

# SMALL BUSINESS EXCHANGE

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## Top construction trends to look for in 2020



Photo created by freestockcenter - www.freepik.com

[ Article was originally posted on [blog.buildingconnected.com](http://blog.buildingconnected.com) ]

By Tony Faccenda,

As 2019 is winding down, it's time to look toward 2020. Last year, our customers made predictions about what to expect in 2019, from more data-driven decisions to escalating material costs. According to Deloitte, the construction industry continued to grow in 2019 despite cost pressures, labor shortages, and fixed-bid projects.

However, in 2020, the 2020 Dodge Construction Outlook is forecasting that construction starts will decline by 4% to \$776 billion. The good news is that the level of construction activity will remain close to recent highs. With a changing construction landscape, new trends will start to alter how the industry builds.

Here are the top trends we think will impact construction in 2020.

### Labor shortage continues on

A labor shortage has been impacting the construction industry for years. In 2020, the labor shortage will continue and could get even worse. Autodesk and the Associated General Contractors of America (AGC) partnered to do a survey on the labor shortage and how technology is helping construction companies address it. According to the survey, 80% of respondents said they're having difficulty filling hourly craft posi-

tions, and 44% report that shortages are causing projects to take longer than scheduled.

Longer construction schedules and difficulty finding skilled laborers are impacting the bottom line. According to the report, 43% of respondents said that construction costs have been higher than anticipated, forcing them to put higher prices and completion times into their bids. To help combat the labor shortage, 29% of respondents are investing in new technology to supplement worker duties. It's also going to push the industry to adopt different ways of building.

### Prefabrication and modular housing continue to be popular

The concept of prefabrication in construction was used as far back as 3,800 BC when England used prefabricated timber sections to build the Sweet Track. While it may be an old method, prefabrication is a trend to look out for in today's construction environment. Specifically, modular housing is becoming increasingly popular. According to a MarketandMarkets Research report, the global market for modular construction is projected to grow to \$157 billion by 2023, up significantly from \$106 billion in 2017.

Modular construction is greener, faster, and safer. Because building and site work can be done at the same time, buildings can be completed as much as 50% faster. This reduces the amount of

Continued on page 7

## Mayor Garcetti joins Los Angeles Cleantech Incubator to announce new transportation electrification targets

*The Zero Emissions 2028 Roadmap 2.0 accelerates the deployment of zero-emission cars, buses, trucks, and charging infrastructure across the L.A. Region*

Mayor Eric Garcetti joined elected officials, policy leaders, automakers, and industry partners at the Los Angeles Cleantech Incubator (LACI) to announce the release of the Zero Emissions 2028 Roadmap 2.0 — an ambitious blueprint to help cities accelerate progress on goals to reduce emissions.

“We can't turn the tide on the climate crisis until we work across sectors and city limits to put the brakes on dangerous pollution and kick our zero emissions transportation future into high gear,” said Mayor Garcetti. “The Roadmap charts a course toward a cleaner transit network — and draws up a blueprint for cities worldwide to follow, so all of us can invest in the smart policies and green energy that will strengthen our families' well-being and quality of life for generations to come.”

The Zero Emissions 2028 Roadmap 2.0 is a product of a partnership between the Office of Mayor Garcetti, L.A. County, the California Air Resources Board (CARB), automakers, labor groups, industry partners, and cities across L.A. County.

For the second edition of the Roadmap, partners have committed to working collectively toward new, specific targets to achieve a 25% reduction in greenhouse gases and air pollution beyond existing commitments by 2028. These targets work to ensure:

- 30% of all light-duty passenger vehicles on the road will be electric
- 40% of all drayage and short haul trucks and 60% of medium duty delivery trucks will be electric
- A total of 84,000 public and workplace chargers are available for single occupancy vehicles, and 95,000 are available for medium and heavy duty trucks
- A 20% mode shift from single occupancy vehicles to zero emission public transportation, bikes, or other active transportation options

In addition to the new targets, the Roadmap will help guide the City of Los Angeles in its work to meet the goals of L.A.'s Green New Deal. Specifically, partners in the Roadmap will work with the City to pilot zero-emission delivery zones to help determine street and curb usage regulations; investigate and test new smart-grid technologies to prepare for the large-scale adoption of electric vehicles; create zero-emission mobility pilots for low-income communities; and work with the Los Angeles Department of Water and Power to identify opportunities to accelerate the installation and permitting of EV charging infrastructure.

“The bold goals laid out in the Zero Emissions Roadmap 2.0 and the commitments made by the partners in the Transportation Electrification Partnership are key to ensuring that our region addresses the challenge of transportation — the largest source of California's GHGs and the region's air pollution,” stated Matt Petersen, LACI President and CEO. “We can only accelerate the impact of our action by working together.”

Continued on page 9

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# Business Toolkit

## How to Reduce Your Risk of Contractor Equipment Theft

[Article was originally posted on [www.acuity.com](http://www.acuity.com)]

By Michael S.,

Why does large equipment on a construction site always seem to be a target for thieves? There isn't just one reason for this, but instead a plethora of reasons. Work sites can be remote and not well lit or secure. When equipment is left at these types of sites, it becomes an easy target. Many manufacturers of mobile equipment provide common keys that can fit the cab door and ignition for various models—so if someone has one key, it may be a master key for multiple pieces of equipment. Other contributing factors include delays in theft discovery, such as when equipment is stolen over a weekend, and lack of on-site recordkeeping.

The National Insurance Crime Bureau (NICB) estimates that equipment theft costs total between \$300 million and \$1 billion each year—

and it is on the rise.

It is not surprising there are two key factors that determine what type of equipment is most likely to be stolen: mobility and value. Commercial lawn mowers and riding tractors are by far the most stolen types of equipment. The NICB reports that landscaping equipment accounts for 43% of all job site equipment thefts. It also makes sense that while an excavator is more valuable, it is also more difficult to move—so it isn't surprising this type of equipment comprises only 3% of thefts. Other more common types of equipment stolen are loaders such as skid steers, backhoes, and wheel loaders at 17% and tractors at 12%. While there is variance by state and type of equipment stolen, reports show that only 21-23% of stolen equipment is ever recovered.

So, with theft on the rise, what can you do to prevent this from happening to you? Here are a few suggestions:

- Take an inventory. Record all equipment you own or lease, including the manufacturer, model name and number, serial or VIN numbers, as well as photos (use your smartphone).
- Secure your equipment and tools. Remove any keys and use gang boxes to secure generators, smaller power tools, and hand tools. For larger pieces of equipment, chain or cable them together. Invest in good locks.
- Immobilizing large equipment. Remove the battery or wires and lower the blades or buckets. This makes the equipment nearly impossible or, at the very least, difficult to move.
- Secure the work site. Add lighting and security cameras. For larger job sites, perimeter fencing also provides a heightened level of protection.
- Consider GPS tracking devices for your equipment. Not only can these units track the location of stolen equipment, there are additional benefits including measuring machine hours and tracking usage history.
- Put your company logo or other identifying marker on your equipment. Consider a bright or unusual paint color. Make it noticeable and difficult to remove.

Many of these suggestions require a little extra time and attention, but they may make the difference between your equipment being on the job site next time you return or having to report a theft. Do you have other ways to deter thieves from stealing your equipment? Let us know in the comment section below.

SOURCE: [www.acuity.com](http://www.acuity.com)

## How to Protect Your Interests When Using Purchase Orders

[Article was originally posted on [www.acuity.com](http://www.acuity.com)]

By John Lack,

A purchase order is a contract authorizing a purchase of goods or services. You should be sure it contains all the essential details, including a purchase order (PO) number, a list of products with quantities and pricing, shipping date and address, billing address, and payment terms. Many software programs provide templates you can use to make this process even easier.

Purchase orders provide many benefits. A good purchase order provides detailed instructions on the order and adds legal clarity to the process. Controlling costs becomes more manageable by ensuring purchases are approved. Referring to a PO number makes tracking orders easier for both the buyer and the supplier. By using a PO, you have a permanent record of the item you ordered, which can be useful when assigning purchases to specific job expenses or removing items from inventory.

However, it's important that you review purchase orders carefully and know you can attach your own specific terms and conditions as

needed to protect your interests. Here are some questions you may want to address in your terms and conditions for consideration:

1. Who pays for damages, such as product defects, shipping damages, and damages caused by installation?
2. Can you reserve the right to refuse defective goods?
3. Who owns the rights to custom fabricated orders?
4. Is the supplier licensed and insured? If so, does their insurance cover their employee(s) while working on your job site?
5. Can the supplier charge you for overtime without your consent?
6. If items or services purchased are not delivered within a reasonable time frame, who is responsible for any increased cost related to re-shipment, rework, or cancellation?
7. In the event of a claim, who is responsible for legal fees?
8. Who will communications flow through to ensure all parties are in the loop around project updates (contractor, owner, architect, engineer, etc.)?



9. Does your purchase order specifically reject supplier's terms and conditions, and by supplier accepting this purchase order, is supplier accepting the terms and conditions stated in this purchase order?

Consulting legal counsel to draft your terms and conditions is wise. They can tailor language to your company's specific needs. Using purchase orders won't avoid all problems, but well-con-

structed contracts can help resolve many issues that do arise.

*This article was written by Acuity Insurance's Construction Specialist, John Lack. For more construction business tips visit: [acuity.com/contractor-focus](http://acuity.com/contractor-focus).*

SOURCE: [www.acuity.com](http://www.acuity.com)

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# Access to Capital

## Ready to Grow Your Business?

### How and Where to Get Startup Business Loans

[Article was originally posted on [www.acuity.com](http://www.acuity.com)]

By Alicia Bodine,

If you have a talent or an idea and want to turn it into a business, you'll most likely need to secure a loan to get started. Combining traditional and alternative lending is the best way to obtain the funds needed to turn your dream into a reality. Read on to discover where to look for startup loans and how to secure the business loans to get your company up and running in no time.

