of San Francisco County on **9/22/2015**.

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0367146-00

Fictitious Business Name(s):
1.) TuneUp Wellness
2.) TuneUp SF
Address
577 Hayes Street, Apt. A
San Francisco, CA 94102
Full Name of Registrant #1
Leandra M. Rouse
Address of Registrant #1
577 Hayes Street, Apt. A
San Francisco, CA 94102

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/2/2015**

Signed: **Leandra M. Rouse**

This statement was filed with the County Clerk of San Francisco County on **10/2/2015**

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

Filed: **Susanna Chin**
Deputy County Clerk
10/2/2015

10/8/15 + 10/15/15 + 10/22/15 + 10/29/15

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0366869-00

Fictitious Business Name(s):
Centiment
Address
1681 Union Street,
San Francisco, CA 94123
Full Name of Registrant #1
Kurtis Michael Wassmer
Address of Registrant #1
1681 Union Street,
San Francisco, CA 94123

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/18/2015**

Signed: **Kurtis Wassmer**

This statement was filed with the County Clerk of San Francisco County on **9/18/2015**.

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

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534
or visit us at www.sbeinc.com



Access to Capital

SMALL & MINORITY BUSINESS

VEDC and JPMorgan Chase Announce Loan Fund for African American-Owned Small Businesses

VEDC and JPMorgan Chase & Co. today announced a new lending program for African American-owned small businesses in New York City, Chicago and Los Angeles. The National African American Small Business Loan Fund will boost economic opportunity for minority-owned businesses in these cities and help them serve low-income communities by providing them with greater access to capital, technical assistance and financial consulting. JPMorgan Chase Foundation has contributed a \$3 million grant to help VEDC reach its goal of creating a \$30 million loan fund.

Facilitated by VEDC, a California 501(c)3 Community Development Financial Institution (CDFI), this new Fund will provide financing for businesses across all industries. By providing the initial \$3 million grant to seed the Fund, JPMorgan Chase is helping VEDC support small businesses that are a critical source of jobs and economic opportunity in their neighborhoods, but may be credit-impaired and unable to qualify for traditional capital. Without access to sustainable financing, these businesses may miss a growth opportunity or risk closing their operations.

"As a direct small business lender and a leading intermediary of SBA loan programs, VEDC has a 39-year track record of providing business services to small businesses in low-and middle-income communities and especially in communities of color," said Robert Barragan, President and CEO, VEDC. "Approximately 20 percent

of our existing portfolio serves the African American community. With JPMorgan Chase's seed funding, we look forward to helping more small businesses in our effort to further narrow the lending gap."

Currently, there are 268,000 African American-owned small businesses in New York, Chicago and Los Angeles – making them among the top cities for African American-owned small businesses. With ownership of approximately 1.9 million, 7 percent of small businesses nationwide, African Americans are the fastest growing segment of small business owners. However, business loans to African American entrepreneurs have yet to rebound since the economic downturn in 2008.

To address this need, the National African American Small Business Loan Fund will provide short and long-term loans. Loan sizes will vary, but the average loan will range from \$35,000 to \$250,000. The JPMorgan Chase grant will allow the National African American Small Business Loan Fund to provide loans and technical assistance and establish a loan loss reserve. This reserve will allow VEDC to expand its lending criteria to New York, Chicago and Los Angeles small businesses that traditionally did not qualify for a loan.

"African American small business owners have identified flexible capital as a critical resource for growth, but they face a shortage of this kind

of support," said Janis Bowdler, Head of Community Development for Global Philanthropy, JPMorgan Chase. "CDFIs like VEDC provide small businesses with the consulting and financing they need to grow their operations and often serve as a bridge to traditional bank loans down the road. We're proud to partner with VEDC on this new fund, which will increase access to the capital and assistance that African American entrepreneurs need most."

