

# SMALL BUSINESS EXCHANGE

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July 30, 2020

## COVID-19

### Coronavirus pandemic puts a spotlight on Stockton's guaranteed income experiment

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

by Laurence Du Sault, CalMatters,

If there was ever a good time to convince people guaranteed income can make a difference, Stockton Mayor Michael Tubbs figured it'd be in the middle of a pandemic that is taking a heavier toll in poor neighborhoods and among Black and Latinx communities. So Tubbs, whose city has been at the heart of one of the nation's few experiments with free cash payments for more than a year, launched Mayors for Guaranteed Income last month to push for federal policy. So far, the mayors of Oakland, Los Angeles, Compton, Atlanta and 13 others have signed on.

"In the worst way, the pandemic has been a really good moment for guaranteed income," said Sukhi Samra, executive director for Stockton's privately-funded program, the Stockton Economic Empowerment Demonstration. "It exposed the economic fragility of most American households, and especially of Black and Brown households who have been excluded from economic well being and prosperity."

COVID-19's devastating economic toll has already pushed legislators across the congressional floor to rethink unconditional income, from Republican Sen. Mitt Romney calling for widespread cash payments to every American adult to Democratic Sens. Kamala Harris, Ed Markey and Bernie Sanders proposing \$2,000 monthly payments to those with incomes lower than \$120,000 for the duration of the pandemic. As lawmakers across the country craft emergency relief policies and disburse cash benefits, many are finding that Stockton's guaranteed income experiment has a lot to teach.

Continued on page 2

## How the Construction Industry Will Change Due to COVID-19

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

By Kendall Jones,

While the construction industry has weathered the coronavirus (COVID-19) pandemic better than others like retail and hospitality, it hasn't been all kittens and rainbows either. From February through April, the construction industry lost over a million jobs. To put that in perspective, during the Great Recession the industry lost about 2.3 million jobs. Through June, the industry has managed to gain back over 600,000 jobs.

Construction starts and put-in-place spending have also taken a hit since state lockdowns and shelter in place orders started rolling in back in March. While there were a handful of state and local governments that deemed construction nonessential, many allowed construction work to continue, and now all jobsites have been allowed to resume operations, many with restrictions and guidelines on social distancing, mask wearing, and other safety protocols in place.

While construction being allowed to resume may seem like good news, it doesn't paint a full picture of where the industry currently stands. The economic downturn caused by the pandemic is causing owners and developers to hold off on moving forward with new construction projects. Many states are still in the process of reopening and the increase in the daily number of new coronavirus cases are causing some to pause or reverse their reopening plans.

Because of this, and until there's a widely available COVID-19 vaccine, it's impossible to say when things will get back to normal for the construction industry, or what the new normal will look like. Changes to the industry will have to be made and some of those will be for the better. Here's a look at some of the ways COVID-19 might shape the future of construction.

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Photo by Jeriden Villegas on Unsplash

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# COVID-19

## Coronavirus pandemic puts a spotlight on Stockton's guaranteed income experiment



Stockton Mayor Michael Tubbs

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The San Joaquin Valley city of 310,000, which bridges the Bay Area and the Central Valley, began providing 125 residents with monthly payments of \$500 back in February 2019. SEED research highlighted the lack of faith in public and private institutions that often characterize

marginalized cities like Stockton, whose majority minority population was hit especially hard by redlining and segregated housing policies. In 2012, Stockton became the then-largest city to file for bankruptcy in American history.

Overall, recipients have spent the most on food and report lower levels of anxiety, program researchers have found. "What can \$500 really do? The answer is a whole lot," said Amy Castro Baker, assistant professor at the University of Pennsylvania and co-researcher on the SEED program. The median income of Stockton's recipients is \$1,800 a month, so SEED payments represent an increase of almost 30 percent.

"The \$500 allowed essential workers and whole families to be able to shelter in place and follow public health guidelines," Castro Baker said. "It's allowing them to weather a public health crisis because they're able to provide the basics. And they wouldn't have been able to otherwise."

That focus on those most vulnerable to economic insecurity is what differentiates Tubbs' vision from wider calls for universal basic income. Famously advocated by Dr. Martin Luther King, UBI implies unconditional monthly payments to all Americans, whether they work or not. In 2016, the startup incubator Y Combinator funded a basic income study that was supposed to evolve into a full-fledged pilot project in Oakland, but it never materialized. Tesla founder

Elon Musk and startup founder Andrew Yang, who ran his 2020 presidential campaign on a UBI proposal, have also championed the idea as a potential solution to future job automation.