#### Where to Get Startup Loans

According to the Small Business Administration (SBA), there are 29.6 million small businesses within the U.S. It says small businesses make up 99.9 percent of all businesses within the country. By starting a small business, you might be contributing positively to the economy. Here are 10 different ways you can get a loan to start your new business.

#### 1. SBA Startup Loans

The SBA doesn't give out loans directly, but it does partner with lending companies like

Popular Bank that agree to abide by the SBA's set guidelines. Because these guidelines are designed to reduce the risks for lenders, it becomes easier for individuals to qualify and get a startup loan.

In addition to competitive loan rates and lower down payment requirements, the SBA provides counseling and educational information that could help your business succeed.

#### 2. Nonprofit Microloans

Nonprofit microloans are another excellent option for funding a startup. Fundera, the small business lending marketplace, reports that microloans typically fall within the \$500 and \$50,000 range and are available as short-term loans with lower interest rates.

Depending on the company you decide to use for your micro-loan, you might also get additional support beyond the funding. For example, Accion offers a financial literacy program and some business training along with its loans. Kiva issues interest-free loans of up to \$10,000, as well as free marketing support and aid in building your business credit.

#### 3. Equity Crowdfunding

Equity crowdfunding is specifically designed to aid startups or businesses that are in the early stages of their development. With equity crowdfunding, you agree to give the investors shares in your company in exchange for funds.

You set the terms, and if the investors look through your portfolio and like what they see, you can reach an agreement. With this method, investors take on more risk, as they would not be able to recoup their money if your business isn't successful.

#### 4. Business Credit Cards for Startups

According to CreditCards.com, 80 percent of businesses that apply for credit cards receive an approval letter. That makes business credit cards an excellent and attainable resource for startups. Not only can cardholders request a cash advance if needed, but the card itself can be used to purchase office equipment, inventory and advertising expenses.

Business owners should look for cards with a low to 0 percent introductory APR, as well as cards with an attached rewards program, such

as airline miles if the business requires you to travel or cash back if the extra money would be helpful.

#### 5. Rollover Business Startup

People who have \$50,000 in their retirement funds can take advantage of a rollover for business startup (ROBS). This option works well for business owners who wish to avoid debt when beginning their companies.

To take advantage of this, you'll need an accountant and an attorney to help you with the necessary paperwork to establish your corporation and then transfer the funds from your personal retirement account to your new company's 401k. The money is then used to buy stock in the company. When the stock is sold, you'll have the money you need to start your business.

#### 6. Personal Loans for Business

You might not be aware that you can use a personal loan for business startups, but this is definitely an option. If you have a credit score of 580 or higher, the general qualification reported

Continued on page 6

## California Sub-Bid Request Ads

Obayashi/Jay Dee JV, is requesting subcontractor pricing for the following scopes of work from SFPUC qualified small & micro LBE's and DBE's:

**PROJECT:** HH-1000 Mountain Tunnel Improvements Project  
**Prime Contractor:** Obayashi/Jay Dee Joint Venture  
**Location:** Tuolumne County, CA  
**Bid Due Date:** January 16, 2020  
**Client:** San Francisco Public Utilities Commission  
**Estimated Value:** \$133 - \$143 Million

**Contact Information:**  
 Obayashi/Jay Dee Joint Venture  
 577 Airport Boulevard, Suite 600, Burlingame, CA 94010  
 Tel: (650) 952-4910  
 Contact: Estimating Department  
 Email: mountaintunnel@obayashi-usa.com

Seeking qualified firms to provide a **notice of interest** to receive a bid/RFP package or provide a quote in their respective areas of work or specialty.

**SUBCONTRACTOR & VENDOR OPPORTUNITIES**

Obayashi/Jay Dee Joint Venture is requesting quotes for various areas of work listed in, but not limited to, the scope categories below:

- Clear & Grub
- Tree Removal
- Earthwork
- Slope Stabilization & Retention
- Rock Scaling
- Rock Bolting/Anchoring
- Excavation & Grading
- Paving
- Gabions
- MSE Wall
- Shotcrete Wall Stabilization
- Reinforced Concrete
- Foundations & Slabs
- Masonry Building
- Metal Roofing
- Structural Steel
- Electrical Installations
- Instrumentation & Controls
- Mechanical & Valve Installations
- HVAC
- Fabricated Metal including Bulkhead Doors
- Fencing
- Stairs/Railings
- Steel Pipe Fitup & Welding
- Temporary Water Treatment Installations & Operation & Supplies
- Trucking & Hauling
- Concrete Supply & Delivery
- Reinforcing Steel Supply & Delivery
- Well Drilling
- Explosive Supply/Delivery/Install & Detonation
- Surveying Land & Aerial
- SWPPP Compliance Work
- Site Security
- Office Facilities
- Traffic Controls
- Other

**We encourage quotes from DBE Businesses, and will consider special bonding or credit needs.**

**PLANS AND SPECIFICATIONS**  
 Plans and Specifications are available from the SFPUC or viewed at our Burlingame office by appointment.

Details from the SFPUC regarding an electronic version of the bidding forms, contract specifications, plans, and available project information are available by request. To request these materials, email [qbd@sfwater.org](mailto:qbd@sfwater.org) with this Contract No. HH-1000, the firm name, full address, email address, phone number, copy of contractor's license or business card, and a copy of a government-issued identification. Visit <http://sfwater.org/contracts> for updates. **Please be advised that prior to receiving these materials, all purchasers will be required to complete, sign and fully comply with a Confidentiality Agreement.**

**RESPOND WITH INTEREST AT [MOUNTAINTUNNEL@OBAYASHI-USA.COM](mailto:MOUNTAINTUNNEL@OBAYASHI-USA.COM)**

Obayashi/Jay Dee JV is seeking DBEs and LBEs for the DBE Good Faith Effort process.

This contractor and subcontractor shall abide by the requirements of 41 CFR 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

**Proven Management, Inc.**  
 225 3rd Street, Oakland, CA 94607  
 Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**OAKLAND SHOPS GEOMETRY VEHICLE STORAGE & SPUR TRACK**  
**BART CONTRACT NO. 15CQ-120**  
**Bids: 2/18/2020 @ 2pm**  
**MBE GOAL - 20.3% WBE GOAL - 14.1%**

The work in this contract includes but is not limited to: Demo; Portland Cement Concrete; Prestressed Conc.; Conc. Forming; Falsework; Waterstops; Conc. Reinforcing; CIP Conc.; Conc. Finishing; Mtl Welding; Strl Steel Framing; Mtl Fab; Mtl Stairs/Railings; Rgh Carp; Building Insulation; Sheet Mtl Roofing; Joint Protection; Expansion Control; Mtl Doors & Frames; Overhead Coiling Doors; Door Hdwr; Louvers; Paint; Graffiti Coatings; Safety Specialties; Prefabricated Mtl Bldg; Facility Services; Plumbing & HVAC; Pipe Sleeves, Supports & Anchors; Raceways / Motors for Facility Services; Water Distribution; Sanitary Sewerage; Storm Drainage; Sump Pumps; HVAC Piping & Equipment; Ducts & Casings; Electrical; Low Voltage Wires & Cables; Cabinets & Enclosures; Switchboards; Lighting; Communications; Electronic Safety & Security; Fire Detection & Alarm System; CCTV; Earthwork; Clearing & Grubbing; Dewatering; Exterior Improvements; Aggregate Subbase/ Base/ Drainage Layer; Asphalt / Conc. Paving; Traffic Barriers; Chain Link Fences & Gates; Utilities

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested MBE/WBE certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested MBE/WBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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**

## CLASSIFIED AD

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# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: VICTOR LE  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**HESPERIAN BLVD. CORRIDOR IMPROVEMENT  
PROJECT FROM EMBERS WAY TO  
WEST A STREET, SAN LORENZO AREA,  
ALAMEDA COUNTY**  
Specification No. 2385  
MBE Goal - 15% WBE Goal 5%

OWNER:  
COUNTY OF ALAMEDA

951 Turner Court, Room 300, Hayward, CA 94545  
**NEW BID DATE: FEBRUARY 4TH, 2020 @ 2:00 P.M.**

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

ADJUST IRON, CLEARING AND GRUBBING/  
DEMOLITION, CONSTRUCTION AREA SIGNS,  
ELECTRICAL, FENCING, HAZARDOUS MATE-  
RIAL, LANDSCAPING/IRRIGATION, MINOR CON-  
CRETE, MINOR CONCRETE STRUCTURE, PAVING  
STONE, ROADSIDE SIGNS, STRIPING, SURVEY/  
STAKING, SWPPP PREP/WATER POLLUTION  
CONTROL PLAN PREP, TEMPORARY EROSION  
CONTROL, TRAFFIC CONTROL SYSTEM, UNDER-  
GROUND, TRUCKING, WATER TRUCKS, STREET  
SWEEPING, CLASS 2 AGGREGATE BASE MATE-  
RIAL, 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, Sacra-  
mento, CA, or at your local Builders Exchange,  
or reviewed and downloaded from the ftp site at  
[ftp://ftp%25desilvagates.com:f7pa55wd@pub.  
desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is  
[ftp%25desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is f7pa55wd)  
or from the Owner's site at [www.dot.ca.gov/hq/  
esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

If you need MBE/WBE support services and as-  
sistance 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 Develop-  
ment Center Network (<http://californiasbdc.org>)  
or contact the California Southwest Transporta-  
tion Resource Center ([www.transportation.gov/osdbu/  
SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout por-  
tions of work to increase the expectation of meet-  
ing the MBE/WBE goal.

