

# SMALL BUSINESS EXCHANGE

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Weekly Publication 

July 23, 2020

## COVID-19

### We can ditch office culture for a healthier future by teleworking

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

By Dean Florez, CalMatters,

The COVID-19 shelter in place orders have demonstrated that many of us can work successfully from home and adopt healthier lifestyles. In the past three months, we have reduced traffic on our streets and highways, and more people are teleworking.

For decades, there has been a push to get cars off the road by encouraging more carpooling, bike riding and the use of public transportation. But those efforts didn't produce the seismic shift in thinking about how we work until COVID-19 forced many of us to work from home, nor did they produce the stunning impact on our air quality.

We can leave office culture behind and embrace a healthier future of work.

At the peak of the COVID-19 induced shut-downs in April, the daily carbon dioxide emissions dropped by 17% globally, according to a study recently published in the journal Nature Climate Change. In our state since the start of the pandemic, California Air Resources Board estimates that the vehicle miles traveled for light/medium duty vehicles was reduced by as much as 70%-80%, but vehicle miles traveled is already beginning to climb as COVID-19 restrictions are lifted.

For the Southern California region, an employee drives an average of 21.3 miles on a weekday. If an employee in Southern California were able to work from home three days per week, that worker would travel 63.9 fewer vehicle miles per week. This means that workers buy less gas, save time from grinding commutes and help reduce air pollution. Time saved means that employees can get more rest and exercise. They can also keep an eye on what's going on in their neighborhoods, creating safer streets for their families and friends.

Continued on page 2

## Women in Construction: The State of the Industry in 2020



Image credit - [www.autodesk.com](http://www.autodesk.com)

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

By Lior Zitzman,

When you think of any male-dominated industry, construction is probably the first job that comes to mind.

Of all the people who work in construction, women comprise only a small 10.3 percent of the workforce. Even smaller is the number of female construction workers on the front lines of a job site—there is only one woman for every 100 employees on the field. Considering that women make up 47 percent of all employed individuals, this means that the construction industry is only benefitting from about 1.25 percent of the total female workforce.

These are several factors that explain this enormous gender gap, from unconscious gender bias to the lack of adequate training to overall perceptions of women working in construction, which is traditionally a male-dominated career. Despite these barriers, women continue to build their path in the industry. According to Randstad, nearly one-third of companies promoted a woman to a senior position in 2017.

As construction was expected to grow by 3 percent in 2019 and create almost 2 million new jobs by 2021, companies are looking to recruit more women to bring their skill sets into the field.

So, how are women rising up in construction in 2020? To answer this question, we compiled key statistics and examined the backgrounds of female leaders from around the construction industry. Check out the infographic below to learn more.

Our study shows that although women are still underrepresented, they are making significant progress in becoming leaders. A substantial portion of female executives and construction managers have been in their roles in the last 5 years, suggesting that companies are more recently promoting women to leadership roles. Furthermore, companies and associations are increasing their efforts to promote women in their organizations and educate young women about the ben-

efits of working in the industry.

### Growing Resources for Women in Construction

To enter the male-dominated field of construction, women can seek the increasing number of resources available to them that addresses their specific needs in the industry:

#### Women-Focused Groups

Nationally recognized groups like the National Association of Women in Construction (NAWIC) and Women in Operations provide mentorship, marketing and networking opportunities to help women who are new to the industry. Other notable groups include the Women Construction Owners & Executives USA and Women in Operations.

A success of NAWIC comes from Jenny Brongo of Brongo Contracting and Supply, who learned from the organization how to successfully run the business after the passing of her father.

#### Construction Courses

In certain areas of the country, large construction companies collaborate with the local community to offer courses and boot-camp programs for young girls and any women interested in the industry. Many cities also offer apprenticeship programs that strive to recruit women, prepare them for exams, and train their bodies for work.

Continued on page 11

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# COVID-19

## We can ditch office culture for a healthier future by teleworking

■ Continued from page 1

The time it takes to get to work plus the associated travel costs have been increasing in recent years, even as transportation agencies have promoted public transportation and ridesharing. At the same time, there have been advances in technology that make teleworking easier.

Office space in our state is costly. In Los Angeles, the average yearly cost to rent office space per employee was more than \$6,000, and in San Francisco, it was more than \$14,000. Companies

can save money by not renting as much office space and instead invest in their businesses and workers.

Not going to the office all the time also means that businesses can save on heating, cooling and other energy costs, and employees can save money on their wardrobe and drycleaning. Teleworking has environmental impacts beyond the reduced emissions with vehicular travel.

Leaders in California and beyond are already thinking of ways to encourage telecommuting to continue. At the state level, the Air Resources

Board upon which I sit, can flex its enormous power on air pollution to change the work week. Businesses should be incentivized to continue encouraging teleworking for their employees even as restrictions on shelter in place ease. The Air Resources Board can help make this shift in work culture happen with the money that industries pay to pollute by buying allowances in a carbon-trading market.

Policymakers can also consider carrots and sticks to promote teleworking. Some options include telecommuting tax credits for employ-

ers and employees, penalties for businesses that don't offer teleworking options for its employees such as parking lot taxes, and incentives to improve local broadband networks in our rural communities.

We don't have to return to the car-centric, office culture. The future of work can be healthier for everyone if leaders promote teleworking as effective and environmentally sound.

**SOURCE:** <https://calmatters.org/commentary/2020/06/we-can-ditch-office-culture-for-a-healthier-future-by-teleworking/>

## Business Toolkit

## Want to Win More Government Contracts? Stop Making These Seven Mistakes

[ Article was originally posted on [www.publicspendforum.net](http://www.publicspendforum.net) ]

By Frank McNally,

The federal government awards nearly \$500 billion each year on contracts, and anyone can compete for them! After registering your business, you can join thousands of companies that participate in the government contracting marketplace.

But beware, the contracting process means that thousands of companies also spend a lot of money, time and effort chasing opportunities that they never had a chance at in the first place. Or they pursue strategies that aren't going to get them any closer to landing that elusive first deal.

Don't be one of these companies! If you're interested in winning government contracts, we salute you. Not only is it a lucrative market, you'll provide a key service to a client with an important mission that impacts us all. So in the interest of opening government markets to diverse new companies, we're offering this list of seven common mistakes that cost government contractors a lot of time and money so you can avoid making them yourself.

We'll cover each one in this blog:

1. Over-reliance on socioeconomic designation
2. Investing in GSA Schedules (when you don't fully understand them)

3. Spray and pray capture management
4. Not being realistic about capabilities
5. Not understanding how target agencies research and buy goods and services
6. Not reading the solicitation and following the instructions precisely
7. Failing to identify your differentiators

You still have to be attractive to your target buyer and offer needed goods and services.

### Over-reliance on socioeconomic designation

There's a common misconception that getting a socioeconomic designation like an 8(a) certification or qualifying as a Service Disabled Veteran Owned Business (SDVOSB) is equivalent to a license to win government contracts. It's not 100% false, but it's also not so simple.

Yes, it is true that government agencies will set-aside contracts for qualifying small businesses, and these set-aside contracts can sometimes be awarded non-competitively to one firm. That's about as easy as it gets though. You still have to develop relationships with customers. You still have to be attractive to your target buyer and offer needed goods and services. And you'll still have to write a qualifying proposal.

By all means, if you qualify for a socioeconomic designation, you should absolutely pursue it. But it's not a panacea. There are hundreds of other firms with the same socioeconomic designations, and they're working as hard or harder than you.

### Investing in GSA Schedules (when you don't fully understand them)

To be clear, it's not a mistake to pursue a GSA Schedule, if you fully understand what they are and why you're trying to get on one. The mistake is spending time and money getting onto a GSA Schedule without validating that a) your target customers use them (not every agency does, and some Contracting Officers don't prefer them) and b) you are prepared to honor the Most Favored Customer clause.

Getting a place on the GSA Schedule can be a great way for your company to open a door to new opportunities and customers. But unless you have significant government contracting experience, it's not recommended that you try to do it alone. And even with consulting support, you'll be digging through company records, filing new ones, and doing hours of bureaucratic busy work so that, twelve to eighteen months later, you might finally win a spot. And then, guess what? The hard work finally starts, because there's absolutely no revenue awarded if you eventually do earn a GSA Sched-

ule. Quite the contrary: you then have to compete for opportunities, just like you would on the open market, and if you don't earn enough in contract awards during your first year on the Schedule, the whole thing could be revoked.

So when it comes to GSA Schedules, make sure you proceed with diligence and caution.

A lot of vendors want to play a numbers game with their business development, putting in many proposals and hoping they win 10% of them.

### Spray and pray capture management

If you like table games or gambling, you probably understand the importance of spreading your bets. Playing ten hands of online poker simultaneously could help you hit some huge pots, but if you're not capable of keeping up with everything going on you might be better off focusing on just one or two games.