With guaranteed income, however, not everyone necessarily receives money. In Stockton, only residents living in neighborhoods with a median income below the city's \$46,033 a year were eligible. In that way, Samra said guaranteed income pilots are a way to offer reparations to the communities most affected by institutional racism. Within Stockton's poorer neighborhoods, recipients were chosen randomly.

Many oppose guaranteed income projects, saying they deter people from working. Rob Lapsley, president of the California Business Roundtable, called it an "easy way out" of addressing existing problems with California's complex web of public benefits, which he says is inefficient.

Aside from a few who left a second or third job, Samra said there's been no indication the monthly payments have stopped recipients from working, a trend she says is reinforced by existing research. But she recognizes guaranteed income isn't a silver bullet. "It has to be coupled with other social safety nets like fair housing practices," she said.

The main argument against basic income, however, is cost, particularly for state and local governments already facing coronavirus-linked budget shortfalls. Stockton's \$3.8 million two-year program, which includes research and staff, is funded by private organizations and philanthropic donors.

Last month, barely two payments away from the end of the project, SEED said it received enough philanthropic backing for a six-month extension. "By then, I'll be just about totally debt-free," said Virginia Medina, a recipient and retired correctional facility worker. "It's going to be a good feeling."

Now, 16 mayors from across the country are pushing for similar federal programs. Mayors for a Guaranteed Income doesn't require concrete policy commitments from participating mayors, but Oakland's Libby Schaaf already took it a step further by pledging to start Oakland's own pilot program if private funding materializes.

"If there's one silver lining to this pandemic, it's that policymakers are more open to transformative changes like guaranteed income," said Schaaf.

This article is part of The California Divide, a collaboration among newsrooms examining income inequity and economic survival in California.

**SOURCE:** <https://calmatters.org/california-divide/2020/07/coronavirus-pandemic-stockton-guaranteed-income/>

## Business Toolkit

### Tips for Effectively Managing Subcontractors on the Construction Site

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

Subcontractors are common on jobsites; they are resources to help you complete projects and provide specialized skills when needed. In other words, they are a flexible solution to labor. They keep you profitable and, in return, you keep them in business.

However, they can also bring risks to the jobsite if they are not managed properly. What they do (or do not do) reflects directly on your business.

Pay attention to these five areas for successful subcontractor management.

#### Qualify your subcontractors

Check out your subs ahead of time so you know what you are getting. Check out their previous

projects; confirm required licensing and insurance before they start any work; and learn about any previous worker's compensation claims.

Screen thoroughly. Look at:

- Previous work experience
- Previous supervisory experience
- Safety records
- Business management

- Legal history
- Their processes on and off the jobsite

If you use subs from previous projects be sure to requalify them by checking for expired insurance or any changes in safety records.

#### Set expectations immediately

Once you have everyone signed on you need to

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ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## 10 Small Business Grants for Minorities in 2020

[ Article was originally posted on  
www.business.com ]

By Adam Uzialko,

There are many grants available for minority-owned businesses. Find out how you can take advantage of these grant programs to start or grow your business.

Minority-owned small businesses face many unique challenges, particularly when it comes to securing capital to start or grow a business. While loans are always an option, many small business owners prefer to forego adding debt to their balance sheet, and others cannot qualify for loans with good repayment terms.

Minority small business grants can be a valuable alternative because they offer funding that does not need to be repaid.

### What is a grant?

A grant is a source of funding that does not require repayment; however, it is usually associated with a lengthy and specific application process. A business owner seeking a grant must first check to make sure they meet the eligibility requirements before applying to the grant program.

Once the application is submitted in accordance with the grant program rules, recipients are selected from the many applicants seeking funding.

Filling out a grant application is typically an in-depth process, leading many business owners to hire a professional grant writer to complete the process properly.

Grant funding can help businesses avoid or reduce their reliance on business loans or other

sources of funding, such as accepting venture capital. While grants often are considered “free money,” they require a significant investment of time and effort, and the funding is never guaranteed.

There are government grant programs available for economic development as well as grant programs created by private organizations and non-profit organizations.