At our discretion, 100% Payment and 100% Per-  
formance bonds may be required as a subcon-  
tract condition. This will be a PREVAILING WAGE  
JOB. DGC is an Equal Opportunity/Affirmative  
Action Employer.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: VICTOR LE  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**SOUTHGATE ROAD REALIGNMENT - CON-  
STRUCTION ON STATE HIGHWAY  
IN THE CITY AND COUNTY OF  
SAN FRANCISCO ON YERBA BUENA ISLAND  
FROM THE YERBA BUENA TUNNEL TO  
0.2 MILE EAST OF THE YERBA BUENA TUNNEL**  
SFCTA Contract No. 9/20-01,  
Caltrans EA 04-3A6414  
Project ID 0419000153,  
Federal Aid Project No. BRLS-6272(047)  
Disadvantaged Business Enterprise Goal As-  
signed is 16%

OWNER:  
SAN FRANCISCO COUNTY  
TRANSPORTATION AUTHORITY  
1455 Market Street, San Francisco, CA 94103

**BID DATE: JANUARY 14, 2020 @ 1:00 P.M.**

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

BRIDGE DECK RESURFACING, BRIDGE, CLEAR-  
ING AND GRUBBING/DEMOLITION, COLD  
PLANE, CONCRETE BARRIER, CONSTRUCTION  
AREA SIGNS, ELECTRICAL, EROSION CONTROL,  
FENCING, JOINT TRENCH, LANDSCAPING, LEAD  
COMPLIANCE PLAN, METAL BEAM GUARDRAIL,  
MINOR CONCRETE, MINOR CONCRETE STRUC-  
TURE, PCC PAVING, ROADSIDE SIGNS, SIGN  
STRUCTURE, STRIPING, SWPPP/WATER POLLU-  
TION CONTROL PLAN PREPARATION, TEMPO-  
RARY EROSION CONTROL, UNDERGROUND,  
TRUCKING, WATER TRUCKS, STREET SWEEPING,  
CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX  
ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our  
offices located at 11555 Dublin Boulevard, Dub-  
lin, CA or 7700 College Town Drive, Sacramento,  
CA, or at your local Builders Exchange, or re-  
viewed and downloaded from the ftp site at [ftp://  
ftp%25desilvagates.com:f7pa55wd@pub.desilva-  
gates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com)  
and password is f7pa55wd) or from  
the Owner's site at <http://www.bidexpress.com/>

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 sub-  
mitting any public works bid please include your  
DUNS number and DIR number. For questions  
regarding registration for DIR use the link at  
[www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

At our discretion, 100% Payment and 100% Per-  
formance bonds may be required as a subcon-  
tract condition. This will be a PREVAILING WAGE  
JOB. DGC is an Equal Opportunity/Affirmative  
Action Employer.



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)  
Fax: 707-439-7301

Requests quotes/bids from qualified Subcontrac-  
tor, Service Providers, Consultants, and/or Suppliers  
seeking to participate in the East Bay Municipal Utility  
District, Orinda WTP Maintenance and Scouring Air  
System Upgrade Project in Orinda, CA.

<http://www.dgs.ca.gov>  
[http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm)  
<http://www.acgov.org/auditor/sleb>  
<http://sf-hrc.org>  
<http://www.portofoakland.com/srd>

Subcontractors and Suppliers  
for the following project:

**Orinda WTP Maintenance and  
Scouring Air System Upgrade Project**  
Specification No. 2143

Owner: East Bay Municipal Utility District  
**Bid Date: January 29, 2020 @ 1:30 P.M.**

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Busi-  
ness Enterprise (WBE), Small Business Enterprise  
(SBE), Disabled Veteran Business Enterprise  
(DVBE) and all other small/local business enter-  
prises wanted for the following scopes, including,  
but not limited to:

Aggregates, AC Paving, Blasting, Concrete Sup-  
ply, Concrete Pumping, Concrete Reinforcement  
Supply & Install, Concrete Forming & Accessories,  
Concrete Paving, Cast in Place Concrete, Precast  
Concrete, CIDH, Demolition, Drilled Concrete  
Anchors & Dowels, Drilled Micropiles, Equip-  
ment, Electrical, Erosion Control, Fencing & Gates,  
Hoists & Cranes, HVAC, Hydroseeding, Instrumen-  
tation & Controls, Joint Sealants, Tunnel Grouting,  
Masonry, Metals, Openings, Painting & Coatings,  
Piping & Valves, Pumps, Propane Storage Tanks,  
Retaining Walls, Roof Decking, Sheet Metal, Sig-  
nage, Structural Steel, Steel Doors & Frames, Shot-  
crete, Shoring, Slope Protection, Street Sweeping,  
Survey & Tunnel Stationing, SWPPP, Tunnel Invert  
Paving, Thermal & Moisture Protection, Trucking &  
Hauling, Utility Boring, Water Truck and Welding.

Bonding, insurance, and any technical assistance  
or information related to the plans or specification  
and requirements for the work will be made avail-  
able to interested DBE, MBE, SBE, DVBE and all  
other small/local business enterprise suppliers and  
subcontractors. Assistance with obtaining neces-  
sary equipment, supplies, materials, or services for  
this project will be offered to interested certified  
suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due  
January 24, 2020 and Quotes  
NO LATER THAN January 28, 2020 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/north-  
ern-california/overview.aspx](http://www.kiewit.com/districts/north-ern-california/overview.aspx) to register your com-  
pany to be able to receive bidding information,  
Plans and Specifications.

Contract Equity Program applies.

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

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

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



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)  
Fax: 707-439-7301

Requests bids from certified San Francisco Contract  
Monitoring Division (CMD) Small and Micro-LBEs,  
CUCP DBE's and Small Business Enterprises (SBEs)  
Subcontractors, Consultants, and/or Suppliers seek-  
ing to participate in the SFPUC, Mountain Tunnel  
Improvements Project in Tuolumne and Mariposa  
Counties, CA.

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

Subcontractors and Suppliers  
for the following project:

**Mountain Tunnel Improvements Project**  
Contract No. HH-1000

Owner: San Francisco Public Utilities Commission  
**Bid Date: January 16, 2020 @ 2:00 P.M.**

SF Small/Micro Local Business Enterprises (LBEs)  
/ Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprises (MBE), Women Busi-  
ness 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:

Aggregates, AC Paving, Blasting, Concrete Sup-  
ply, Concrete Pumping, Concrete Reinforcement  
Supply & Install, Concrete Forming & Accessories,  
Concrete Paving, Cast in Place Concrete, Precast  
Concrete, CIDH, Demolition, Drilled Concrete  
Anchors & Dowels, Drilled Micropiles, Equip-  
ment, Electrical, Erosion Control, Fencing & Gates,  
Hoists & Cranes, HVAC, Hydroseeding, Instrumen-  
tation & Controls, Joint Sealants, Tunnel Grouting,  
Masonry, Metals, Openings, Painting & Coatings,  
Piping & Valves, Pumps, Propane Storage Tanks,  
Retaining Walls, Roof Decking, Sheet Metal, Sig-  
nage, Structural Steel, Steel Doors & Frames, Shot-  
crete, Shoring, Slope Protection, Street Sweeping,  
Survey & Tunnel Stationing, SWPPP, Tunnel Invert  
Paving, Thermal & Moisture Protection, Trucking &  
Hauling, Utility Boring, Water Truck and Welding.

Bonding, insurance and any technical assistance  
or information related to the plans or specification  
and requirements for the work will be made avail-  
able to interested SF CMD certified, Small/Micro  
SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB  
certified DBE suppliers and subcontractors. Please  
visit SFPUC website: [http://sfgov.org/cmd/surety-  
bond-assistance-program-1](http://sfgov.org/cmd/surety-bond-assistance-program-1) for their Bond Assis-  
tance Program. Assistance with obtaining neces-  
sary equipment, supplies, materials, or services for  
this project will be offered to interested certified  
suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due  
January 10, 2020 and Quotes NO LATER THAN  
January 15, 2020 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 SmartBidNet to complete the SFPUC Confi-  
dentiality Agreement, register your company and  
to receive bidding information, view plans and  
specifications.

You can view the plans in our office during regular  
business hours by appointment.

Performance Bond and Payment Bonds may be  
required for subcontractors and a supplier bond  
for suppliers, where applicable.

Drinking Water State Revolving Fund (DWSRF)  
Provisions apply

Project Labor Agreement applies  
Davis Bacon Act applies

An Equal Opportunity Employer  
CA Lic. 433176  
DIR# 1000001147

SMALL  
**BUSINESS**  
EXCHANGE



# 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: Donat Galicz

REQUEST FOR **SBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**I-280/Foothill Expressway Off-Ramp Improvements**  
Contract C19222  
Santa Clara Valley Transit Authority  
**BID DATE: January 16, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Temporary Crash Cushions, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Temporary Hydraulic Mulch, Temporary Fencing, Sweeping, Treated Wood Waste, Abandon Pipeline, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Structure Excavation (Retaining Wall), Structure Backfill (Retaining Wall), Underground, Hydromulch, Hydroseed, Lean Concrete Base, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Pile, Structural Concrete, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Minor Concrete, Misc. Iron & Steel, Pavement Marker, Vegetation Control (Minor Concrete), Midwest Guardrail System, Transition Railing, Concrete Barrier, Striping & Marking, Electrical, Construction Staking, and Construction Materials

Donat Galicz (510-809-3498 dgalicz@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, on the VTA's website or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from SBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage SBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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

REQUEST FOR **DBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**Roadway excavation, place RHMA and HMA (Type A)**  
Hwy 29 Lake County  
Caltrans #01-0E7304  
**BID DATE: January 22, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Portable Radar Speed Feedback Sign, Portable Changeable Message Sign, SWPPP, Sweeping, Treated Wood Waste, Biologist, Invasive Species Control, Temporary High-Visibility Fence, Clearing & Grubbing, Subgrade Enhancement Geotextile Class B2, Hydroseed, Compost, Geosynthetic Pavement Interlayer (Paving Fabric), AC Dike, Tack Coat, Cold Plane AC, Rail Element Wall, Structural Concrete, Bar Reinforcing Steel, Underground, Rock Slope Protection, Misc. Iron & Steel, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Striping & Marking, Rumble Strip, Precast RCB/Inlets, Modify Flashing Beacon Systems, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



**Graniterock**

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

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE, Small DBE, Women  
Owned SBE, HUBZone SBE,  
Veteran-Owned SBE, Service Disabled Veteran  
Owned SBE SUBCONTRACTORS/  
SUPPLIERS/TRUCKERS FOR:  
**South San Francisco Bay Shoreline Project**  
IFB No. W912P720B0001  
Owner: US Army Engineer District, San Francisco  
Engineers' Estimate: \$53,000,000  
**BID DATE: February 13, 2020 @ 1:00 PM**

Items of work include but are not limited to: Contractors Quality Control, Design Catwalk, Clearing & Grubbing, Demolition, Geotechnical Instrumentation, Geotech, Piezometers, Geogrid, Dewatering, Erosion Control, Hydroseeding, Trucking, High Performance Turf Reinforced Mat, Import Fill, Base Rock, Biologist, Survey, Settlement Monitoring, Rodent Control Chain Link Fabric, Catwalk and Temporary Sheet Pile Wall.