The same principle holds for government contracting. A lot of vendors want to play a numbers game with their business development, putting in many proposals and hoping they win 10% of them. If you offer commodities or simple products and services, that might not be a bad strategy. Especially if your buyers are selecting based

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**Editorial Staff**  
**President & CEO:**  
Gerald W. Johnson  
gwj@sbeinc.com

**Managing Editor:**  
Valerie Voorhies  
vvv@sbeinc.com

**Production Manager:**  
Nabil Vo  
nvo@sbeinc.com

**Diversity Outreach Manager:**  
Rosalie Vivanco  
rvivanco@sbeinc.com

**Graphics Design:**  
Domingo Johnson  
domingo@mac.com

**Webmaster:**  
Umer Farooq  
umer@octadyne.com

**Writer:**  
Cheryl Hentz  
cheryl.hentz@gmail.com

**SBE Northeast Manager:**  
Leslie McMillan  
lmcmillan@sbeinc.com

### Contact Info:

Small Business Exchange, Inc.  
795 Folsom Street, 1st Flr, Room 1124, San Francisco, CA 94107  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)  
Phone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255

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# Access to Capital

## Ready to Grow Your Business?

### American Express Pledges \$10 Million To Fund Grants for Black Businesses Affected by COVID

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

The protests around the country over the deaths of numerous Black people in the last few months at hands of police officers has sparked a new conversation around race relations in the United States. It has also held many large corporations and public figures accountable for doing more against racial injustice and systemic racism. Finance giant American Express is now the latest to come forward with its own commitment to cultivating Black businesses.

American Express announced its new coalition with the U.S. Chamber of Commerce Foundation and the US Black Chambers, the National Black Chamber of Commerce, the National Business League in addition to the Walker's Legacy organization with a \$10 million pledge

to fund a new program that will create for organizations focused on supporting Black-owned small businesses over the course of four years. The initiative is part of the finance giant's global Shop Small campaign.

"We intend for this offer to help jumpstart spending at small businesses during initial reopening by encouraging our global Card Member base of \$110 million to Shop Small. In fact, we launched Small Business Saturday with a statement credit offer, which was critical in helping it become a movement and a staple on the retail calendar every year," said Walter Frye, VP of Global Brand Engagement and Design, American Express, in an email statement sent to BLACK ENTERPRISE.



■ Continued on page 8



## California Sub-Bid Request Ads



Is requesting quotes from certified and qualified MBE, DBE, WBE, SBE, SBRA, LSAF AND (HUB) Zone Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

**SUBS/SERVICE PROVIDERS**

Clear & Grub, Construction Stake, Earthwork & Base, Imported Borrow, Elect @ Pump Plant, Elect Building, Landscaping, Erosion Control, Masonry Building/Other, Mechanical - Building, Pavement Grinding, Rebar, Sign Structures, Signs Roadside, Stripe & Mark, Struct Conc -Wall, Struct Conc - Building, Struct Excavate Site, Traffic Control, Trucking Dirt Haul, Trucking High/Low Haul, Underground Pipe Jack, & Water Proof Bridge

**SUPPLIERS/SERVICE**

Aggregate, Rip Rap Mat'l, Conc Pump, Equip Rent - Crane, Pipe - Steel, Pipe PVC, Ready Mix Conc. Struct Steel, Traffic Control Supply, and Security Guard Serv.

**LAKE PUMP STATION WATER SYSTEM IMPROVEMENTS, LAKE COUNTY**  
Project No. 2450.03

**BID DATE: AUGUST 6, 2020 @ 3:00 PM**

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 Eric Bodyfelt at 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 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



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

**SUBS/SERVICE PROVIDERS**

Construction Area Signage, Traffic Control, Roadway, Temp Erosion Control, Paving Asphalt Concrete, Traffic Striping and Marking

**SUPPLIERS**

Fuel Supplier, Sand & Gravel, Owner Operator's - Bottom Dump, Super 10's, Water Trucks, and Street Sweeping

**ROADWAY IMPROVEMENTS ON MIRASOL AVENUE AND BRITE ROAD**

Contract No. 20119

Federal No. STPCML-5950 (466)

DBE GOAL 11%

**BID DATE JULY 29TH, 2020 at 11:00 a.m.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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 Rick Welshiemer at 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 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



# California Sub-Bid Request Ads

D'Arcy & Harty Construction, Inc  
(415) 822-5200 ph (415) 822-0747 Fx  
Estimator : [willie@darcyhart.com](mailto:willie@darcyhart.com)

**West County Wastwater  
Priority Sewer Replacement Area 1**  
**Bids: July 20, 2020 at 2:00 PM**

**West County Wastwater  
Priority Sewer Replacement Area 4**  
**Bids: July 30, 2020 at 2:00 PM**

**West County Wastwater  
Priority Sewer Replacement Area 6,7& 8**  
**Bids: August 14, 2020 at 2:00 PM**

**West County Wastwater  
Priority Sewer Replacement Area 5**  
**Bids: August 21, 2020 at 2:00 PM**

DBE sub- bids requested for:  
**Saw-cutting, Trucking, Precast Concrete  
Manhole Supply, HDPE & PVC pipe supply**  
**Plans & specs are available  
to view upon request.**

**W.A. Rasic Construction Company**  
is requesting bids from local businesses and certified DBE/WBE/MBE/SBE Subcontractors and Suppliers as well as local individual hires for the following project:

**City of Morro Bay WRF Lift Stations  
and Offsite Pipelines**  
**Bid No. 17-082**

**Location: Morro Bay, California**  
**Owner: City of Morro Bay**

**Revised Bid Date: August 12, 2020 at 2:00 PM**  
**Estimated Bid Value: \$27,000,000**  
**Addendums Issued: 3**

W.A. Rasic Construction is looking for local individual hires to join our team for the above listed project as well as quotes from certified DBE's (minority businesses, women's business enterprise and labor surplus area firms) and local businesses for Services, Suppliers, and Subcontractors for the following, but not limited to, scopes of work:

Shoring Engineering, SWPPP Development, Video Recording of Existing Conditions, Trucking (Soil Disposal), CPM Scheduling, Aggregate Material Suppliers, HDPE/FPVC Supplier, Misc. Pipe Appurtenances and Mechanical Piping supplier, Dewatering, Sewer By-Pass, Erosion Control, Bore & Jack, Microtunneling, Precast Concrete, Asphalt Paving, Fencing, Landscaping, Masonry, Rebar, Structural Steel, Miscellaneous Metals, Paintings & Coatings, Electrical & Instrumentation, Striping, Potholing, Building Trades

All Subcontractors must be licensed in the State of California at the time of bid and have a valid DIR Registration Number. W.A. Rasic is a Union Signatory Contractor to all Building Trades and thus any subcontractor must be signatory or willing to sign a project labor agreement. Subcontractors and suppliers are advised to submit their quotes 2 working days before the Prime's bid due date for evaluation and completion of all necessary forms to submit with our bid. Please use the following Drop Box link containing the Plans and Specifications which are available at no cost. <https://www.dropbox.com/sh/2hiqmcwglw8oazm/AADVMWcx8RxjzTKN3C5AvvKa?dl=0>

Plans and Specifications are also available at no cost for review from 8:00 am to 4:00 pm, Monday through Friday at our office located at 4150 Long Beach Blvd., Long Beach, CA 90802. Assistance in obtaining bonds, lines of credit, insurance, equipment, supplies, materials or related services are available to all firms. W.A. Rasic is also willing to break any work items down into smaller categories or quantities and we can also arrange delivery schedules in order to facilitate maximum local and DBE business participation. Please contact Mariah Medina via phone (562) 928-6111 or email ([mmedina@warasic.com](mailto:mmedina@warasic.com)) if you have any questions or require further assistance.



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

REQUEST FOR DVBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**New Dublin High School  
Increment 1 Partial Site Package,  
Second Comprehensive High School  
Southeast Corner of Central Parkway &  
Chancery Lane, Dublin, CA  
Dublin Unified School District**  
**BID DATE: August 6, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Temporary Fencing, SWPPP, Survey, Lime Treatment, Demolition, Sawcutting, Minor Concrete, Traffic Control, and Construction Materials

Donat Galicz (510-809-3498 [dgalicz@ocjones.com](mailto:dgalicz@ocjones.com)) and Jason Martin (510-809-3432 [jmartin@ocjones.com](mailto:jmartin@ocjones.com)) are the estimators on this project and they are 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. 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 DVBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE 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.

**Request for Certified/ Self-Certified Small Business  
Subcontractors & Suppliers**  
From all SBA, WBE, VOSB, SDVOSB & HubZone  
Subcontractors/Sub-Consultants/Vendors  
registered as a SBA business for:

**Project Name: Design-Build Repair Landing Craft Air  
Cushion Access Ramp & Taxiway**  
**Project No.: N62473-16-D-1852 PTO X011**  
**Owner: NAVFAC Southwest**

Reyes Construction is requesting bids in the areas described, but not limited to: (Subcontractors) Dewatering, Joint Seal, Trucking, Survey, Quality Control, Sawcut, Street Sweeping, Utility Scan. (Suppliers) Ready Mix Concrete, Aggregate, Dowels, BMP Materials, Traffic Control Equipment, Concrete Supplies.