If you're looking for grant money to fund your small business, keep an eye out for the many grant opportunities available to you.

### What is a minority small business grant?

A minority small business grant encompasses a wide range of grants intended to help minority-owned small businesses grow and succeed. Minority-owned businesses come in many different varieties, and there are grants available for

many of them. For example, there are numerous business grants for Black women entrepreneurs. Similarly, business grants for Hispanic males are also widely available. Other minority-owned businesses also include women-owned businesses, businesses owned by Indigenous people and entrepreneurs with disabilities.

There is no shortage of minority small business grants and assistance programs out there. Finding the right one for your business could prove to be challenging, though. This list highlights some prominent minority small business grants, some of which were established specifically to provide entrepreneurs relief due to the impact of the COVID-19 pandemic. Others are focused on economic development in historically marginalized communities.

■ Continued on page 11



## 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**

**REVISED BID DATE: SEPTEMBER 3, 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

CLEAR & GRUB, FENCE & MBGR, EROSION CONTROL, PAVING ASPH CONC, AC DIKE & MISC, ROCK SLOPE PROTECT, STRIPE & MARK, TRUCKING DIRT HAUL

### SUPPLIERS

AGGREGATE, RIP RAP MAT'L, K-RAIL, MISC IRON & STEEL, PIPE - COOR STEEL, READY MIX CONC, TRAFFIC CONTROL SUPPLY

**FOR CONSTRUCTION ON STATE HIGHWAY IN  
SAN BERNARDINO COUNTY FROM 4.5 MILES EAST OF  
HOMER WASH BRIDGE TO ARIZONA STATE LINE**

**In District 08 On Route 40**

**Contract No.: 08-0R1424**

**Federal-Aid Project No.: ACHSIM-040-2(066)E**

**Location: San Bernardino County, CA**

**BID DATE AUGUST 11, 2020 at 2:00 P.M.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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.

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# California Sub-Bid Request Ads



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

#### SUBS/SERVICE PROVIDERS

Blasting, CIDH Pile, Clear & Grub, Const. Stake, Cor & Saw, Cribwalls, Demo Bridge, Demo Minor, Imported Borrow, Electrical H'Way, Fence & MBGR, Joint Seals, Landscape, Erosion Control, Pavement Grinding, Paving PCC, Plane A C, Paving Asph Conc, A C Dike & Misc, Recycle AC - Disposal, Pile Drive, Rebar, Sign Structures, Signs Roadside, Stripe & mark, Struct Conc-Place/Fin, Struct Conc -Bridge, Struct Conc - Footing, Struct Conc -Box Cuv, Struct Conc - Wall, Stripe & Mark, Struct Excavate Bridge, Struct Excavate Site, Traffic Control, Trucking Dirt Haul, Trucking High/Low Haul, Water Proof Bridge

#### SUPPLIERS

Aggregate, Rip Rap Mat'l, Conc Pumping, Const Supply - Gen, Equip Rent - Crane, Equip Rent - Dirt/Gen, Equip Rent - Small Only, Form Systems, Form Liners, K-Rail, Lumber & Timber, Metal Bridge Rail, Misc Iron & Steel, Timber Pile, Pipe - Steel, Pipe - Coor Steel, Pipe PVC, Ready Mix Conc, Struct Steel, Traffic Control Supply, Fencing, Guardrail, Pavement Markings Supplier, Building Material, Construction Staking Supplier, Wholesale Broker of Construction Material

### SOUTHEAST CONNECTOR JOINT POWERS AUTHORITY SEGMENT D3 WHITE ROCK ROAD

Federal Project No. 5288(046)

DVBE GOAL 10%

Location: In the County of Sacramento from 0.3 mile west of  
Prairie City Rd to 0.5 mile west of Placerville Rd.

**BID DATE AUGUST 18th, 2020 at 2:00 p.m.**

All Quotes Due Prior

### Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Gabe Thompson

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 Gabe Thompson 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.