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

We are an Equal Opportunity Employer



**Graniterock**

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

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE, SUBCONTRACTORS/  
SUPPLIERS/TRUCKERS FOR:  
**I-280 / Foothill Expressway Off-Ramp**  
Improvements  
Contract C19222  
Owner: Santa Clara Valley  
Transportation Authority  
Engineers' Estimate: \$3,200,000  
**BID DATE: January 16, 2020 @ 2:00 PM**

Items of work include but are not limited to: SWPPP, Construction Area Signs, Striping, PCMS, Traffic Control, Erosion Control, Sweeping, MBGR, Concrete Barrier, Minor Concrete, Hazardous Dirt Off-Haul, Clearing & Grubbing, Landscape, AC Dike, Tack, Sign Structures, Electrical, Survey and Trucking.

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

We are an Equal Opportunity Employer

Requesting Project Assistance from **DBE/MBE/WBE** and **Other Business Enterprises**:

DMZ Builders is bidding the following project as a Prime Contractor and is seeking subcontractors and vendors to assist with the project by submitting quotes for their trades or products.

**Project: 34.5kV Cable Replacement and Fiber Optic Cable Installation, A-Line, ACO to AUC**  
Contract: 15EJ-180

Owner: **San Francisco Bay Area Rapid Transit District (BART)**  
**Bid Date: January 21, 2020 @ 2:00pm**

Services Needed: **Construction Survey, Construction Area Signs, Traffic Control, SWPPP, Temporary Erosion Control, Site Security, Janitorial, Trucking, Earthwork, Sitework, Drainage, Underground Utilities, Fencing, Concrete Foundations, Reinforcing, AC Paving, Electrical, Communication, Fiber Optic, Traction Power, Train Control, Trackwork, Quality Control, Testing.**

Plans and specifications are available to interested firms via BART's on-line procurement portal or can be viewed at DMZ Builders Concord, CA office by contacting the DMZ office to make an appointment.

DMZ Builders is a union contractor. Subcontractors must provide their active CSLB license number and DIR registration number with their quote. Subcontractors will be required to execute DMZ Builders standard subcontract terms and conditions or purchase order agreement (for suppliers), both available for review upon request, and meet insurance requirements, including waiver of subrogation. Subcontractors, at DMZ's discretion, may be required to provide payment and performance bonds for 100% of the subcontract value. DMZ will reimburse bond premium at actual cost, not to exceed 2.0%. Project requires paying prevailing wages and submitting certified payrolls. All subcontractors must sign BART's project stabilization agreement prior to participating in the project.

For assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials, technical assistance, or any other coordination required for the project, please contact Richard Zito by phone at (925) 826-5387, by fax at (925) 826-5766, or by e-mail at [estimating@dmzbuilders.com](mailto:estimating@dmzbuilders.com). DMZ will work with interested subcontractors and suppliers to identify opportunities to divide the work into economically feasible packages and intends to cooperate with all qualified firms seeking work on the project.

**DMZ BUILDERS**  
4070 Nelson Avenue, Ste A,  
Concord, CA 94520  
Phone 925-826-5387 • Fax: 925-826-5766  
An Equal Opportunity Employer

WESTERN WATER (WW), is seeking quotes from qualified subcontractors and suppliers, including but not limited to certified **Disadvantaged Business Enterprise (DBE)** firms, for the construction of:

**Del Oro Water Company, River Island District Territory #1 - Water Treatment Plant**

Engineer's Estimate: **\$4,060,466**

**Bid Date & Time: January 31, 2020 at 2:00 P.M.**

**Project Location: Porterville, CA**

WW has identified the following potential contracting opportunities for qualified subcontractors and suppliers on this project: **Earthwork, Paving, Underground Pipe, Fencing, Concrete, Painting, Metal Buildings, Overhead Doors, Bolted Steel Tanks, HVAC, & Electrical.**

Information regarding bonding, insurance, lines of credit, and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms. Plans and specs are available to view at our office and access to digital copies will be provided upon request.

For more information or to provide quotes, please contact:

Western Water, 707 Aviation Blvd, Santa Rosa, CA

Ken Leef, Project Procurement Manager

[bids@westernwater.com](mailto:bids@westernwater.com), Phone: (707) 540-9640, Fax: (707) 540-9641

Subcontractors will be required to comply with all subcontract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance.

Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid.

WW is an AA/EEO/Veterans/Disabled Employer - CA License No. 188068



# California Sub-Bid Request Ads



10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 567-2549 • Fax: (562) 946-3823  
Lead Estimator: Art Patamalai • Email: [Art.Patamalai@kiewit.com](mailto:Art.Patamalai@kiewit.com)

**Owner:** Inland Empire Utilities Agency  
**Project Name:** Regional Water Recycling Plant No. 5 (RP-5) Liquids Treatment Expansion to 22.5 MGD and Solids Treatment Facility  
**Project Nos.:** EN19001 & EN19006  
**Location:** Inland Empire Utility Agency's Regional Plant No. 5, east of and adjacent to IEUA's headquarters at 6075 Kimball Avenue, Chino, CA 91708  
**Bid Date:** February 20, 2020 at 2:00 p.m.

#### Request for DBE sub-quotes

Kiewit Infrastructure West Co. ("Kiewit") is seeking quotes from qualified Disadvantaged Business Enterprises (DBE), including Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), Small Business Enterprises (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firms (LSAF), Historically Underutilized Business (HUB) Zone Small Businesses and all other business enterprises to perform as subcontractors, material contractors, and suppliers. DBEs must provide evidence of certification by the U.S. Environmental Protection Agency (US EPA), the Small Business Administration (SBA), the CA DOT DBE Certification Program (CUCP), Tribal, State, and Local Governments, or Independent Private Organization Certifications.

The **Regional Water Recycling Plant No. 5 (RP-5)** project involves the construction of the upgrade and expansion of the Agency's existing RP-5 plant from a conventional activated sludge wastewater treatment plant to a 22.5 MGD water recycling treatment plant as shown and specified and with the capability of being further expanded to 30 MGD in the future. The major items of WORK to be performed are categorized into the liquids treatment processes, solids treatment processes, common facilities, and off-site facilities, as further described.

Kiewit is requesting quotes for various areas of work including but not limited to: Dewatering, micro tunneling, asphalt paving, curbs and gutter, fences/gates/guardrails, landscaping contractors, concrete reinforcing installation, concrete pumping, concrete drilling and saw-cutting, concrete rehabilitation, masonry work, welding services, metal deck, damp proofing and waterproofing, membrane roofing, joint sealer, metal doors and frames, overhead doors, plaster and gypsum board, painting and coating and electrical work.

Firms interested in providing a sub-quote for this project must contact Kiewit and responding firms will be issued an "Invitation to Bid" through Kiewit's electronic use of SmartBid system (at no cost to bidder) with project information and bid instructions. Plans and specifications are also available for review at Kiewit's office.

This is a public works project and is subject to state prevailing wage rates. The Project is financed in part by the Clean Water State Revolving Fund (CWSRF) and the Water Infrastructure Finance and Innovation Act ("WIFIA") administered by the EPA and is therefore subject to the American Iron and Steel ("AIS") Provisions, DBE Program requirements and the Davis-Bacon Related Acts.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Kiewit is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers and teamsters. Kiewit will consider quotes from any and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

Kiewit intends to conduct itself in good faith with all DBEs regarding participation on this project. For further information regarding this project, insurance, bonding, related assistance with equipment, supplies, and materials, or the project schedule, please contact our Lead Estimator.

*Kiewit Infrastructure West Co. is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.*



An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:  
**Contract No. 04-0J7104**  
**RAISE BRIDGE AND PLACE STRUCTURAL CONCRETE**  
CONSTRUCTION ON STATE HIGHWAY IN SOLANO COUNTY IN VALLEJO AT VARIOUS LOCATIONS

**Bid Closing Date:** February 13, 2020 @ 2:00 PM

**DBE GOAL:** 15%

#### CONTACT:

**David Aboujudom**  
Brosamer & Wall Inc.  
1777 Oakland Blvd, Suite 300  
Walnut Creek, California 94596  
PH: 925-932-7900 FAX: 925-279-2269

#### PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- AGGREGATE BASE AND ASPHALT PAVING
- BRIDGE REMOVAL
- CLEARING AND GRUBBING
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- DEMOLITION
- DRAINAGE PIPE
- DRILL AND BOND DOWELS
- EARTHWORK/ROADWAY/STRUCTURAL EXCAVATION
- ELECTRICAL
- EROSION CONTROL
- FENCE
- LANDSCAPING
- JOB SITE MANAGEMENT
- JOINTED PLANE CONCRETE PAVING
- LEAD COMPLIANCE PLAN
- PERMANENT STRIPING
- ROADSIDE SIGNS
- ROCK SLOPE PROTECTION
- STREET SWEEPING
- SWPPP
- TRAFFIC CONTROL

For the complete list of the Actual Project Bid Items go to:

<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-0J7104>

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email David Aboujudom contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email [daboujudom@brosamerwall.com](mailto:daboujudom@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact David Aboujudom at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

## How and Where to Get Startup Business Loans

### Continued from page 3

by Fundera, and you understand that the transaction directly affects your personal credit, you can apply. You'll receive your funds in as little as 24 hours and be able to use the money as you see fit, such as to secure an office building or purchase a delivery truck. The downside is that a personal loan makes it more difficult to keep business finances separate from personal finances and that personal loans are often limited to around \$40,000.