**Quotes Requested by: July 29th 2020 at 1pm**

**REYES CONSTRUCTION, INC.**

State License Number 507561

1383 South Signal Drive, Pomona, CA 91766  
Phone: 909-622-2259 • Fax: 909-622-3053

Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

- 1) Via iSqFt - please send an email request to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)
- 2) Sharefile - please send an email request to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

SMALL BUSINESS EXCHANGE



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

REQUEST FOR DVBE & SBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Roadway excavation, concrete (ditch lining)  
and install erosion control**  
Hwy 680 Benicia  
Caltrans #04-4J0404  
**BID DATE: July 28, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Radar Speed Feedback Sign System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Temp Hydraulic Mulch Temp Fencing, Sweeping, Treated Wood Waste, Clearing & Grubbing, Erosion Control, Hydroseed, Compost, AC Dike, Concrete, Rock Slope Protection, Roadside Signs, and Construction Materials

Jason Martin (510-809-3432 [jmartin@ocjones.com](mailto:jmartin@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/dees/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 DVBE & SBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE & 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.

## TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,  
VENTURA, CA 93003  
Phone: (805) 642-0121 • Fax: (805) 650-9015  
Contact: Arnold Tostado  
Email: [atostado@taftelectric.com](mailto:atostado@taftelectric.com)

Invites sub-bids from qualified  
DBE

businesses for the following project:  
**Agency: CALTRANS**  
**Contract # 07-332904**  
**Federal-aid project #**  
**ACHSNHG-P138(064)E**  
**Construction on State Highway in  
Los Angeles County in Palmdale at  
Avenue R-8**

**Location: Los Angeles, CA**

**BID DATE: 07/29/2020**

Scope of work/Trades:

**Detectable warning surface, signage,  
striping & markings, traffic control,  
storm water pollution control**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

## CLASSIFIED AD



**RCS Inc.**

Kim Romero, President  
[kromero777@gmail.com](mailto:kromero777@gmail.com)  
1-562-307-7734  
[www.rcsinc.info](http://www.rcsinc.info)  
SBE/DBE/MBE Certified  
DIR Certified

**California Located  
Servicing the Contractor with  
Dedication and Professionalism**

Consulting Services

Baseline Schedule, Monthly Schedule Updates, Earned Value, Resource/Cost Loading, Cost Analysis, Change Order Review/Negotiation, Claim Assessment, Schedule Delay, Disruption, Impact and Acceleration Analysis, Settlement Negotiation, Litigation Support, Arbitration Support, Expert Reporting and Testimony.

## LABOR COMPLIANCE CONSULTANTS

Over 35 years' experience including Agency, Contractor, Union support; DIR-recognized Labor and Apprenticeship Standards - Federal and State; Targeted Hiring initiatives support

Small/Disadvantaged/Disadvantaged Veteran Enterprise support

Former contractor with Professional Designation in Government Contract Management (UCLA)

Fixed Price and Labor Hour contract (1099) or W2 options; sterling references. Serving all of California and Nevada

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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  
 An Equal Opportunity/  
 Affirmative Action Employer

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

**HAZEL AVENUE IMPROVEMENT PROJECT - PHASE 3**  
**SUNSET AVENUE TO MADISON AVENUE**  
 Contract No. 4415,  
 Federal Aid Project No. STPL-5924(253)  
 Disadvantaged Business Enterprise Goal Assigned is 12%

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

**REVISED BID DATE:**  
**August 6th, 2020 @ 2:00 P.M.**

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

**CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, PROJECT & BUSINESS SIGNS, ELECTRICAL, FENCING, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SLURRY SEAL, MASONRY WALL, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, 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%25desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at <http://www.saccountybids.net/>

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

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

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

## SRC SYBLON REID General Engineering Contractors

P.O. BOX 100 Folsom, CA 95763  
 Phone: (916) 351-0457 Fax: (916) 351-1674  
 Contact: Brad Schieckoff  
 Email: [estimating@srco.com](mailto:estimating@srco.com)

Sub-Bids Requested From DBE Subcontractors & Suppliers for:

**OWNER: STATE OF CALIFORNIA; COUNTY OF STANISLAUS**  
**GILBERT ROAD BRIDGE REPLACEMENT OVER TURLOCK IRRIGATION DISTRICT CERES MAIN CANAL**  
**CONTRACT NO. 9454**  
**LOCATION: CERES, CA**

**BID DATE: AUGUST 11, 2020 @ 2:00 PM**

Trades Solicited: Traffic Control, Traffic Control Supply, Paving, Striping, Biologist, Demo, Clear & Grub, Earthwork, Hydroseed, Aggregate, Trucking, Concrete Supply, Concrete Construction, Rebar Supply & Install, Precast, Barrier Rail, Concrete Barrier.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

### Request for Certified/ Self-Certified Small Business Subcontractors & Suppliers

From all SBA, WBE, VOSB, SDVOSB & HubZone Subcontractors/Sub-Consultants/Vendors registered as a SBA business for:

**Project Name: Design-Build Stabilize Cliff & Repair Hillside Erosion Damage on Vandergrift Blvd & Rattlesnake Canyon Road**  
**Project No.: N62473-16-D-1852 X012**  
**Owner: NAVFAC Southwest**

Reyes Construction is requesting bids in the areas described, but not limited to: (Subcontractors) Fencing, Traffic Control, Landscape/ Tree Cutting, Concrete Swale, Installation of Wire Mesh & Cable Netting, QC Testing for Soil & Concrete. (Suppliers) K-rail, Wire Mesh and Cable Netting

**Quotes Requested by: July 29th 2020 at 1pm**

#### REYES CONSTRUCTION, INC.

State License Number 507561  
 1383 South Signal Drive, Pomona, CA 91766  
 Phone: 909-622-2259 • Fax: 909-622-3053  
 Contact: Brenda Martinez  
 Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

- 1) Via iSqFt - please send an email request to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)
- 2) Sharefile- please send an email request to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

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## Tutor Perini/O & G Joint Venture (TPOG)



### SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



### INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)

#### BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>

# John Lewis (1940–2020)

Often called “one of the most courageous persons the Civil Rights Movement ever produced,” John Lewis has dedicated his life to protecting human rights, securing civil liberties, and building what he calls “The Beloved Community” in America. His dedication to the highest ethical standards and moral principles has won him the admiration of many of his colleagues on both sides of the aisle in the United States Congress.

He has been called “*the conscience of the U.S. Congress*,” and Roll Call magazine has said, “*John Lewis...is a genuine American hero and moral leader who commands widespread respect in the chamber.*”

He was born the son of sharecroppers on February 21, 1940, outside of Troy, Alabama. He grew up on his family’s farm and attended segregated public schools in Pike County, Alabama. As a young boy, he was inspired by the activism surrounding the Montgomery Bus Boycott and the words of the Rev. Martin Luther King Jr., which he heard on radio broadcasts. In those pivotal moments, he made a decision to become a part of the Civil Rights Movement. Ever since then, he has remained at the vanguard of progressive social movements and the human rights struggle in the United States.

As a student at Fisk University, John Lewis organized sit-in demonstrations at segregated lunch counters in Nashville, Tennessee. In 1961, he volunteered to participate in the Freedom Rides, which challenged segregation at interstate bus terminals across the South. Lewis risked his life on those Rides many times by simply sitting in seats reserved for white patrons. He was also beaten severely by angry mobs and arrested by police for challenging the injustice of Jim Crow segregation in the South.

During the height of the Movement, from 1963 to 1966, Lewis was named Chairman of the Student Nonviolent Coordinating Committee (SNCC), which he helped form. SNCC was largely responsible for organizing student activism in the Movement, including sit-ins and other activities.

While still a young man, John Lewis became a nationally recognized leader. By 1963, he was dubbed one of the Big Six leaders of the Civil Rights Movement. At the age of 23, he was an architect of and a keynote speaker at the historic March on Washington in August 1963.

In 1964, John Lewis coordinated SNCC efforts to organize voter registration drives and community action programs during the Mississippi Freedom Summer. The following year, Lewis helped spearhead one of the most seminal moments of the Civil Rights Movement. Hosea Williams, another notable Civil Rights leader, and John Lewis led over 600 peaceful, orderly protestors across the Edmund Pettus Bridge in Selma, Alabama on March 7, 1965. They intended to march from Selma to Montgomery to demonstrate the need for voting rights in the state. The marchers were attacked by Alabama state troopers in a brutal confrontation that became known as “Bloody Sunday.” News broadcasts and photographs revealing the senseless cruelty of the segregated South helped hasten the passage of the Voting Rights Act of 1965.