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Sub-Bids Requested from qualified **DBE** Subcontractors and Suppliers For:

### GRAHAM HILL WATER TREATMENT PLANT FACILITY IMPROVEMENTS PROJECT RFQ

Owner: City of Santa Cruz

Location: Santa Cruz, CA

**Bid Date: August 27, 2020 @ 4:00 P.M.**

### J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, AC Paving, Aggregates, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Miscellaneous Metals, Steel Decking, Roofing, Sheet Metal, Sealants, Doors/Frames/Hardware, Glazing, Metal Framing & Drywall, Painting & Coatings, Signage, Toilet Partitions and Accessories, Equipment, Electrical and Instrumentation

Plans and Specifications: You may obtain a free download from Ebidboard at

<https://www.ebidboard.com/public/rfps/showrfp.asp?mbrguid=ABAB07D2-4AD4-4494-8A29-E9C52EB9572A&projectguid={77C0120F-B297-4357-A7FC-5156E655AD3E}>

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



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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.

### JUV Inc.

7901 Oakport Street Suite # 2700  
Oakland CA 94621

Ph. (510)836-1300 • Fax (510)777-9203

Email: [juv@juvinc.com](mailto:juv@juvinc.com)

JUV, Inc. is inviting you to submit a proposal for the above referenced project (subject to PLA) in accordance with the bid documents found in the below Drop Box link.

Project: Claire Lilienthal School 3-8  
(Scott Campus) Modernization,  
PROJECT NO. 11901

**Bid Date/Time: August 18, 2020 before 2:00 PM**

Comments: Bid Documents are available on SF Builders Exchange, or via Dropbox link below:

<https://www.dropbox.com/sh/1jdz8vdm53860fm/AAA8pXQtmduIBCvqHBjHwFnBa?dl=0>

Trades:

Concrete, Masonry, Structural Steel, Metal Fabrication, Carpentry, Casework, Countertops, Insulation, Roofing, Doors, Hardware & Frames, Glazing, Lath & Plaster, Drywall, Ceramic Tile, Acoustical Ceilings, Flooring, Structural FRP, Painting, Signage, Toilet Partitions & Accessories, Flagpoles, Roller Shades, Plumbing, HVAC, Electrical, Sitework, Termite Control, AC Paving, Pavement Specialties, Landscaping/Irrigation, Site Utilities, Play Structure.

\*JUV, Inc. is an Equal Opportunity Employer. We encourage Certified DVBE/LBE/MBE/WBE to bid on this project.

## CLASSIFIED AD



### RCS Inc.

Kim Romero, President  
[kromero777@gmail.com](mailto:kromero777@gmail.com)

1-562-307-7734

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Newspaper and Newsletter



# California Sub-Bid Request Ads



**One California Plaza • 300 S. Grand Avenue, 8th Flr • Los Angeles, CA 90071  
T 1-213-593-8100**

**REQUEST FOR CBE SUBCONSULTANT INTEREST**

**AECOM is bidding on the following project as Prime Contractor:  
Los Angeles County Public Works for**

**On-Call Environmental Documentation and Regulatory Permit Consultant Support Services  
RFP Number: BRC000201  
Due Date: Thursday, August 11, 2020, 2pm**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) and other subcontractors for environmental documentation, regulatory permitting and the following work:

All subcontractor staff must have graduated from an accredited university with a major in urban and regional planning, environmental sciences, environmental management, environmental engineering, biological sciences, transportation planning, or other related major and have a minimum of 10 years' experience in a field described below:

- Preparation of CEQA/NEPA documentation
- Regulatory permitting services
- Preparation of public advertisements and notices required by CEQA/NEPA
- Preparation of technical environmental impact analysis and studies in the areas of traffic/transportation, air quality/greenhouse gas emissions, energy, biological resources, hydrology/water quality, cultural/paleontological resources, and noise and vibration
- Conducting public outreach and public meetings

Experience providing similar services for the County of Los Angeles, and/or specialists in CEQA/NEPA technical analyses and regulatory permitting are preferred. This proposal is in alignment with the County of Los Angeles's CBE Program requirements and certified CBEs are encouraged to respond.

AECOM intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a brief overview of relevant experience listing any County of L.A. experience along with CBE documentation by August 3, 2020, to Shannon Ledet at [shannon.ledet@aecom.com](mailto:shannon.ledet@aecom.com) and Erica Moss at [erica.moss@aecom.com](mailto:erica.moss@aecom.com).