Businesses receiving financing will be able to use the capital to expand, finance equipment, address short-term cash flow needs and provide contractor lines of credit. The Fund will also provide small business loan recipients with technical assistance such as networking, marketing, business plan development and financial consulting. Eligible small businesses must be majority-owned by African Americans.

■ Continued on page 12



Supplier Diversity and ABLE Summit to Help More Minority Businesses Become Players in State's \$257 Billion Insurance Industry

By McKenzie Jackson / California Black Media

California is home to the largest insurance industry in the United States, pulling in annual revenue of approximately \$257 Billion in premiums, and paying out over \$90 Billion in annual claims and benefits. It also employs about 234,000 people across the state and pumps tens of billions into the state economy every year.

In 2012 insurance companies, operating in the state awarded 1,300 contracts worth \$930 million to businesses owned by minorities. That number included women, disabled veterans, African Americans, Hispanics, Asians, and other ethnic minorities, and according to a California Department of Insurance (CDI) survey, African Americans headed 66 of those businesses.

To what extent those investments actually impacted African-American communities across the state in terms of jobs or economic development is unclear, but some say it definitely has not been enough.

"There are not a lot of opportunities for minorities in general and for African Americans in particular it's even less," said Aubrey Stone, California Black Chamber of Commerce President. "Ensuring that those opportunities can be realized is key."

Next week, African-American businesspeople from across the Golden State with concerns like Stone's may get a chance to voice them when the State Insurance Commissioner's office hosts its fourth annual Diversity Summit November 4 at California State University-Sacramento. The summit will unveil the 2015 Insurer Supplier Diversity Survey results. The survey queried over 200 insurers about business deals done in the state in 2013 and 2014, their governing board composition and the diversity of their suppliers. The CDI has invited insurance companies, minority business owners and potential vendors to attend the day-long event.

"We are home to the most women-owned businesses in the country and home to one-fifth of the minority-owned businesses in the country," said Melanie Ramil, chief of external affairs

community programs of the California Department of Insurance.

In 2012, Gov. Jerry Brown signed AB 53 into law. The law requires each California admitted insurer, with premiums of \$100 million or more, to submit a report to the CDI on its efforts to procure minority, women, and disabled veteran-owned business enterprises.

"To see success in the industry you have to build relationships, create networks and networking opportunities for diverse suppliers, as well as, the insurers looking to work with them," Ramil said.

"Getting insurers to the table and diverse suppliers in one spot. This will happen with the summit."

Personal Insurance Federation Vice President Michael Gunning is optimistic. He expects the dollar amount of insurer and diverse vendor contracts to rise above \$1.5 billion in this year's survey.

He said companies such as All-State, State Farm and Liberty Mutual have organized vendor fairs for decades to bring diverse vendors into the insurance industry.

"I think the outreach is broad across all ethnic minorities," Gunning added.

Stone's outlook is more cautious. "The issues need to be discussed objectively," says Stone. "Right now there is no communication. None whatsoever. Other than this thing the task force is doing. That is just done for one day, then they go back to business as usual."

To encourage open and organic communication at this year's summit, the CDI organized a networking event along with two matchmaking sessions providing space for informal interaction between insurance companies and vendors. Jones will also speak at a lunch event.

"This year, for the first time, we are going to have a business-to-business networking event for our diverse suppliers only," says Ramil. "It is so valuable maybe they can go after a contract together. Maybe they procure services from each other."

Ramil said the matchmaking sessions would be of real value to any business registering for it. She said the insurance commissioner has personally written letters to every CEO asking them to attend the matchmaking session and she and her team have also called the companies.

Stone said he does not believe the summit will resolve any of the most sticking issues.

"Everyone will come up and pat himself or herself on the back," he said. "Everyone walks away feeling good about themselves, but the situation still exists."

Stone says to really improve communication, the CDI should organize a minority-business-led panel to sit down with the insurers who do the least business with minority-owned businesses. This should be organized, he says, to hammer out a way to improve communication providing the contractors with a real shot to secure new business.