Despite more than 40 arrests, physical attacks and serious injuries, John Lewis remained a devoted advocate of the philosophy of nonviolence. After

leaving SNCC in 1966, he continued his commitment to the Civil Rights Movement as Associate Director of the Field Foundation and his participation in the Southern Regional Council’s voter registration programs. Lewis went on to become the Director of the Voter Education Project (VEP). Under his leadership, the VEP transformed the nation’s political climate by adding nearly four million minorities to the voter rolls.

In 1977, John Lewis was appointed by President Jimmy Carter to direct more than 250,000 volunteers of ACTION, the federal volunteer agency.

In 1981, he was elected to the Atlanta City Council. While serving on the Council, he was an advocate for ethics in government and neighborhood preservation. He was elected to Congress in November 1986 and has served as U.S. Representative of Georgia’s Fifth Congressional District since then. He is Senior Chief Deputy Whip for the Democratic Party in leadership in the House, a member of the House Ways & Means Committee, a member of its Subcommittee on Income Security and Family Support, and Ranking Member of its Subcommittee on Oversight.

John Lewis holds a B.A. in Religion and Philosophy from Fisk University, and he is a graduate of the American Baptist Theological Seminary, both in Nashville, Tennessee. He has been awarded over 50 honorary degrees from prestigious colleges and universities throughout the United States, including Harvard University, Brown University, the University of Pennsylvania, Princeton University, Duke University, Morehouse College, Clark-Atlanta University, Howard University, Brandeis University, Columbia University, Fisk University, and Troy State University.

John Lewis is the recipient of numerous awards from eminent national and international institutions, including the highest civilian honor granted by President Barack Obama, the Medal of Freedom, the Lincoln Medal from the historic Ford’s Theatre, the Golden Plate Award given by the Academy of Excellence, the Preservation Hero award given by the National Trust for Historic Preservation, the Capital Award of the National Council of La Raza, the Martin Luther King, Jr. Non-Violent Peace Prize, the President’s Medal of Georgetown University, the NAACP Spingarn Medal, the National Education Association Martin Luther King Jr. Memorial Award, and the only John F. Kennedy “Profile in Courage Award” for Lifetime Achievement ever granted by the John F. Kennedy Library Foundation.

John Lewis is the co-author of the #1 New York Times bestselling graphic novel memoir trilogy MARCH, written with Andrew Aydin and illustrated by Nate Powell. The first volume, MARCH: Book One, received a 2014 American Library Association (ALA) Coretta Scott King Book Award Author Honor, an ALA Notable Children’s Book designation, was named one of YALSA’s 2014 Top Ten Great Graphic Novels for Teens, and became the first graphic novel ever to receive a Robert F. Kennedy Book Award. It was named one of the best books of 2013 by USA Today, The Washington Post, Boston Globe, Publishers Weekly, Library Journal, School Library Journal, The Horn Book Review, Paste, Slate, Kirkus Reviews, and Booklist, among others. MARCH: Book Two was released in 2015 and



**John Lewis**

immediately became both a New York Times and Washington Post bestseller. The MARCH series is used in schools across the country to teach the Civil Rights Movement to the next generation of young activists, and has been selected as a First-Year common reading text at colleges and universities such as Michigan State University, Georgia State University, Marquette University, University of Utah, Henderson State University, University of Illinois Springfield, Washburn University, and many others. He is also the author of Across That Bridge: Life Lessons and a Vision for Change, written with Brenda Jones, and winner of the 2012 NAACP Image Award for Best Literary Work-Biography. His biography, published in 1998, is entitled Walking With The Wind: A Memoir of the Movement. Written with Michel D’Orso, Walking With The Wind is a recipient of the Anisfield-Wolf Book Award as well as the Robert F. Kennedy Book Award. He is also the subject of two other books written

about his life: Freedom Riders: John Lewis and Jim Zwerg on the Front Lines of the Civil Rights Movement, by Ann Bausum and John Lewis in the Lead, by Jim Haskins and Kathleen Benson, with illustrations by famous Georgia artist, Bennie Andrews.

He has been interviewed for numerous documentaries, news broadcasts, and journals, including the The Colbert Report, Morning Joe, the Rachel Maddow Show, the Today show, CNN Headline News, CNN’s American Morning, CSPAN’s Washington Journal, Time Magazine, Newsweek Magazine, The New Yorker, The New York Times, The Washington Post, USA Today, the Atlanta Journal Constitution, the Boston Globe, the Dallas Morning News, the Miami Herald, the Philadelphia Tribune, Roll Call magazine, and many more.

**SOURCE:** <https://johnlewis.house.gov/johnlewis/biography>

# Together in Memory of John Lewis

Speaker Nancy Pelosi issued this statement on the passing of civil rights icon, Congressman John Lewis:

“Today, America mourns the loss of one of the greatest heroes of American history: Congressman John Lewis, the Conscience of the Congress.

“John Lewis was a titan of the civil rights movement whose goodness, faith and bravery transformed our nation – from the determination with which he met discrimination at lunch counters and on Freedom Rides, to the courage he showed as a young man facing down violence and death

on Edmund Pettus Bridge, to the moral leadership he brought to the Congress for more than 30 years.

“In the halls of the Capitol, he was fearless in his pursuit of a more perfect union, whether through his Voter Empowerment Act to defend the ballot, his leadership on the Equality Act to end discrimination against LGBTQ Americans or his work as a Senior Member of the Ways and Means Committee to ensure that we invest in what we value as a nation.

“Every day of John Lewis’s life was dedicated to bringing freedom and justice to all. As he de-

clared 57 years ago during the March on Washington, standing in the shadow of the Lincoln Memorial: ‘Our minds, souls, and hearts cannot rest until freedom and justice exist for all the people.’ How fitting it is that even in the last weeks of his battle with cancer, John summoned the strength to visit the peaceful protests where the newest generation of Americans had poured into the streets to take up the unfinished work of racial justice. His visit with Mayor Bowser, the Mayor of Washington, painted an iconic picture of justice.

“In the Congress, John Lewis was revered and beloved on both sides of the aisle and both sides

of the Capitol. All of us were humbled to call Congressman Lewis a colleague, and are heartbroken by his passing. May his memory be an inspiration that moves us all to, in the face of injustice, make ‘good trouble, necessary trouble.’

“God truly blessed America with the life and leadership of John Lewis. May it be a comfort to his son John-Miles, his entire family, Michael Collins and his entire staff that so many mourn their loss and are praying for them at this sad time.”

**SOURCE:**  
[www.speaker.gov/newsroom/71720-1](http://www.speaker.gov/newsroom/71720-1)

## Statement from Kevin McCarthy, Republican Leader of the House of Representative

“John Lewis was an extraordinary man. He suffered for this nation, enduring what would have easily broken other men, so that future generations could enjoy the full blessings of freedom. Racism, segregation, and discrimination were not history for him; they were everyday life.

But John wasn’t just a patriot on sunny days. His patriotism urged him forward to fight for America with nonviolence and defend it with peacefulness. We are a better nation because of John Lewis.

“I got to know John when we traveled together to Selma to cross the bridge and commemorate his famous march. I saw firsthand that he was a great

leader and a committed teacher who believed in civic education and led by example. Fittingly, John’s final act of public service was also about civic education: he and I sent a letter yesterday urging more money to be spent on civics courses in elementary, middle, and high schools. Even on the last day of his life, John never stopped working to improve the lives of others.

“It was a true privilege to call John a friend. I admired him and will miss him. His life and legacy of patriotism will endure for as long as America does. Judy and I are praying for John’s family.”

**SOURCE:**  
<https://www.republicanleader.gov/kevin-mccarthys-statement-on-the-passing-of-john-lewis/>

# DNC on the Passing of Congressman and Civil Rights Icon John Lewis

DNC Chair Tom Perez and DNC Black Caucus Chair Virgie M. Rollins released the following statement after the passing of U.S. Congressman and legendary civil rights leader John Lewis:

John Lewis is everything we aspire to be as people, as leaders, and as a party. He taught us how to dream, how to work, how to sacrifice, and of course, how to make good trouble. He modeled a profound humility and a limitless ability to forgive in the face of even the most heinous acts. His zeal for justice was only matched by his capacity for compassion. The last living speaker from the March on Washington, he provided a

bridge from how far we’ve come and a road map to where we still need to be.

From beatings in Rock Hill to bloodshed in Selma, John Lewis risked his life to bring America closer to its founding ideals. He sat in for justice and stood up for equality, he marched for jobs and rode for freedom. And for three decades, he continued to wage the battle for civil rights in Congress – fighting to expand health care, reduce gun violence, and protect the sacred right to vote.