We are an Equal Opportunity Employer



**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.

**Chumo Construction, Inc.**

14425 Joanbridge Street, Baldwin Park, CA 91706  
Phone: (626) 960-9502 • Fax: (626) 960-3887  
Email: [Office@Chumoconstruction.net](mailto:Office@Chumoconstruction.net)  
Contact: George Chumo

**Sub-Bids Requested From Qualified  
DBE Subcontractors & Suppliers**

**FOR CONSTRUCTION ON STATE HIGHWAY  
IN ORANGE COUNTY FROM 0.3 MILE SOUTH  
OF S73-S5 CONNECTOR VIADUCT IN SAN  
JUAN CAPISTRANO TO 0.1 MILE NORTH OF  
N73-N405 CONNECTOR OVERCROSSING IN  
COSTA MESA**

**Location: 12-Ora-73-10.0 / R28.0**

**Contract No. 12-0N7204**

**BID DATE: 08-05-2020 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

Chumo Construction is signatory to Operating Engineers, Laborers, Cement Masons and Carpenters unions. 100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Subcontractors must possess a current contractor's license, DIR Registration, insurance and worker's compensation coverage meeting Chumo's requirements and/or the owner's requirements. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. Please call if you need assistance in obtaining with bonding, insurance, lines of credit, equipment, materials and/or supplies contact George Chumo at (626) 960-9502. Chumo intends to work cooperatively with all qualified firms seeking work on this project.

**Chumo is an equal opportunity employer**



Menlo Park (650) 329-8700    Oakland\* (510) 636-2020    Sacramento (916) 388-5775    Anaheim (714) 453-1470    San Diego (619) 745-5330

Serving California since 1970, D.M. Figley is a certified SBE & LBE\* specialty materials distributor of concrete repair, waterproofing, deck coating, elastomeric wall coatings, AVB's and sealants.

Contact Reuben Figley for project pricing at [rfigley@dmfigley.com](mailto:rfigley@dmfigley.com)

Visit us at <http://www.dmfigley.com>

Featured vendor Dowsil, a manufacturer of high-performance silicones such as Dowsil 758, Defend Air 200, All Guard and Dowsil 888. For additional info visit: <https://www.dow.com/en-us.html>



# California Sub-Bid Request Ads



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

**REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:**

**City of Folsom  
Southeast Connector  
Joint Powers Authority Segment D3  
White Rock Road  
Federal Aid No. 5288(046)**

**BID DATE: August 18, 2020 @ 2:00 PM**

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

**Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Construction Surveying/Staking, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Water Quality Sampling, Analysis & Monitoring, Temporary Creek Diversion System, Asbestos Compliance Plan, Treated Wood Waste, Resident Engineer's Office, Temporary High-Visibility Fence, Clearing & Grubbing, Rock Excavation (Controlled Blasting), Structure Excavation, Imported Borrow, Rock Blanket, Planting & Irrigation, Hydroseed, Slurry Seal, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Joint Seal, Bar Reinforcing Steel, Street Closure Barricade, Concrete Pipe, Corrugated Steel Pipe, Underground, Manhole, Rock Slope Protection, Detectable Warning Surface, Misc. Iron & Steel, Manhole Frame & Cover, Misc. Metal, Bridge Deck Drainage System, Paint Curb, Obliterate Surfacing, Fencing, Cattle Gate, Single Pipe Gate, Delineator, Pavement Marker, Roadside Sign, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Striping & Marking, Rumble Strip, Signal & Lighting System, Water Pollution Control Maintenance, Stormwater Sampling & Analysis, and Construction Materials**

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

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**





# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

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

**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@desilvagates.com and password is f7pa55wd) or from the Owner's site at <http://www.saccountyids.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 PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## Hathaway Dinwiddie | nibbi

**Project Name: Mission Rock Concrete Bid Bldgs. B & G  
Location: San Francisco, California  
Bid Date: September 3, 2020 @5pm  
Pre-Bid Call: August 13 @1pm  
via Webex, RSVP with James Dees at [jamesd@nibbi.com](mailto:jamesd@nibbi.com).**

Mission Rock is a landmark 2.8 million GSF mixed-use master development located on Seawall Lot 337, just south of Oracle Park. The waterfront site is approximately 28 acres in total and is currently serving as a parking lot for events at Oracle Park, the neighborhood and the event space in the historic Pier 48 site, which showcases three one-story structures. Crafted with 11 years of community input, Mission Rock carefully balances the needs of the neighborhood and the City and includes waterfront parks and open space, affordable housing units, neighborhood-serving retail, and pedestrian-friendly blocks. In 2018, the project received key governmental approvals, and the San Francisco Giants and Tishman Speyer formed a partnership to design, develop, own and manage this landmark development in collaboration with the Port of San Francisco. The project site is made up of eleven individual development parcels:

- o Six are preliminarily earmarked for office development (1.4 million GSF)
- o Five are preliminarily earmarked for residential development (approximately 1,200 residential units, 40% below market rate)
- o Street level retail / PDR offerings (220,000 SF)
- o Structured parking for neighborhood, tenant, and Oracle Park use

The project will include eight acres of public parks and open spaces, a very compelling attribute for an urban development in San Francisco, including a 5 acre waterfront park and open space in the first phase. Mission Rock is expected to be built in three to four overlapping phases beginning in 2020, with estimated final phase delivery in seven to ten years. Phase 1, consisting of the 5.2-acre park and open space, two office and two residential buildings, is expected to begin construction in 2020, with delivery planned for 2023. Concrete Bid Packages for Parcel A, Buildings B & G:

- Concrete Formwork - for foundations, below grade walls, slab on grade, and curbs / pads / metal deck edge at elevated decks.
- Concrete Reinforcing - for foundations, below grade walls, slab on grade, and curbs / pads / fill on metal deck
- Concrete Material - for all foundations and superstructure
- Concrete Pump, Place, and Finish - for all foundations and superstructure

**Bids due 09/03/2020**

**Pre-bid meeting Thursday, August 13 at 1:00PM via Webex, RSVP with James Dees at [jamesd@nibbi.com](mailto:jamesd@nibbi.com).**

Mission Rock Equity Program Commitments:

- 20% San Francisco Local Business Enterprise (LBE) commitment
- 30% of all project hours within each trade to be performed by local residents (mandatory requirement).
- 50% of the project work hours performed by apprentices within each trade shall be performed by local residents.
- Mission Rock projects are subject to a Project Labor Agreement and Prevailing wage provisions submitted through LCP Tracker.

For digital plans and specs contact Sam Mesikepp [Mesikepps@hdcco.com](mailto:Mesikepps@hdcco.com) to access project via Building Connected.

## 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: September 9, 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.

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

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

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

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

**West County Wastewater  
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. [www.dropbox.com/sh/2higmcwglw8oazm/AADVMWcx8RjzcTKN3C5AvvKa?dl=0](http://www.dropbox.com/sh/2higmcwglw8oazm/AADVMWcx8RjzcTKN3C5AvvKa?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.

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# ABLE: Asian Black Latino Enterprises



## The 2% Solution: Inside Billionaire Robert Smith's Bold Plan To Funnel Billions To America's Black-Owned Businesses

[ Article was originally posted on [www.mbda.gov](http://www.mbda.gov) ]

**Robert F. Smith**, the private equity billionaire who is the nation's richest Black person, said on Thursday that large corporations should use 2% of their annual net income for the next decade to empower minority communities. Smith made the comments after circulating a plan among CEOs that first calls on big banks to capitalize the financial institutions that service Black-owned businesses and minority-run entrepreneurial ventures.

In a keynote address he gave at the Forbes 400 Summit on Philanthropy, Smith, 57, said Black and minority communities have been abandoned by large banks and are starved of the capital needed to build businesses and local institutions. Smith argued that pumping in what he described as "reparative" capital and investing directly in financial architecture would be a fast way to advance economic justice for Black Americans.

"Nowhere is structural racism more apparent than in corporate America," Smith said. "If you think about structural racism and access to capital, 70% of African American communities don't even have a branch, bank of any type."

In recent days, Smith, whose net worth is estimated to be \$5 billion, has been sharing a con-

crete plan with the nation's business leaders that argues that an investment equal to 2% of net income over the next decade would be a small step toward restoring equity and mobility in America. He has implied that America's big corporations should feel compelled to support such a plan given the exclusionary practices of many industries over several decades. Smith made the case that the average American household charitably donates 2% of its income annually and is asking corporate America to do the same.

During the pandemic, Smith discovered the structural racism in banking firsthand as he tried to help Black businesses and banks that serve Black communities obtain Paycheck Protection Program loans. Smith found that Black-owned businesses faced numerous structural obstacles and as a result had trouble accessing the emergency financing being provided by the federal government through the banking sector.