"It's as simple as that, really," he added.

Ramil hopes the information gleaned at the summit goes to every minority vendor in the state.

"I want every diverse supplier to know we are really opening the door for economic opportunity in an industry that may not have been as open to it," says Ramil.

SUB-BID REQUESTS CALIFORNIA

Kiewit Infrastructure West Co. (Kiewit)

Kiewit is seeking sub-quotes from Disadvantaged Business Enterprises (DBE), and all other business enterprises to perform as Subcontractors, Professional Service Firms, and Material Vendors/Suppliers. DBE's must be certified by the California Department of Transportation (Caltrans), Central Contra Costa Transit Authority (CCCTA), City of Los Angeles, City of Fresno, Los Angeles County Metropolitan Transportation Authority (Metro), San Francisco Bay Area Rapid Transit District (BART), San Francisco Municipal Transportation Agency (SFMTA), San Mateo County Transit District/Peninsula Corridor Joint Powers Board, Santa Clara Valley Transportation Authority (VTA), or Yolo County Transportation District (YOLOBUS).

Project Owner: Los Angeles World Airports

Project Name: Runway 7L-25R Safety Area Improvements and Pavement Rehabilitation Project at LAX

Project Location: Los Angeles International Airport (LAX), Los Angeles, California

Project Bid Date: Tuesday, November 24, 2015 @ 2:00PM PST

Subcontractor/Supplier Quotes Due: Tuesday, November 24, 2015 @ 2:00PM PST

Project Description:

The description of work for Runway 7L-25R Safety Area Improvements and Pavement Rehabilitation Project at Los Angeles International Airport (LAX), includes but is not limited to: Improvements to the west end of Runway 7L-25R that are primarily related to Runway Safety Area Improvements, improvements to the east end of Runway 7L-25R that are primarily related to Pavement Rehabilitation, and general construction work required to complete the improvements on both ends of the runway.

Kiewit is requesting quotes in the areas described, but not limited to:

Land surveying, quality control, site security, traffic control / MOT, aggregate supply, geo-synthetic supply, utility material, site remediation, site demolition, grading, storm water pollution prevention plan (SWPPP) and materials, street sweeping, reinforced concrete pipe, manhole material, asphalt paving, concrete pavement, clean & seal pavement joints, fences, hydro-seeding, striping and marking, ready mix supply, concrete drilling and saw cutting, jet blast deflector, and electrical work.

All responsive Subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible bidders will be expected to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Firms performing on-site work must be signatory to the appropriate union labor agreements that govern their work. Subcontractors, Consultants, Professional Service Firms, and Material Vendors/Suppliers must be able to accept all terms and conditions of the project under its resultant agreement.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. Technical assistance or information related to the plans, specifications, project scheduling or requirements of the contract are available by contacting Mike Gomez at the phone number listed below or Mike.Gomez@kiewit.com

For information or assistance in obtaining bonding and insurance requirements or other assistance, please contact our staff listed below.

Copies of all project documents are available through the City of Los Angeles Business Assistance Virtual Network (LABVN), or for review at the address listed below and through SmartBidNet by contacting Kiewit.



Kiewit

Kiewit Infrastructure West Co.

10704 Shoemaker Ave., Santa Fe Springs, CA 90670

Tel: (562) 946-1816, Fax: (562) 490-8644

Contact Mike Gomez at Mike.Gomez@kiewit.com

Kiewit Infrastructure West Co. is an Equal Opportunity Employer.

We encourage qualified women, minorities, veterans, individuals with disabilities, and other to apply

VEDC and JPMorgan Chase Announce Loan Fund

Continued from page 11

Notable Statements of Support

"This new lending program will be another critical piece in our ongoing efforts to promote small business development and entrepreneurship in all Chicago communities, and particularly those that have traditionally lacked access to capital," said Chicago Mayor Rahm Emanuel. "By investing in Chicago's minority-owned businesses, VEDC and JPMorgan Chase are showing the power of the private sector to help cities tackle some of our biggest challenges."