While many espouse the virtues of justice or a fidelity to true equality, it is the rare leader who

inspires them in millions. John Lewis was one of those leaders. That crisp Sunday morning when he set foot on the Edmund Pettus bridge he knew what lay ahead. He understood that racism’s fists and segregation’s billy clubs would very well beat him to within an inch of his life, and if he survived he would likely wake up in a jail cell. But he stepped forward anyway, knowing full well the carnage that awaited him. He sacrificed himself so his country he loved so dearly could one day be worthy of such an act. The words of our constitution may have been written by revolutionists in 1776 but they were given meaning by a revolutionary in 1965.

In a moment where we have been driven apart, in a nation that feels as divided as it has ever been, let us allow John Lewis to bring us together one more time. Allow his memory to continue to lead us toward that more perfect union. His legacy reminds us that we are truly one nation, but it also demands that we continue to work toward completing our unfinished business, his unfinished business: Justice.

**SOURCE:**  
<https://democrats.org/news/dnc-on-the-passing-of-congressman-and-civil-rights-icon-john-lewis/>

# John Lewis Quotes We Could All Learn And Grow From

*“To those who have said, ‘Be patient and wait,’ we have long said that we cannot be patient. We do not want our freedom gradually, but we want to be free now! We are tired. We are tired of being beaten by policemen. We are tired of seeing our people locked up in jail over and over again. And then you holler, ‘Be patient.’ How long can we be patient? We want our freedom, and we want it now.”*

—on the emotional toll of fighting for freedom, during his 1963 speech at the March on Washington

*“We are one people with one family. We all live in the same house... and through books, through information, we must find a way to say to people that we must lay down the burden of hate. For hate is too heavy a burden to bear.”*

—on his decision to choose love

*“When you see something that is not right, not fair, not just, you have to speak up. You have to say something; you have to do something.”*

—on seeking truth, justice and equality

*“We come to Selma to be renewed. We come to be inspired. We come to be reminded that we must do the work that justice and equality calls us to do.”*

—on the importance of the 1965 Selma to Montgomery March, during the 50th-anniversary celebration in 2015

*“It was very moving, very moving to see hundreds and thousands of people from all over America and around the world take to the streets to speak up, to speak out, to get into what I call good trouble, but to get in the way. And because of the action of young and old, Black, white, Latino, Asian-American and Native American, because people cried and prayed, people will never, ever forget what happened and how it happened, and it is my hope that we are on our way to greater change.”*

—on Black Lives Matter protests following George Floyd’s death

*“Sometimes you have to not just dream about what could be—you get out and push, and you pull, and you preach. And you create a climate and environment to get those in high places, to get men and women of goodwill in power to act.”*

—on his continuing dedication to nonviolence and brotherly love, as he reflected on the March on Washington with Bill Moyers

*“Freedom is not a state; it is an act. It is not some enchanted garden perched high on a distant plateau where we can finally sit down and rest. Freedom is the continuous action we all must take, and each generation must do its part to create an even more fair, more just society.”* —on what he’s learned about movement work, from his 2017 memoir, “Across That Bridge: A Vision for Change and the Future of America”

*“I was beaten, left bloody and unconscious. But I never became bitter or hostile, never*

*gave up. I believe that somehow and some way, if it becomes necessary to use our bodies to help redeem the soul of a nation, then we must do it. Create a society at peace with itself, and lay down the burden of hate and division.”* —on his persistent optimism despite his past during a June 2020 interview with Gayle King

*“I say to people today, ‘You must be prepared if you believe in something. If you believe in something, you have to go for it. As individuals, we may not live to see the end.”*

—on being ready to die for your beliefs before the fight is won

**SOURCE:**  
<https://www.essence.com/feature/11-john-lewis-quotes-we-could-all-learn-and-grow-from/>



# California Sub-Bid Request Ads

REQUEST FOR QUOTES FROM CERTIFIED  
San Francisco CMD Small/Micro-LBE's and SFPUC LBE's

Also Certified DBE/WBE/MBE/SBE/DVBE/SBRA/LSAF/HubZone  
SUBCONTRACTORS/SUPPLIERS FOR:

REBID - SFPUC Mountain Tunnel Improvements, Contract No. HH-1000R  
Owner: San Francisco Public Utilities Commission (SFPUC)

REBID DATE: August 27th, 2020 at 2:00 PM

This WILL BE AN ELECTRONIC BID SUBMITTAL to the SFPUC.

All Quotes and Required Participation Forms are due to us by no later than  
Tuesday August 25th by 10AM including the appropriate SRF/EPA and LBE/DBE required Forms.

Flatiron-Drill Tech, A Joint Venture ("FDTJV") is soliciting quotes for the following scopes of work, but not limited to: Divisions 02 through 48 of the Technical Specifications or: Demo, Clear & Grub, Erosion Control, Grading/Excavation, AC Paving, Micro Piles, Rebar, Shotcrete, Soil Nail Walls, Erect Steel Structures, Building Subcontractor, Painting & Coatings, Waterproofing, Fencing/Gates, Electrical & Instrumentation Controls, Minor Concrete, Building Masonry, Welding, Concrete Pumping, Misc. Metals (including: Stairs & Ladders, Metal Grating, Pipe & Tube Railings), Iron & Structural Steel, Trucking, Ready Mix, Dewatering & Water Treatment, Underground Utilities, Survey, Quality Control Testing, Haul Aggregates Supply (including: Gabion Rock & Rip Rap), Gabion Baskets, Large Diameter Steel Pipe including: 72", 107" and PVC Pipe, Misc. Mechanical Valves (including: Gate, Butterfly, Check & Double Disc Knife Gate Valves), Sump Pumps, Sheet Metal Roofing, Steel Roof Decking, HVAC & Ducts, Vault/Access Doors/Frames, Louvers/Vents, Hoists & Cranes, Signage, Misc. Construction Materials, Geotextile Materials, SWPPP (plan/materials), Sloping and Fencing.

The "LBE" participation requirement is 3% (Only San Francisco CMD and PUC Certified LBEs qualify for this goal). The FDTJV requests that all Non-LBE/DBE/WBE/MBE/SBE/DVBE/SBRA/LSAF Subs and Suppliers consider utilizing certified firms for 2nd Tier Participation as part of their quotes to assist us in achieving the project goals. Please indicate any lower-tier firm participation on your quote. This project also has Fair Share Objective Goals of 1.4% MBE, 0.6% WBE & 1.0% OBE.

\*\*USEPA SRF funding forms are required from Subs and Suppliers firms prior to Bid\*\*

Information regarding the plans and specifications is available through the SFPUC website at <http://contracts.sfwater.org>

Quotes must be valid for same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. FDTJV intends to work cooperatively with all firms for scopes of work you are licensed and qualified to perform. Scopes of work can be split to facilitate participation from certified firms. Assistance referrals in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Standard Subcontract and meet insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available for review in electronic format upon request.

Bond Requirements: Notwithstanding any contrary language in a bid to we or any prior course of dealing between FDTJV and a bidder, and unless waived in writing by FDTJV. The FDTJV reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to the FDTJV in the amount of 100% of the bid to FDTJV. The FDTJV will reimburse the bond premium cost up to, and not to exceed 2%. The surety on the bonds must be a California admitted surety.

All previously provided project bid documents are still valid including all 12 Addendums issued to date. Addendum 9R was issued as the Notice of REBID for this project. A CD version of the project plans and specs is available for purchase from the SFPUC for \$10 upon completion of an SFPUC Confidentiality Agreement. ALL purchasers will be required to complete a SFPUC Confidentiality Agreement prior to receiving the CD or Hard Copy docs (\$300). Please contact the SFPUC at 415-551-4603 or download the form from the SFPUC website.

Please email all quotes to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com) or to our BID FAX at 707-746-1603.



Flatiron-Drill Tech, A Joint Venture  
2100 Goodyear Rd Benicia, CA 94510  
Phone 707-742-6000 Bid Fax 707-746-1603  
Quotes can be emailed to: [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)  
An Equal Opportunity Employer

Pacific States  
ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241  
11555 Dublin Boulevard  
Dublin, CA 94568-2909  
Phone: (925) 803-4333 • FAX: (925) 803-4334  
ESTIMATOR: Christopher Pieri  
EMAIL: [cpieri@pacificstates.net](mailto:cpieri@pacificstates.net)

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

PROJECT:  
900 INNES REMEDIATION PROJECT  
Contract No. 1000016646

OWNER:  
CITY AND COUNTY OF SAN FRANCISCO  
1155 Market Street, 4th Floor  
San Francisco, CA 94103

REVISED BID DATE: July 29, 2020 at 2:30pm

We hereby encourage responsible participation of certified (DBE) Disadvantaged Business Enterprises and (SBE) Small Business Enterprise and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

TRUCKING, DEMOLITION, SURVEY,  
ABATEMENT AND OFFSHORE WORK

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the City & County of San Francisco Department of Public Works Site: [https://stgint.sfdpw.org/\\_Layouts/DPWPORTAL/Construction.aspx?ID=2217](https://stgint.sfdpw.org/_Layouts/DPWPORTAL/Construction.aspx?ID=2217)

Fax your bid to (925) 803-4334 to the attention of Estimator Christopher Pieri or email [cpieri@pacificstates.net](mailto:cpieri@pacificstates.net). If you have questions for the Estimator, call at (925) 361-1617 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 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) 361-1617, 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)). PSEC is willing to breakout portions of work to increase the expectation of meeting the SBE/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. PSEC is an Equal Opportunity/Affirmative Action Employer.