### 7. Grants

Grants are a preferred method of funding for startups because they don't have to be paid back. Of course, some grants come with stipulations that business owners must agree to follow.

The grant could be designed to provide technology to get your business organized, or it might specify that the funds are for stocking the shelves of your store. The SBA does not offer grants for business startups, but there are other organizations that do.

### 8. Home Equity Loan

Entrepreneurs who don't have a business history or a credit score in the excellent range might find it easier to obtain a home equity loan rather than

a small business or personal loan. There is a risk of losing your home if your business doesn't earn enough to repay the home equity loan, but the benefits of going this route include lower interest rates and a quicker approval process.

### 9. Equipment Financing

Perhaps you have the money to pay rent and utilities for an office space, but you could use a little help with buying the appropriate equipment to make your business run smoothly. If this is the case, equipment financing is the way to go.

Companies like Wells Fargo and Direct Capital offer this type of loan. Depending on the financial institution, you might be able to borrow up to \$250,000 for a period of up to six years and receive your money within 24 hours.

### 10. Friends and Family

Don't leave family and friends out as a potential loan source. It is this group that is often the most supportive, and if they have the money, they might be willing to loan you funds with a generous interest rate and repayment plan.

The best part is you don't have to worry about credit scores or putting down collateral. You will need to put the terms in writing so that both parties are on the same page and so that the loan is legally binding if legal mediation is needed.

### How to Get Startup Loans

Startup loans are competitive, with Biz2Credit reporting big banks approve only 24 percent of their business loan applications and small banks accept 49 percent. If you want to increase your odds of securing a startup loan, follow these tips.

#### Have a Business Plan

When applying for a loan, you'll need a detailed business plan that shows the lender you have carefully considered all the startup expenses associated with your business and researched the product or service demand to ensure you'll make a profit.

This plan must be done right if you are going to pitch your business to a lender when your business hasn't even launched yet. In addition to your expenses and expected income, include a projected repayment plan that corresponds with your expected growth. Don't forget to include what makes your business different from others and exactly how it will have an impact on the community or others it caters to.

#### Have a Good Credit Score

You'll be more likely to land a business loan when you have a good credit score. A good

credit score also qualifies you for a lower interest rate, which means you'll have more money at your disposal to put into the day to day operations of your business. If your credit score could use some improvement, Experian, one of the rating agencies, suggests checking your credit report and having any inaccuracies corrected, limiting your outstanding debt and avoiding any new lines of credit that you really don't need.

#### Have Some Funds Ready

Banks and other financial institutions will look at your assets when deciding whether to approve or deny your business loan. Establishing funds that you can use to pay a portion of the startup costs to get your business up and running will not only appeal to lenders, but it will also save you money on interest in the long run, as you'll be able to take out a smaller loan. The SBA lists a 30 percent startup equity as the general requirement lenders look for. This means if it will cost \$100,000 to get your company off the ground, you should have \$30,000 set aside before you apply for the loan.

**SOURCE:** [www.gobankingrates.com](http://www.gobankingrates.com)

## Success Stories

# Orange County SBDC Helps Italia's Pizza Kitchen Find A Home in Gelson's Markets



[ Article was originally posted on [ociesmallbusiness.org](http://ociesmallbusiness.org) ]

Don't be fooled by entrepreneur Mike O'Brien's quintessentially Irish name. As the driving force behind Italia's Pizza Kitchen, O'Brien has struck culinary gold with one of the world's most beloved and popular Italian indulgences — pizza.

Italia's Pizza Kitchen prepackaged pizza kits are O'Brien's much-elevated variation on the "take, make and bake" homemade pie, a fresh and vibrant collection of chef-quality ingredients, including hand-crafted dough, marinara sauce prepared from California pear tomatoes, and truly authentic Italian mozzarella cheese.

Thanks to Orange County SBDC, O'Brien's creation has found its way into the aisles of Gelson's chain of specialty supermarkets.

While Orange County SBDC provided the final pieces of the puzzle that helped O'Brien achieve his goal, his plans had begun piecemeal years ago. "I've been in the restaurant management business for most of my adult life," said O'Brien, who holds a Bachelor's degree in Culinary Hospitality & Culinary Management, as well as a Culinary Arts degree.

His resume includes having worked in various capacities and leadership roles in the foodservice industry, including restaurants, hospitals, and the nutrition planning office for a school district.

"I've always had an interest in cooking, which is probably why I gravitated toward the food industry. I wanted to start a restaurant at some point," O'Brien admits, "so I was drawn to culinary school, did some cooking externships in Europe and at the Montage nearby in Laguna Beach."

O'Brien got serious about pizza making while in charge of a hospital kitchen, where he experimented with dough recipes and sauces, then implemented the items into the menu.

"I eventually fine-tuned the dough and sauce," O'Brien said, "and kept telling myself 'hey, I'm going to do this one day.'"

While O'Brien had dreamed of owning and running a restaurant, it was when he worked for the school district that it dawned on him that food development and production was his real calling. So, he set his sights on producing a superior pizza product that people could assemble and bake at home.

"Although I had a number of connections in the food industry to get me out of the starting gate, there were still some roadblocks to be cleared; plus, I was in need of solid professional business advice to get me across the finish line."

A friend of O'Brien's who owned a chocolate shop in downtown Huntington Beach told him about the OC MADE program, which was created to shepherd new businesses into the Orange County Market Place and assist in helping products or services be recognized.

The four-week OC MADE program shows aspiring business owners, like Mike O'Brien, the basics of planning, marketing and financing their endeavors. Program graduates are given the chance to test out their concept at the OC Market Place.

"OC MADE guides you in the right direction," said O'Brien. "It helps fill in the blanks on things you may not have been aware of — business licenses, health department inspections, all that stuff. It was the best thing I ever did."

After participating in the OC MADE program, O'Brien continued his path to success by working closely with SBDC consultant, Greg Bell.

"Greg was a huge help," said O'Brien. "He really took a lot of the stress and burden off my shoulders."

Mike O'Brien and Greg Bell were able to bounce ideas off each other, and Bell provided O'Brien with everything from the names of packaging companies for pizza boxes to running financials. It set the stage for O'Brien to participate in Gelson's Find Local Discoveries Pitch, where he joined a select group of 60 entrepreneurs and vendors from the greater Southern California area who presented their wares for inclusion in Gelson's stores.

"The fact that this challenge was specifically limited to 'local' entrants is a big deal," said O'Brien. "'Locally' sourced products of exceptional quality have really caught the attention and imaginations of chains like Ralph's, Pavilions and Gelson's. They've seen a trend where consumers are looking to support businesses in their own community."

Within a week of his pitch to Gelson's, O'Brien received the news that his pizza kits were a hit. His experience, perseverance, passion, and connections, such as the team at SBDC, proved to be the recipe for his product's success.

"I just can't say enough about the Orange County SBDC," said O'Brien. "The timeline of my business plan didn't have my product in Gelson's for at least a couple of years. I just wouldn't have gotten where I am this quickly without the SBDC."

SOURCE: [ociesmallbusiness.org](http://ociesmallbusiness.org)

## Desert Beer Company Celebrates Grand Opening in Palm Desert

[ Article was originally posted on [ociesmallbusiness.org](http://ociesmallbusiness.org) ]

Even if you're not a microbrew aficionado like Devon Sanchez, founder and owner of Desert Beer Company, you probably know that the recipe for crafting a great beer requires a few essential ingredients, like water, hops, and barley. In Sanchez's case, however, transforming his beer-making dreams into reality not only took passion and hard work, it necessitated a worthwhile journey that would hone his talent and fervor.

Sanchez's decades-long affinity for craft beer started back when he practiced homebrewing during his college days. While the degree he earned in Political Science took him on an early detour away from his future pursuit, he soon found himself soaking in all the wine-making and beer-making knowledge he could at Alderbrook Winery, Faultline Restaurant Brewery,

Tiedhouse Restaurant Brewery, and Hermitage Brewing Company in the Bay Area. When at Alderbrook he made important contacts at Awatere River Wine Company, where he worked the opposite season harvest in Marlborough, New Zealand.

While his winemaking experience "down under" led to opportunities in beer-making, Sanchez got the chance to return home to be part of the opening of Coachella Valley Brewing Company. There, he got to touch all aspects of launching a business, plus refine and round out his expertise for keeping a private brewery afloat.

When he ventured out to start the Desert Beer Company in 2018, all his accumulated experience and inspiration served him well; however, Sanchez still needed to find the capital to get his doors open and taps flowing. So, he sought assistance with the SBDC Coachella Valley and

was put in touch with SBDC business consultant Mike Pagani. With nearly four decades in building, starting, buying and selling businesses, as well as in commercial lending, Mike was able to provide the crucial advice and connections for which Devon Sanchez was looking.

"Knowing that the megabanks rarely lend to startups," said Mike Pagani, "and rather than attempt to place this loan among our out-of-town lenders, I approached a local lender who was seeking to expand their SBA lending activities. The bank and the loan officer did an exceptional job providing Devon with the necessary capital to get his business going."

Desert Beer Company's grand opening took place on October 25th and was presented by the Coachella Valley SBDC and its partners.