"African American-owned small businesses are vital economic engines in Los Angeles, and when they are empowered, our communities have new doors open to them — opportunities that they both need and deserve," said Los Angeles Mayor Eric Garcetti. "We expect great things from this fund, and thank VEDC and JPMorgan Chase for their commitment to addressing this great need."

"These small businesses are the heart of our neighborhoods," said New York City Mayor Bill de Blasio. "They put people to work and create opportunity for families to make their way up

the economic ladder. We are excited to partner with JPMorgan Chase and our fellow cities to support and grow African-American small businesses."

"We know that mission lenders hold the key in providing a sustainable source of capital to minority borrowers and those that have been left out of the economic mainstream," said Grady Hedgespeth, Director of U.S. Small Business Administration Office of Economic Opportunity.

This new fund complements the recently launched Detroit Minority Business Loan Fund— a \$6.5 million loan fund for Detroit's minority-owned small businesses — announced last month by Detroit Development Fund, JPMorgan Chase and W.K. Kellogg Foundation. Detroit is the fourth largest U.S. city for the number of minority-owned businesses.

Interested small businesses in New York, Chicago or Los Angeles can learn more about eligibility by contacting VEDC at (212) 231-4310.

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

DeSilva Gates Construction

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

Estimator: ALAN MCKEAN • Website: www.desilvagates.com
An Equal Opportunity Employer

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

AC OVERLAY PROJECT – 2015 FEDERAL

Contract No. 4220,

Disadvantaged Business Enterprise goal assigned is 10%

OWNER: COUNTY OF SACRAMENTO - 9660 Ecology Lane, Sacramento, CA 95827

BID DATE: November 12, 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, ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, LANDSCAPING, MINOR CONCRETE, PAVING FABRIC, SLURRY SEAL, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.

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

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

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

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

RGW Construction, Inc.

Contractors License A/B 591940

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

An Equal Opportunity Employer

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

State Highway in Alameda County from Fremont Boulevard in Fremont to High Street in Oakland

Contract No. 04-2J0704

Federal Aid Project No. ACSNHPI-880-1(074)E

Engineer Estimate: \$47,000,000 – 570 Working Days

Goal: DBE 18%

Bids: November 17th, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric Oils, Construction Area Signs, Traffic Control, Raise Iron Utilities, Cold Plane, Demolition/Bridge Removal, Clear & Grub, Landscaping, Erosion Control, Grinding, Pile Driving, CIDH Piles, Structural Concrete, Precast Concrete Girders, Reinforcing Steel, Sign Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., Fencing, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Message Signs, Lighting & Sign Illumination, SWPPP, & Sweeper.

Scope of Work: Concrete median barrier, CIDH foundation and lighting.

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/. Contact Mark Bosio 925-606-2400 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.

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 LBE (Local Business Enterprises) for the following project:

Diablo Pumping Plant Rehabilitation, Danville, CA - East Bay Municipal Utility District (EBMUD)

Engineer Estimate: \$3,000,000 - Outreach: White Women/White Men/Ethnic Minorities

Bids: November 12, 2015 @ 1:30 PM

Requesting Sub-quotes for (including but not limited to): Electrical & Instrumentation, Landscaping, Hydroseeding, Reinforcing Steel, Fencing, Asbestos/Lead Abatement, Waterproofing, Painting & Coatings.

Scope of Work: Replacement of electrical systems, mechanical equipment and pipeline. Site improvements at the Diablo Pumping Plant in Danville, CA

RGW is willing to breakout any portion of work to encourage WW/WM/EM participation. Contact us for a specific item list. Plans and Specs are available to view and copy at our office or on at <http://www.ebmud.com/current-construction-bids>. Contact Aaron Heppner at 606-2400 aaron.heppner@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.