"ATTENTION

LBE'S, DBE'S, SBE'S, MBE'S, WBE'S OBE'S"

Michels Tunneling, a Division of Michels Corporation is preparing bids for the RE-BID of Mountain Tunnel Improvements in San Francisco, CA, Contract No. HH-1000R, which bids on Thursday, August 27, 2020 @ 02:00 P.M. PST.

Addendum 11 is now available.  
\*\*\*All previous Plans, Specs, & Addendums remain the same\*\*\*

We are seeking quotes from subcontractors and/or suppliers in the areas included in, but not limited to, those listed below:

Clearing and grubbing/tree removal, earthwork, slope stabilization & retention, rock scaling, rock bolting/anchoring, grouting, excavation & grading, paving, gabion & MSE wall installations, shotcrete wall stabilization, in tunnel repairs, reinforced concrete slabs and foundations, cast in place shaft lining, membrane waterproofing, masonry buildings, metal building roofs, electrical installations, instrumentation & controls, mechanical & valve installations, HVAC for structures, metal products installations including bulkhead doors, stairs & railings, steel pipe fit-up and welding, temporary water treatment installations & supplies, Trucking & hauling, concrete supply & delivery, reinforcing steel supply & delivery, explosives supply, delivery, installation & detonation, well drilling, caisson drilling, land & aerial surveying, traffic control, geotechnical instrumentation & monitoring, SWPPP compliance work, waste disposal facilities & removal, temporary field offices, and porta johns.

\*\*Bidding documents & plans are available upon providing Company Name, Representative, and current CA License No.\*\*

Please express your interest via email or phone:  
Bill Monville at [bmonville@michels.us](mailto:bmonville@michels.us) or  
262-814-9057 for access to plans.

MICHEL'S is committed to:

- Assisting interested DBE's in obtaining bonding, lines of credit or insurance.
- Providing interested DBE's technical assistance or information related to the plans, specifications,
- and requirements for work to be subcontracted or supplied.
- Assisting interested DBE's in obtaining necessary equipment, supplies, materials or related assistance or services.
- Sub-dividing bid items into economically feasible work units to allow DBE's every advantage to quoting the project.

MICHEL'S requests that all Sub & Suppliers utilize DBE firms to increase the overall participation on this project.

All quotes require submittal of the SFPUC Subcontractor Form and the Form 4500-3. Copies of both forms will be distributed.

We will be accepting quotes no later than 12:00 PM on Monday, August 24, 2020.

We look forward to hearing from you!

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:

Konocti County Water District - Water System Improvements Project

Engineer's Estimate: \$7,000,000 - \$7,500,000

REVISED Bid Date & Time: September 3, 2020 at 3:00 P.M.

Project Location: Clearlake, CA

WW has identified the following potential contracting opportunities for qualified subcontractors and suppliers on this project: Concrete, Electrical, Earthwork & Paving, Fencing, HVAC, Masonry, Painting & Coatings, Pipeline, Roofing, Rebar, Machinery & Pumps, Metal Products, Driven Piles, Precast, Steel Storage Tanks, Chem Storage Tanks, Horizontal Directional Drilling.

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 48 hours prior to bid. We ask that all scopes are submitted 24 hours prior to bid for review, and that all pricing is in 2 hours prior to bid.

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

SMALL  
BUSINESS  
EXCHANGE

## American Express Pledges \$10 Million To Fund Grants for Black Businesses Affected by COVID

Continued from page 3

"For many 'regulars,' small businesses are like a second home. Think about your local coffee shop—the barista knows your name, they know your order and they know when you're having a good or bad day. Let's be honest, that relationship is an important part of your life. Our survey showed that owners believe that the return of these individuals will have the most impact on their businesses and that's one of the reasons

we've designed our spend offer to allow up to 10 redemptions. We want to encourage our Card Members to visit their everyday favorites to spark the much-needed foot traffic small businesses need during this time."

SOURCE: <https://www.blackenterprise.com/american-express-pledges-10-million-to-fund-grants-for-black-businesses-affected-by-covid/amp/>

# Want to Win More Government Contracts? Stop Making These Seven Mistakes

Continued from page 2

on cost and technical acceptance; there's not a lot you can do or say in a proposal to impact the outcome, so volume works when the costs of proposing are low.

But for any complex services or competitions that rely on best value tradeoff evaluations, the spray and pray mentality is only going to bring frustration and exhaustion. If your business development strategy relies on finding attractive solicitations on FBO.gov and writing the best damn proposals you can, you're not going to make it in this market. You need to be further upstream, developing relationships earlier in the acquisition planning phase. Spend less time writing proposals in your office, and more time beating the pavement to shake hands with prospects and partners.

Then when the right opportunity comes along, you'll feel better about the marathon 96-hour proposal exercise that lies at the end of the rainbow.

Not being realistic about capabilities

I call this the Vanilla Ice paradox: "Do you have a problem? Yo, I'll solve it." Sure, everyone wants to be service-oriented, and I believe you and your crack team of thought leaders and experts could certainly solve the problems facing your target customers if given the opportunity.

But this mistake is closely related to the spray and pray fallacy, and it results in a dilution of your key capabilities and differentiators. Furthermore, there's only a few true "jack of all trades" companies in each sector, and you probably don't have the resources to compete with them. Better to home in on a precise problem that you and your colleagues are uniquely positioned to solve.

Identify your product-market fit and then focus on finding customers that need what you offer. Not only will this help you find high-quality, viable leads, but you'll also be more attractive to those large companies looking to diversify their proposal team with uniquely differentiated small businesses.

Agencies have their own preferences, procedures, and policies for hiring contractors which is another reason why understanding your product-market fit is crucial.

**Not understanding how your target customers research and buy goods and services**

See also: GSA Schedules and socioeconomic designations. Once you identify the agencies you're targeting based on your product-market fit analysis, your next effort should involve determining how those agencies find companies, invite them to participate, and ultimately award contracts.

Because one thing is for sure, none of them do it the same way. Want to sell agile development services to GSA? From 2015-2017, there was a BPA for that. Got an innovative dental IT product? Then you will have to get on a GSA Schedule. The Department of Veteran's Affairs (VA) Federal Supply Schedule, to be more specific; VA contracting officers can only buy dental equipment and supplies from this particular contract vehicle. And because of the VA's mandatory Rule of 2, they have to award contracts to SDVOSB concerns if they are available.

Every agency has their own preferences, procedures, and policies for hiring contractors. This is another reason why understanding your product-market fit is crucial; you're going to have to learn what these procedures are, and they aren't all written on the website. Some you'll have to discern through good old fashion BD work.

**Not reading the solicitation and following instructions precisely**

Picture this: you just spent the past two weeks writing a proposal with your team. You were aware of the opportunity from the start and even had some success in shaping the requirement to match your company's unique value proposition. You've run it through the color teams, built a competitive price proposal, and your graphics are 100% on point. Everything looks great until legal review comes back with the haymaker: your company isn't even eligible to bid due to a minor certification requirement that you didn't even know was in the solicitation.

You hate to see it.

But it happens, and it's completely avoidable. You just have to read the contract. Every single word. Don't skip ahead to the statement of work and instructions to offerors without reading all the terms and conditions first. Many of the eligibility criteria (and other nullifying nuances of government contracting) can be triaged if you leave yourself enough time ahead of the proposal deadline to work through them.

Know precisely what makes you different from the competition.

**Failing to identify your differentiators**

I hate to break it to you, but everyone has industry-leading best practices, a deep understanding of the agency's mission, and expert professionals above and beyond the key personnel criteria. That's all table stakes for the competitive range.

If you really want to win government contracts, you have to know precisely what makes you different from the competition. If you can't put your finger on it, then you're probably not ready for prime time. But once you do find it, it's got to be front and center in everything you do, because if your target agencies and professional counterparts don't understand and appreciate these finer points, then you're just another scoop of vanilla ice cream.

There's nothing wrong with vanilla ice cream, I'll eat a bowl of vanilla ice cream right now. But it doesn't excite me enough to stick my neck out for it. And that's the point. If you don't have something special, you're not going to gain an edge in a highly competitive market.

So there's our list of the top seven mistakes government contractors make when trying to win public sector contracts. The process is wholly different from the private sector, and frankly, it's a lot more difficult (and costly) to navigate. But once you break through the gates, it's an excellent opportunity to enrich yourself and your shareholders while doing your part to help government better serve our fellow citizens.