SOURCE: [ociesmallbusiness.org](http://ociesmallbusiness.org)



## Top construction trends to look for in 2020

Continued from page 1

labor needed, which has been hard to come by as of late in the United States. It is safer because complex assembly can be done at ground level instead of at great heights, and fewer workers are needed on-site. Modular construction can also lead to more versatile architectural design, foster a quality controlled environment, and reduce materials by 90%.

### Automation and machine learning increase

Construction is full of manual, time-consuming processes. As more construction companies adopt technology, automation and machine learning are going to be at the forefront to increase efficiency and save valuable time. In 2020, automation and machine learning will start to be more prevalent with things like 3D printed construction, robotics, autonomous dozers, a semi-automated mason (SAM). In addition to the increase in on-site technology, precon-

struction will see an uptick in automation and machine learning.

During preconstruction, general contractors identify and address risk. The problem is that assessing risk is a linear and very reactive process that can cause data and knowledge to become trapped within a project. Crucial performance data doesn't transfer from the field back into the next preconstruction cycle to reduce risk. Construction will start to see the use of more technology like TradeTapp and Construction IQ to

create feedback loops between projects, teams, phases, general contractors, and partners.

### Wrap-up

No one can predict the future. But taking what we've learned from industry reports, our findings, and conferences, we believe these are the top construction trends to look for in 2020. Make sure to be on the lookout for them all when you're planning for the new year.

SOURCE: [blog.buildingconnected.com](http://blog.buildingconnected.com)



# Public Legal Notices



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

**Sourcing Event ID 0000002750**  
**Contract No. 1000015740**  
**JOB ORDER CONTRACT NO. J47**  
**GENERAL ENGINEERING SERVICES**  
**PW JOC No.J47 Gen Eng Svcs**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on January 22, 2020**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful Contractor during the term of the Contract. The scope of work may include repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, rights-of-way, retaining walls, parks, playgrounds, medians and other similar works, structures, or other real property.

The Contract Term is 730 days from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended up to 5 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 4 years.

The Maximum Contract Value is \$5,000,000, with a guarantee to receive opportunity to perform a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, **Teenchee Le** at 415-558-4023.

Bids will not be accepted from contractors currently holding a JOC contract with San Francisco Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has been issued Task Orders valued by the City in an amount equal to or exceeding 90% of the Maximum Contract Value of the existing JOC contract.

**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 Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered States") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states.

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.

Each Task Order will include liquidated damages, and each Task Order will be on a Lump Sum basis computed using preset Unit Prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

The Contract will be awarded to the lowest responsible bidder.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **20%**. Call Antonio Tom 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 **January 10, 2020 at 09:00 a.m.** at 30 Van Ness Avenue, 3rd Floor Golden Gate Conference Room. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or [bond@imwis.com](mailto:bond@imwis.com).

A corporate surety bond or certified check for no less than \$125,000, an amount equal to ten percent (10%) of the Initial Performance Bond and Initial Payment Bond amount of \$1,250,000, must accompany each bid.

**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.

1/9/20

**CNS-3329491#**  
**SMALL BUSINESS EXCHANGE**



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

**Sourcing Event ID 0000002751**  
**Contract No. 1000015741**  
**JOB ORDER CONTRACT NO. J48**  
**GENERAL BUILDING SERVICES**  
**PW JOC No.J48 Gen Bldg Svcs**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on January 22, 2020**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful Contractor during the term of the Contract. The scope of work may include repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, buildings, structures, or other real property.

The Contract Term is 730 days from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended up to 5 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 4 years.

The Maximum Contract Value is \$5,000,000, with a guarantee to receive opportunity to perform a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, **Teenchee Le** at 415-558-4023.

Bids will not be accepted from contractors currently holding a JOC contract with San Francisco Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has been issued Task Orders valued by the City in an amount equal to or exceeding 90% of the Maximum Contract Value of the existing JOC contract.

**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 Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered States") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states.

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.

Each Task Order will include liquidated damages, and each Task Order will be on a Lump Sum basis computed using preset Unit Prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

The Contract will be awarded to the lowest responsible bidder.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **20%**. Call Antonio Tom 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 January 10, 2020 at 09:00 a.m. at 30 Van Ness Avenue, 3rd Floor Golden Gate Conference Room. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or [bond@imwis.com](mailto:bond@imwis.com).

A corporate surety bond or certified check for no less than \$125,000, an amount equal to ten percent (10%) of the Initial Performance Bond and Initial Payment Bond amount of \$1,250,000, must accompany each bid.

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

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

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

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

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

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

1/9/20

**CNS-3329519#**  
**SMALL BUSINESS EXCHANGE**



# Public Legal Notices



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

**Sourcing Event ID No. 000002263  
Contract No. 100005832**

**19TH AVENUE (STATE ROUTE 1)  
COMBINED CITY PROJECT  
PW 19TH AVE STATE ROUTE 1**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on February 19, 2020**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along 19th Avenue, from Holloway Avenue to Lincoln Way, in San Francisco, California and consists of sewer replacement, watermain installation, AWSS work, curb ramp, pedestrian and transit bulb-out construction, traffic signal work, traffic control, and all associated work. The time allowed for completion is 864 consecutive calendar days. The Engineer's estimate is approximately \$48,200,000. For more information, contact the Project Manager, **Carol Huang** at 415-558-4544.

**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 4**. 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.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Unit Price 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 not be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **20%**. Call Finbarr Jewell at 415-558-4080 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts

with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 27%. 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 January 9, 2020; 11:00 a.m., at 30 Van Ness Avenue, 5th Floor Main Conference Room.**

For information on the City's Surety Bond and Finance Program, call (415) 986-3999 or [bond@imwis.com](mailto:bond@imwis.com).

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

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

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

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

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

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

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

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

1/9/20

CNS-3329591#

SMALL BUSINESS EXCHANGE

## January 2020 Outreach

The SFMTA is currently conducting a survey to better understand perceptions of sharing rides in San Francisco. To connect San Franciscans safely, equitably, and sustainably to their communities, we must make more efficient use of our street infrastructure. Increasing vehicle occupancy through shared rides, either in carpools or shared ride-matching apps, is one way to more efficiently utilize our existing street space. We are trying to identify priorities for San Francisco residents and the barriers they face when considering using shared ride options through this survey.

Take the survey at [sfmta.com/projects/shared-rides-pilot](http://sfmta.com/projects/shared-rides-pilot)  
Car Dealerships/Fleet Managers Needed

Join us for an exclusive networking event at SFO on Thursday, January 23, 2020, from 10:00 am - 12:00 pm with major rental car companies. Learn how the Airport Concession Disadvantaged Business Enterprise (ACDBE) program can help you supply their fleet.

<https://www.eventbrite.com/e/car-dealership-acdbe-outreach-event-tickets-85665077553?aff=affiliate1>

From time to time our City's 9-1-1 dispatchers also receive calls for things that are not emergencies like reporting a blocked driveway or to report a car break-in (when the assailant is long gone). For these circumstances, it's best to dial 3-1-1 where expert staff can provide information on a variety of non-emergency City services, both over the phone and on the 311 app. Keep 9-1-1 available for police, fire and medical emergencies. You could be saving someone's life by making the right call when it comes to dialing 9-1-1 (or not).

### Sunshine Ordinance Task Force

The Task Force advises the Board of Supervisors and provides information to other City departments on appropriate ways in which to implement the Sunshine Ordinance (Chapter 67 of the Administrative Code); to ensure that deliberations of commissions, boards, councils and other agencies of the City and County are conducted before the people and that City operations are open to the people's review.

### Upcoming term expirations or vacancies:

**Vacant Seat 1**, succeeding Matthew Cate, resigned, must be nominated by the local chapter of the Society of Professional Journalists and be an attorney, for the unexpired portion of a two-year term ending April 27, 2020.

**Vacant Seat 4**, succeeding Pixie (Rishi) Chopra, resigned, must be a journalist from a racial/ethnic-minority-owned news organization and nominated by the New California Media, for a two-year term ending April 27, 2021.

**Vacant Seat 8**, succeeding Frank Cannata, resigned, must have demonstrated interest in, or have experience in, the issues of citizen access and participation in local government, for the unexpired portion of a two-year term ending April 27, 2020.

**Seat 11**, succeeding Fiona Hinze, term expiring April 27, 2019, must have demonstrated interest in, or have experience in, the issues of citizen access and participation in local government, for a two-year term ending April 27, 2021.

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-3324659#

## Mayor Garcetti joins Los Angeles Cleantech Incubator

Continued from page 1

"The Zero Emissions 2028 Roadmap 2.0 report doubles down on the bold steps we must take to accelerate clean air and climate action in Los Angeles and across the state," said Chair of the California Air Resources Board (CARB) Mary D. Nichols. "Together, we can serve as a model for California, the nation, and the world by building a state of the art transportation system that moves people and goods cleanly, efficiently and sustainably throughout the region."

"Clean air is a critical issue for all of us, especially the communities that have shouldered the burden of our transportation system and the harmful air pollution that it creates," said Supervisor Janice Hahn, Los Angeles County Board of Supervisors. "I look forward to working with LACI and know that — with this 2028 Roadmap as a guide — together we will forge the future of transportation for the health and welfare of all those in our communities."

For more information on the Zero Emissions 2028 Roadmap 2.0, please visit <https://lincubator.org/roadmap/>.

SOURCE: [www.lamayor.org](http://www.lamayor.org)

## Review Your Workplace Safety Policies

The law and good business practices require employers to provide a workplace that's free from safety and health hazards that are known (or should be known). The failure to do so can mean lost productivity and employee dissatisfaction as well as costly lawsuits and government penalties. How do your workplace safety policies measure up?

### Protective gear

Certain jobs require protective clothing and equipment to ensure the safety of workers. This gear may be goggles, steel-tipped work boots, or other items, depending on the nature of the job. OSHA has guidance on hazards and solutions.

Employers are required to provide and pay for these items.