**SOURCE:** <https://www.publicspendforum.net/blogs/frank-mcnally/2020/01/21/win-more-government-contracts-stop-making-these-seven-mistakes/>

## Public Legal Notices



### GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT NOTICE TO CONTRACTORS

NOTICE IS HEREBY GIVEN that sealed bids will be received by the Office of the Secretary of the District, Golden Gate Bridge, Highway and Transportation District (District) either by U.S. Postal Service addressed to its mailing address, P.O. Box 9000, Presidio Station, San Francisco, CA 94129-0601, or by courier or personal delivery to its office at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, on **Tuesday, August 25, 2020, by 2:00 p.m.**, Pacific Standard Time, at which time bids will be publicly opened and read in the Board Room of said building for the following:

#### **CONTRACT NO. 2020-F-035** **Corte Madera 4-Acre tidal marsh Restoration project** **Town of corte madera,** **COUNTY OF MARIN, CALIFORNIA**

This public works project consists of, in general, restoring approximately 4 acres of tidal wetlands and 0.3 acres of seasonal wetland at the northwest corner of the District's 72-acre property adjacent to the Corte Madera Ecological Reserve and creating habitat suitable for the endangered Ridgway rail, formerly known as Clapper rail. The project site is located in the Town of Corte Madera, CA.

The restoration work, except for final planting and plant establishment, must be performed and completed outside of the nesting season of the Ridgway rail, and within the environmental work window from September 1, 2020 through January 31, 2021.

**A pre-bid conference will be held on August 4, 2020, at 10:00 a.m., Pacific Time**, at the Larkspur Ferry Terminal Administration Building, 101 East Sir Francis Boulevard, Larkspur, CA 94939. A job walk through will be conducted immediately after the meeting. While this conference is not mandatory, the **District highly recommends you attend.**

Bidders bidding as the prime contractor shall possess a valid **State of California Class A, General Engineering Contractor's License** with a minimum experience of three (3) similar projects with public agencies in the past five (5) years at the time of Contract award. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades and shall have a minimum experience of three (3) similar projects with public agencies in the past five (5) years at the time of Contract award. Pursuant to Public Contract Code Section 4104, each Bid Proposal must include the name and location of the place of business of each subcontractor who shall perform work or service, or install work for the prime contractor in excess of one-half of one percent (1/2 of 1%) of the bid price.

Bids must be accompanied by a deposit either in the form of cash, a certified or cashier's check, or Bidder's Bond, as described in the Contract Documents, which shall be applied to damages sustained by the District if the successful Bidder fails or refuses to enter into a contract awarded to it.

Bids shall be submitted on the District's **Proposal Forms, including all attachments**, in a sealed envelope and plainly marked with Bidder's name, and contract name and number.

The successful Bidder shall furnish a Performance Bond and a Payment Bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress payments (retention) during the project.

The District hereby notifies all Bidders that it is the policy of the District to ensure nondiscrimination on the basis of race, color, national origin, or sex in the award and administration of contracts.

Bidders are strongly encouraged to obtain Disadvantaged and Small Business Enterprise (DBE/SBE) participation on this Project. **DISADVANTAGED BUSINESS ENTERPRISES (DBEs) ARE, BY DEFINITION, CONSIDERED TO BE SBEs, AND ARE COVERED BY THE REFERENCES TO SBEs IN THIS DOCUMENT.** In order to achieve such participation, the District has developed procedures to remove barriers to DBE participation in the bidding and award process and to assist DBEs to develop and compete successfully outside of the DBE Program. These procedures include the establishment of a SBE Element of the District's Diversity Program for Contractors. The District has evaluated subcontracting opportunities for this Contract and determined that such opportunities exist and has established an SBE goal of 3.8%. Bidders must meet the contract-specific SBE goal or demonstrate good faith efforts to do so. Bidders are encouraged to attend the pre-bid meeting to better understand the applicable DBE/SBE requirements. For DBE/SBE assistance, contact Artemise Davenport, DBE Program Administrator, at (415) 257-4581.

Contractor and all lower-tier subcontractors and suppliers performing covered work shall be required to submit certified payroll and labor compliance documentation to the District electronically using LCP Tracker software.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates, as established by the Director of the California Department of Industrial Relations, will apply to this Contract. Information about prevailing wage rates for this Project is set forth in the Special Provisions. The prevailing wage rates established by the California Department of Industrial Relations are available at <http://www.dir.ca.gov/DLSR/PWD>. Hard copies can be viewed at the District's Engineering Office or requested by mail, addressed to: Prevailing Wage Unit, Division of Labor Statistics and Research, Department of Industrial Relations, P.O. Box 420603, San Francisco, CA 94142.

Bid documents are available at no charge on the District's Procurement Portal at <https://ggbhd.bonfirehub.com>. In order to download and respond to solicitations, Bidders are required to register on the District's Procurement Portal. Once registered the documents may be downloaded. Click on the "Open Public Opportunities" page, click View Opportunity next to the desired project.

Bid Documents are also available for a non-refundable purchase price of fifty dollars (\$50) for a set of hard copies. Make checks payable to the Golden Gate Bridge, Highway and Transportation District and send it to the address below:

Engineering Department  
Golden Gate Bridge,  
Highway and Transportation District  
P.O. Box 9000, Presidio Station  
San Francisco, CA 94129-0601

Any revision to the Bid Documents will be made by a written addendum and be available on the District's Procurement Portal for download at no charge. Such addendum will become a part of the Bid Documents and be binding on all Bidders. Bidder's receipt of the addendum shall be acknowledged and so noted by each Bidder in the space provided on the Proposal Form. It is the responsibility of Bidder to check the District's Procurement Portal website for any Addenda that may be issued relative to this Contract.

Questions regarding technical information and clarifications shall be submitted in the District's Procurement Portal by clicking on the Opportunity Q & A tab of the message section of the project page. Such submissions shall be sent **no later than eight calendar days before bid opening**. Note that only written clarifications issued by the District are binding on the District. The District will post all pre-bid questions and the District's responses on the District's Procurement Portal website under Reference Number **2020-F-035**. Bidders are encouraged to check the procurement portal website regularly.

Ewa Z. Bauer-Furbush, P.E., District Engineer  
Dated at San Francisco, this 23rd day of July 2020  
7/23, 7/30, 8/6/20  
**CNS-3382205#**  
**SMALL BUSINESS EXCHANGE**

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390892-00

Fictitious Business Name(s):  
**Ella Marie Model & Talent Agency**  
Address  
**388 Market Street, Suite 1300, San Francisco, CA 94111**  
Full Name of Registrant #1  
**Gina Marie Corsi**  
Address of Registrant #1  
**4160 Suisun Valley Rd #E126, Fairfield, CA 94534**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-02-2020**

Signed: **Gina Marie Corsi**

This statement was filed with the County Clerk of San Francisco County on **06-22-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-22-2020**

**07/02/20 + 07/09/20 + 07/16/20 + 07/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390886-00

Fictitious Business Name(s):  
**Hamburger Haven**  
Address  
**800 Clement Street, San Francisco, CA 94118**  
Full Name of Registrant #1  
**Majid T. Falahati**  
Address of Registrant #1  
**10 Rancho Dr., Tiburon, CA 94920**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/01/1968**

Signed: **Majid T. Falahati**

This statement was filed with the County Clerk of San Francisco County on **06-19-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-19-2020**

**07/16/20 + 07/23/20 + 07/30/20 + 08/06/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390939-00

Fictitious Business Name(s):  
**Pacific Cr **  
Address  
**88 Elgin Park, Apt #6, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Jonathan Ward**  
Address of Registrant #1  
**88 Elgin Park, Apt #6, 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 **06-22-2020**

Signed: **Jonathan Ward**

This statement was filed with the County Clerk of San Francisco County on **06-25-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-25-2020**

**07/02/20 + 07/09/20 + 07/16/20 + 07/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391006-00

Fictitious Business Name(s):  
**Plumtree Capital LLC**  
Address  
**1359 Sacramento Street #C1, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Plumtree Capital LLC (CA)**  
Address of Registrant #1  
**1359 Sacramento Street #C1, San Francisco, CA 94109**

This business is conducted by **A Limited Liability**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-02-2020**

Signed: **Jeffrey Phillips**

This statement was filed with the County Clerk of San Francisco County on **07-08-2020**

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: **Giselle Romo**  
**Deputy County Clerk**  
**07-08-2020**

**07/09/20 + 07/16/20 + 07/23/20 + 07/30/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390991-00

Fictitious Business Name(s):  
**Plunge**  
Address  
**4344 Balboa Street #1, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Jessica T. Murphy**  
Address of Registrant #1  
**4344 Balboa Street #1, San Francisco, CA 94121**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05-01-2020**