### Sexual harassment

Federal law doesn't require you to provide any training to your staff about recognizing and reporting sexual harassment and abuse. Nonetheless, it is highly advisable that you provide such training to protect employees and avoid liability for your company. What's more, your insurance company may require you to have a sexual harassment policy and do training.

Recently, California greatly expanded its mandatory sexual harassment prevention training. Until now, such training was limited to supervisors and was only imposed on employers with 50 or more employees. Starting in 2020 it applies to employers with 5 or more employees and extends mandatory training to all employees.

### Health concerns

You should advise employees about health issues that can impact your business. For example, during the flu season, OSHA advises you reduce all workers' exposure to the flu virus by reminding employees to get flu shots and using good sense to protect the health of co-workers. For example, encourage employees who are feeling ill to use their sick days rather than come to work and infect others.

OSHA offers guidance on various health concerns for workers. For example, there is information about monitoring workers at risk of summertime heat-related illnesses.

### Domestic violence

Unfortunately, domestic violence can spill into the workplace. SHRM reports\* that 65% of employers don't have a plan to support victimized employees and provide workplace safety for them. Cornell Law School\* has a domestic violence and workplace model policy that you can review and adapt for your purposes.

### Practice drills for onsite threats

Fire drills aren't just for school students. Your business should conduct on a regular basis practice drills to anticipate various emergency situations (e.g., fires, an onsite shooter).

Also, consider offering training for CPR to employees. Be sure to have an automatic external defibrillator (AED) on site and have employees trained on how to use it. The American Red Cross\* and various other organizations offer free or low-cost training.

### Visit link to read the full article:

[sbeinc.com/resources/cms.cfm?fuseaction=news\\_detail&articleID=3333&pageID=25](http://sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=3333&pageID=25)

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389102-00

Fictitious Business Name(s):  
**BARE HANDS**  
Address  
**30 Ford Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Suzanne Shade**  
Address of Registrant #1  
**30 Ford Street, San Francisco, CA 94114**

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

Signed: **Suzanne Shade**

This statement was filed with the County Clerk of San Francisco County on **12-19-2019**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**12/19/2019**

**12/26/19 + 01/02/20 + 01/09/20 + 01/16/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388945-00

Fictitious Business Name(s):  
**BEAUTIQUE**  
Address  
**1706 Steiner Street, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Quynh Nguyen**  
Address of Registrant #1  
**2500 El Camino Real #308, Palo Alto, CA 94306**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/27/2019**.

Signed: **Quynh Nguyen**

This statement was filed with the County Clerk of San Francisco County on **12-06-2019**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**12/06/2019**

**01/02/20 + 01/09/20 + 01/16/20 + 01/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389136-00

Fictitious Business Name(s):  
**Elite Interpreting**  
Address  
**535 Head Street, San Francisco, CA 94132-2822**  
Full Name of Registrant #1  
**Sonya Rama**  
Address of Registrant #1  
**535 Head Street, San Francisco, CA 94132-2822**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-23-2019**.

Signed: **Sonya Rama**

This statement was filed with the County Clerk of San Francisco County on **12-23-2019**

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: **Giselle Romo**  
**Deputy County Clerk**  
**12/23/2019**

**01/02/20 + 01/09/20 + 01/16/20 + 01/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389223-00

Fictitious Business Name(s):  
1.) **Golden Coast Soap Co.**  
2.) **Golden Coast Soap Company**  
3.) **Naera**  
4.) **Naera Body Care**  
5.) **Cosmos Soap**  
6.) **Cosmos Soap Co.**  
7.) **Cosmos Soap Company**  
8.) **Golden Coast Collective**  
9.) **Golden Coast Designs**  
Address  
**2443 Fillmore Street, Suite 412, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Golden Coast Soap, LLC (CA)**  
Address of Registrant #1  
**2443 Fillmore Street, Suite 412, San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-31-2019**.

Signed: **Jessica Docena, Principal**

This statement was filed with the County Clerk of San Francisco County on **12-31-2019**

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**  
**12/31/2019**

**01/02/20 + 01/09/20 + 01/16/20 + 01/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389072-00

Fictitious Business Name(s):  
**Lady Falcon Coffee Club**  
Address  
**3620 Wawona Street, San Francisco, CA 94116**  
Full Name of Registrant #1  
**AttaGirl Enterprises, Inc (CA)**  
Address of Registrant #1  
**111 San Benito Way, San Francisco, CA 94127**

This business is conducted by **A Corporation**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-17-2019**.

Signed: **Elizabeth Maguire, CEO**

This statement was filed with the County Clerk of San Francisco County on **12-17-2019**

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**  
**12/17/2019**

**01/02/20 + 01/09/20 + 01/16/20 + 01/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388076-00

Fictitious Business Name(s):  
**STIIIZY**  
Address  
**3326 Mission Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**BCOK Inc., a California Corporation**  
Address of Registrant #1  
**1565 Third Avenue, Walnut Creek, CA 94598**

This business is conducted by **A Corporation**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-12-2019**.

Signed: **Brian Mitchell, CEO**

This statement was filed with the County Clerk of San Francisco County on **09-25-2019**

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: **Giselle Romo**  
**Deputy County Clerk**  
**09/25/2019**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389238-00

Fictitious Business Name(s):  
**Planteo**  
Address  
**1035 Pine Street, Apt #206, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Bo Young Yoon**  
Address of Registrant #1  
**1035 Pine Street, Apt #206, San Francisco, CA 94109**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-01-2020**.

Signed: **Bo Young Yoon**

This statement was filed with the County Clerk of San Francisco County on **01/02/2020**

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: **Giselle Romo**  
**Deputy County Clerk**  
**01/02/2020**

**01/09/20 + 01/16/20 + 01/23/20 + 01/30/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389035-00

Fictitious Business Name(s):  
**PRESIDIO KEBAB & GYROS**  
Address  
**3277 Sacramento Street, San Francisco, CA 94115**  
Full Name of Registrant #1  
**3277 Sacramento Street LLC (CA)**  
Address of Registrant #1  
**3277 Sacramento Street, San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-13-2019**.

Signed: **Ted Sokmen**

This statement was filed with the County Clerk of San Francisco County on **12-13-2019**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**12/13/2019**

**12/19/19 + 12/26/19 + 01/02/20 + 01/09/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389264-00

Fictitious Business Name(s):  
**Redlog Facilities Services Contractor Flooring-Tile-Painting**  
Address  
**75 Broadway Street, Suite 202, San Francisco, CA 94111**  
Full Name of Registrant #1  
**Redlog Flooring Services Corporation (CA)**  
Address of Registrant #1  
**1273 Webster 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 **01-02-2020**.

Signed: **Salvador Tovar, President**

This statement was filed with the County Clerk of San Francisco County on **01/02/2020**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**01/02/2020**

**01/09/20 + 01/16/20 + 01/23/20 + 01/30/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389133-00

Fictitious Business Name(s):  
**SHUDRAKKA**  
Address  
**33 8th Street, Apt #1733, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Ekaterina Shudrak**  
Address of Registrant #1  
**33 8th Street, Apt #1733, San Francisco, CA 94103**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-23-2019**.

Signed: **Ekaterina Shudrak**

This statement was filed with the County Clerk of San Francisco County on **12-23-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**12/23/2019**

**01/02/20 + 01/09/20 + 01/16/20 + 01/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389287-00

Fictitious Business Name(s):  
**Poppy Bagels**  
Address  
**1293 18th Avenue, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Reesa Kashuk**  
Address of Registrant #1  
**1293 18th Avenue, San Francisco, CA 94122**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/1/2019**.

Signed: **Reesa Kashuk**

This statement was filed with the County Clerk of San Francisco County on **01/06/2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**01/06/2020**

**01/09/20 + 01/16/20 + 01/23/20 + 01/30/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389337-00

Fictitious Business Name(s):  
**Blush School of Makeup**  
Address  
**One Embarcadero Center, Ste R-1206, San Francisco, CA 94111**  
Full Name of Registrant #1  
**Hestia Education Group, LLC (CA)**  
Address of Registrant #1  
**One Embarcadero Center, Ste R-1206, San Francisco, CA 94111**

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 **12-10-2009**.

Signed: **Armand Adkins**

This statement was filed with the County Clerk of San Francisco County on **01-08-2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**01/08/2020**

**01/09/20 + 01/16/20 + 01/23/20 + 01/30/20**

## CHANGE OF NAME

## CHANGE OF NAME

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 19-555474

PETITIONER OR ATTORNEY  
Caroline Farran Cloudsley  
1595 Pacific Avenue, Apt. 207  
San Francisco, CA 94109

TO ALL INTERESTED PERSONS:

1. Caroline Farran Cloudsley aka Caroline Cloudsley  
for a decree changing names as follows:

Caroline Farran Cloudsley aka  
Caroline Cloudsley  
changed to  
Caroline Cloudsley Gonzales

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

NOTICE OF HEARING

Date: **February 11, 2019** Time: **9:00 AM**  
Dept: **103** Room: **103**

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

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

BOWMAN LIU, Clerk  
DATED - **December 23, 2019**

12/26/19 + 01/02/20 + 01/09/20 + 01/16/20

## ABANDONMENT OF FICTITIOUS BUSINESS NAME

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Red Hill Station**

Located at **803 Cortland Avenue, San Francisco, CA 94110**  
This fictitious business name was filed in the County of  
San Francisco on **August 26, 2019** under file  
**0387738-00**

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

Full Name of Registrant #1  
**Anfa Hospitality Investment LLC (CA)**  
**83 Tucker Avenue, San Francisco, CA 94134**

This business was conducted by a  
**A LIMITED LIABILITY COMPANY**

Signed: **Hicham Farhi**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11/22/2019**