Signed: **Jessica Thornton Murphy**

This statement was filed with the County Clerk of San Francisco County on **07-06-2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**07-06-2020**

**07/09/20 + 07/16/20 + 07/23/20 + 07/30/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390965-00

Fictitious Business Name(s):  
**Superstithous**  
Address  
**701 Noe Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Samira Khoshnood**  
Address of Registrant #1  
**701 Noe 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 **01/01/2020**

Signed: **Samira Khoshnood**

This statement was filed with the County Clerk of San Francisco County on **06-30-2020**

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: **Sonya Yi**  
**Deputy County Clerk**  
**06-30-2020**

**07/16/20 + 07/23/20 + 07/30/20 + 08/06/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390817-00

Fictitious Business Name(s):  
**Terra Mia Ceramic Studio LLC**  
Address  
**1314 Castro Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Terra Mia Ceramic Studio LLC (CA)**  
Address of Registrant #1  
**55 Manchester Street #3, San Francisco, CA 94110**

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 **12-17-2010**

Signed: **Christine Simmons**

This statement was filed with the County Clerk of San Francisco County on **06-12-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-12-2020**

**07/02/20 + 07/09/20 + 07/16/20 + 07/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390894-00

Fictitious Business Name(s):  
**The PA Investor**  
Address  
**2955 Clay Street, Apt #1, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Kyle Patrick Johnson**  
Address of Registrant #1  
**2955 Clay Street, Apt #1, San Francisco, CA 94115**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-04-2020**

Signed: **Kyle Johnson**

This statement was filed with the County Clerk of San Francisco County on **06-22-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-22-2020**

**07/02/20 + 07/09/20 + 07/16/20 + 07/23/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390749-00

Fictitious Business Name(s):  
**Butter & Crumble**  
Address  
**1042 Larkin Street, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Sophia Anna Smith**  
Address of Registrant #1  
**3759 Fillmore Street, San Francisco, CA 94123**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-03-2020**

Signed: **Sophia Smith**

This statement was filed with the County Clerk of San Francisco County on **04-09-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-03-2020**

**06/11/20 + 06/18/20 + 06/25/20 + 07/02/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390846-00

Fictitious Business Name(s):  
**Cozy with Posey**  
Address  
**2309 Noriega Street #67, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Julia C Petrus Verstraeten**  
Address of Registrant #1  
**425 Walnut Street Apt 3, San Francisco, CA 94118**

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

Signed: **Julia C Petrus Verstraeten**

This statement was filed with the County Clerk of San Francisco County on **06-16-2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**06-16-2020**

**06/25/20 + 07/02/20 + 07/09/20 + 07/16/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390841-00

Fictitious Business Name(s):  
**Fishmonger Don**  
Address  
**C/O TwoXSea - Pier 45, Shed D3, San Francisco, CA 94133**  
Full Name of Registrant #1  
**Don Mayfield**  
Address of Registrant #1  
**174 Hillside Drive, Fairfax, CA 94930**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-01-2020**

Signed: **Don Mayfield**

This statement was filed with the County Clerk of San Francisco County on **06-16-2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**06-16-2020**

**06/18/20 + 06/25/20 + 07/02/20 + 07/09/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390860-00

Fictitious Business Name(s):  
**KOZE**  
Address  
**1473 Oak Street, Apt #1, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Rachelle M. Garton**  
Address of Registrant #1  
**1473 Oak Street, Apt #1, San Francisco, CA 94117**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-4-2020**

Signed: **Rachelle Garton**

This statement was filed with the County Clerk of San Francisco County on **06-17-2020**

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: **Michelle Castro-Diaz**  
**Deputy County Clerk**  
**06-17-2020**

**06/25/20 + 07/02/20 + 07/09/20 + 07/16/20**

# Affordability must be a priority as California charts a course for economic recovery

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

By Danielle Blacet-Hyden and Patrick Welch, Special to CalMatters,

There's no doubt California has been hard hit by the recession caused by the COVID-19 pandemic. The state's unemployment rate is north of 15% and millions of households are struggling to pay their bills, whether it be the monthly rent or mortgage, a car payment or their utility bills.

Even before COVID-19 arrived, what Californians paid for water and electricity service was increasing at a faster pace than the national average. Based on an analysis of U.S. Department of Energy data, between 2008 and 2018 monthly residential electricity costs rose in California by an average of about \$30, while the national average increased only about \$10. A similar trend applies for water service in California, with many water service

rates pushed even higher due to unfunded, state-imposed mandates.

This is why affordability – now more than ever – must be a priority as Gov. Gavin Newsom, the Legislature and the state's Task Force on Business and Jobs Recovery chart a course intended to reinvigorate California's once-thriving economy. Californians simply cannot afford significantly higher utility bills, especially during this crisis.

Many of our elected leaders see a prominent role for green jobs and climate change policy in restarting California's economy. Clearly, the state should remain committed to its existing goals and programs, such as its world-leading mandate to utilize renewable energy and a similarly robust program to ensure safe and affordable drinking water across the state. Many public water and electric agencies already have put into place the necessary long-term plans to achieve the state's existing water

and energy goals, at considerable effort and expense.

New ideas and programs usually come at a cost to Californians, though. With the state facing an enormous \$54 billion budget deficit and the federal government at a stalemate over additional economic stimulus, it's not clear how California can responsibly fund new, expensive water and energy programs and mandates, especially as local governments in California are facing historic budget shortfalls of their own.

It's not just California customers who are hurting; utilities themselves are being squeezed, too. Community-owned water and electric agencies are continuing to provide customers with affordable service and have established programs designed to assist residential customers and businesses during the COVID-19 crisis. These utilities – which are accountable to locally elected boards rather than Wall Street investors – hear frequently about the

importance of affordability from customers who attend their local, public meetings.

These agencies and others like them across California are bringing in less revenue right now due to the recession brought on by COVID-19 and a growing number of non-paying customers. Although each municipal utility is situated differently, the combination of these factors can have an impact on the operations of electric and water agencies statewide. The true impact of the current recession will not be fully realized for a couple years.

The future looks uncertain. But what is clear is the state should be careful to avoid making its cost-of-living and affordability problem worse under the pretext of economic stimulus and recovery.

**SOURCE:** <https://calmatters.org/commentary/my-turn/2020/07/affordability-must-be-a-priority-as-california-charts-a-course-for-economic-recovery/>

## Women in Construction: The State of the Industry in 2020



Image credit - <https://swinerton.com>

Continued from page 1  
Conferences and Blogs

A number of conferences are held to celebrate and discuss the topic of women in construction. NA-WIC's Annual Conference includes professional seminars and workshops for women, while the Groundbreaking Women in Construction conference provides management training and teaches women how to bridge pay gaps in their workplace.

In addition to conferences, women can stay up to date in the industry with blogs like Constructing Equality and Tradeswomen, which aim to tackle issues of diversity, provide original research, highlight scholarship opportunities, and share personal stories and anecdotes.

### Inclusion Raises Performance

Although the construction industry may get a negative mark for diversity, it has been shown that companies whose workers look like the

communities they're working in outperform their competitors by 33 percent.

In fact, the report, "Delivering Through Diversity," found that construction companies that had more women in executive line roles than staff roles experienced an above-average financial performance than those companies that didn't. When women were in executive-level positions, they had a 21 percent likelihood of outperforming their competitors.

Nevertheless, although more diversity brings about more success, women executives are more likely to occupy staff roles (14 percent) than line roles (7 percent). This is in stark contrast to their male counterparts, with 33 percent of staff executives being male compared to 46 percent being line executives.

### How Companies Can Recruit More Women

There is still much work to be done to fully include women in construction. To increase re-

cruitment and improve retention, companies need to acknowledge and remove gender bias from their work culture, develop training programs and local mentorship groups specific to the needs of women, include more females in the hiring process, and encourage women to become role models for other women. Schools and educational programs need to highlight the value of construction jobs for women and young girls so that they can see the industry as a viable career path.

The construction worker shortage has presented an opportunity for more women to be hired while also fixing the issue. True, there is a skill gap when it comes to women working in construction, but there are ways to get around this.

As advancements in construction technology have grown, many companies are hesitant in trying them out for a variety of reasons, including a lack of staff. Hiring and training women in the IT depart-

ments of construction companies can help with the staff shortage and advance their diversity.

Likewise, training women on operating heavy equipment can help shorten the skills gap that can sometimes be present with new employees. For example, certain types of cranes need more than one person to operate them; hiring and training women to become licensed in all parts of crane operation will provide dedicated workers to those specific jobs.

Although there are obstacles for women to get into construction, women have the potential to solve the industry's labor shortage. With more and more groundbreaking women chipping away at gendered norms and leveling the playing field, the industry is taking bigger steps at becoming a more diverse and inclusive space for future generations.

**SOURCE:** [www.bigrentz.com/blog/women-construction](http://www.bigrentz.com/blog/women-construction)

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