11/27/19 + 12/05/19 + 12/12/19 + 12/19/19

SMALL  
**BUSINESS**  
EXCHANGE



# Veterans Corner

## 5 tips for hiring military veterans at your construction company

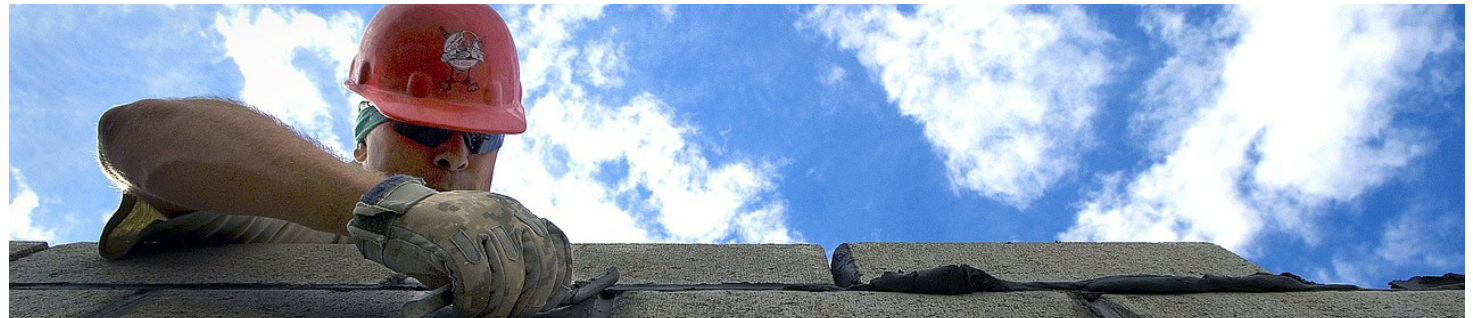


Image by David Mark from Pixabay

[ Article was originally posted on  
[www.equipmentworld.com](http://www.equipmentworld.com) ]

By *Tom Jackson,*

The economy is growing and construction contractors are scrambling for new employees. According to the Bureau of Labor Statistics, construction employment is expected to grow by 1.84 million jobs or 33 percent by 2020.

At the same time there are thousands of technically proficient people exiting the military every year and their numbers are expected to swell over the next five years as budget cuts reduce the size of the uniformed services.

As of late, the industry has seen quite the push to find these extremely qualified folks a place in construction. In February, more than 100 construction companies joined forces in committing to hiring more than 100,000 military veterans over the next five years. And in January, Hire a Hero, a similar hiring initiative for veterans run by the Armed Forces Support Foundation, announced that it had seen difficulty placing veterans in construction jobs. So, the foundation announced that it would launch Staff a Hero, a staffing company creating temp-to-hire positions and providing additional training for veterans.

For construction contractors looking to add skilled employees to their business there isn't a better pool of candidates to choose from than the men and women transitioning from the military. But it can be a challenge to find them and convince them that your company is the company they need go to work for when they leave the service.

According to Dan Young, regional partner/manager at Orion International, to snag these high-value employees you need an "all-encompassing, enterprise-level strategy." There are five key elements to such a strategy.

### 1. Marketing

Military veterans aren't going to beat a path to your door just because you put an ad in the paper. Your strategy should start with a marketing program to get your name out to the military community. And part of marketing is to do your homework. Learn who these people are, how their skills could fit within your organization and what their expectations are for a second career in the civilian world.

Marketing is not something most heavy construction contractors put a lot of effort into. But when it comes to military veterans, Young says, there are dozens, if not hundreds of other companies competing for these veterans' attention. "You have to position your company as an attractive career opportunity and an employer of choice," he says.

To get exposure to the widest possible military community you may need to hire a consulting

firm with well-established ties to the transitioning military community, says Young. The construction contractors who do this typical have bigger goals than just filling a few empty positions. "They want a full-scale military talent program," he says. This includes not only advertising in the periodicals that reach transitioning military personnel, but help identifying relevant job fairs and making connections with the military's training schools such as the Seabees school in Hattiesburg, Mississippi, and Fort Leonard Wood, Missouri, where the Army trains its combat engineers.

### 2. Show them the benefits

Once you've enabled these prospective employees to find you, you need to be able to show them the benefits and advantages of working in the civilian sector and especially for your company. These are not newbies off the street, but well-trained, highly motivated and proven entities. But few of them know how things work or what to expect in the civilian world. What will attract them to your company are:

- Education and training opportunities. "Continuing education and training is a benefit that most veterans want," Young says. "It is a critical factor, especially with the mid-level and upper level candidates," he says. Advanced training is automatic in the military, but not always so in the civilian world. Many veterans will have their GI bill benefits and are looking for an opportunity that's going to allow them to continue with their education while working.
- A healthy work/life balance. A big plus for contractors in the private sector is the ability to sell military people on the work-life balance, Young says. "As you can imagine, a lot of veterans don't have a good understanding of what a healthy or reasonable work-life balance is," he says. "That's probably the biggest reason why the majority of veterans transition out of the service."
- The benefits package. Additionally, veterans may not be familiar with the modern corporate benefit package including health care premiums, 401K plans and profit sharing. These need to be explained up front to prevent any misunderstanding with the first paycheck.

### 3. Promote camaraderie

The companies that have the best records for retaining veterans also share certain cultural similarities with the military. The most important of these is camaraderie.

"If you poll 100 veterans about what they miss the most about the military I can guarantee at least 80 percent of them are going to say the camaraderie," says Young.

"It's ingrained in the military culture and that's an expectation they have as they transition into corporate America."

What is camaraderie? The military has long known that to survive in combat a unit's people must have fierce loyalty for each other. Accordingly officers and NCOs are trained to lead by example. There are ranks, but no prima donnas. Officers do just as many pushups as privates, if not more. You work hard, you play hard and you will fight to the death for each other. The civilian world with its shifting alliances, office politics, hidden agendas and CEO worship can be an alien environment for transitioning military.

### 4. Encourage networking

Companies are starting to recognize veterans' affinity groups and employee resource groups are key elements in a program to retain veteran employees, Young says. And the payoff can be much bigger than just retention. By allowing veterans to network with other veterans who have similar backgrounds and experience in the military you're helping to spread the reputation of your company as a top-flight place for veterans to land.

In other words, hire one veteran, and if he likes what he sees, he could bring in many more of his friends of equal caliber. "You would be amazed at how big the military is but how small the network is and how quickly the word can get around," Young says. "We've been in business 22 years and probably half of our placements come straight from referrals."

### 5. Manage expectations

People coming out of the military are used to a highly structured environment. Officers and NCOs expect people to jump when they say jump and it isn't always so in the civilian world.

That can be a problem, but increasingly it is not because civilian employers recognize and anticipate these differences. "It is critical to help them with that transition," Young says. "There is more to it than just hiring someone. We reach candidates 12 to 18 months before they make that transition and we start the education process then. It's having a very positive effect and leading to higher retention rates."

Is it worth it?

Consultants, marketing plans, campaigns. If it seems like a lot of effort, Young cites a long list of assets military veterans bring to any employer. Veterans, he says:

### SOURCE:

<https://www.equipmentworld.com/5-tips-for-hiring-military-veterans-at-your-construction-company/>



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ERIC ALLRED  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**I-280/FOOTHILL EXPRESSWAY  
OFF-RAMP IMPROVEMENTS  
CONTRACT C19222 • SBE Goal is 11.16%**

**OWNER:  
SANTA CLARA VALLEY  
TRANSPORTATION AUTHORITY,  
1333 NORTH FIRST STREET, SAN JOSE, CA 95134**

**BID DATE: JANUARY 8TH, 2020 @ 3:00 P.M.**

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

AC DIKE, ADL BURIAL LOCATION REPORT, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, CONSTRUCTION SITE MANAGEMENT, CPM SCHEDULING CONSULTANT, ELECTRICAL, EROSION CONTROL, HAZARDOUS MATERIAL, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, MBGR, MINOR CONCRETE, MINOT CONCRETE STRUCTURE, ROADSIDE SIGNS, ROADWAY EXCAVATION, SAWCUTTING, SHORING, SIGN STRUCTURE, STRUCTURAL BACKFILL STRUCTURAL EXCAVATION, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIALS SUPPLIER, TREE REMOVAL/TRIMMING, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the VTA's Website at <https://www.vta.org/solicitations>.

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

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

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ERIC ALLRED  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**ANNUAL STREET MAINTENANCE  
PROJECT 18-XX  
WINCHESTER BOULEVARD STREET  
RESURFACING  
DBE Goal 16%**

**OWNER:  
CITY OF CAMPBELL  
70 N. First Street, Campbell, CA 95008**

**NEW BID DATE: JANUARY 14, 2020 @ 3:00 P.M.**

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

ADJUST IRON, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, TESTING, TRAFFIC CONTROL SYSTEM, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's Service site at QuestCDN, Quest Project No. 6598278, [info@questcdm.com](mailto:info@questcdm.com) (952) 233-1632.

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

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

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

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



## SUKUT CONSTRUCTION

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

### SUBS/SERVICE PROVIDERS

Survey, Dewatering, Earthwork & Site Prep, Paving, Fencing, Traffic Control, Formwork, Rebar, Concrete Pumping, Arch Precast Bldg, Waterproofing, Concrete Protective Liner, Painting, Cathodic Protection, Solar Photovoltaic System, Electrical, Controls and Info System, Trucking

### SUPPLIERS

Aggregates, Misc Metals, CIP, Doors, Windows, Hardware, Cathodic Protection, Packaged Engine Generator System

## Napa Sanitation District West Napa Pump Station Project

CIP No. 17711

Located in Napa, California

**BID DATE February 19, 2020 at 2:00 p.m.**

All Quotes Due Prior

## Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Eric Bodyfelt

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

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

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

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

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We will make it worth your while using  
our value-added services!

### 3 ADS FOR ONE PRICE

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- 1 on the website (running until bid date).

(Proof of Publication will be included for all)

# 3 for 1

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### SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New York UCP

- New Orleans RTA (Louisiana UCP)

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)  
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