The balance sheets of the nation's 4,700 banks are made up of \$20.3 trillion of assets, but only 21 of those banks are Black-owned or led, and they have total assets of just \$5 billion, less than 1% of America's commercial banking assets. Blacks make up 13% of the population of the United States.

In his talk on Thursday, Smith pointed out that the net income of the ten largest U.S. banks over the last ten years was \$968 billion. He figured just 2% of that would amount to \$19.4 billion, which could be used to fund the core Tier 1 capital of community development banks and minority depository institutions that primarily service Black communities. Smith was also open to the idea that the capital could be donated in a tax-advantaged way to a nonprofit entity that could provide the core bank capital.

In a way, Smith is proposing a private sector solution to reparations, the idea that the federal government pay financial compensation to Black Americans who are the descendants of slaves. Smith believes Black communities have experienced systemic inequality and exclusion in corporate sectors beyond finance, including healthcare, telecommunications and technology. The net income of the biggest U.S. companies in just those sectors was \$1.3 trillion combined over the last decade and 2% of those profits, or some \$25 billion, could be used to do things like strengthen healthcare infrastructure in minority communities, equalize broadband access, fund STEM education at historically Black colleges and digitize minority small businesses.

Through his plan, Smith envisions the nation's banking sector could, over the next ten years,

provide billions of dollars of capital to Black-owned banks and community development banks, with some of the funds used to digitize these lenders. His plan calls for the telecom and tech sectors to provide money to help prepare 180,000 students at America's historically Black colleges for the jobs of the future, and to digitize one million minority small businesses.

Smith, who has an engineering degree from Cornell University, is the founder of Vista Equity Partners, the nation's biggest private equity firm specializing in software transactions. Part of Vista's stunning success has been built on Smith's detailed and secret playbook for running software companies, which has helped Vista achieve some of the private equity industry's best financial returns.

Now, Smith believes his playbook for economic justice could not only ensure Black Americans have better access to opportunity, but also increase the nation's economic activity by more than \$1 trillion annually.

"I think that will show Americans there is hope, there is an opportunity for the American dream to now be revitalized," Smith said on Thursday. "And frankly, to give us all confidence that we can actually make this a better country and a better place to live."

Source: [www.mbda.gov](http://www.mbda.gov); [www.Forbes.com](http://www.Forbes.com)

## Hispanic Entrepreneurs Bullish on 2020 Business Outlook, With Revenue Projections Rising to Four-Year High

[ Article was originally posted on [www.mbda.gov](http://www.mbda.gov) ]

U.S. Hispanic small business owners anticipate a decade of robust expansion and growth, expressing a brighter business outlook than their non-Hispanic peers in the year ahead, according to the fourth annual Bank of America Business Advantage 2020 Hispanic Business Owner Spotlight.

The annual study based on a survey of more than 1,000 entrepreneurs across the country reveals:

Outlook remains strong for Hispanic entrepreneurs, exceeding that of their non-Hispanic peers.

- 89% of Hispanic entrepreneurs plan to expand over the next 12 months (vs. 68% of non-Hispanic entrepreneurs, and up slightly from 87% in 2019).

- 79% expect their revenue to increase in the year ahead, a four-year high (vs. 57% of non-Hispanic entrepreneurs, and up from 74% in 2019).

- 45% plan to hire in 2020 (vs. 24% of non-Hispanic entrepreneurs, and down from 51% in 2019).

- 78% plan to obtain financing over the next 12 months (vs. 49% of non-Hispanic

entrepreneurs). The top three ways Hispanic entrepreneurs intend to obtain financing include tapping into personal savings (38%), applying for a bank loan (31%) and using personal credit cards (23%).

"Hispanic entrepreneurs are entering the new decade on a high note, with many pursuing growth strategies — investing in both the year

■ Continued on page 9



# Success Stories

## Niles Pie Company, Union City

### BACKGROUND

The Niles Pie Company is based in Fremont, California, and makes pie and pastry for our community using the best possible ingredients, local and seasonal, and, wherever possible, organic. Our baked goods reflect the delight we find in the bounty of the San Francisco Bay Area, and in the joy we experience in crafting wholesome and delicious baked goods for our friends and neighbors.

We take orders on line for pickup twice a week at a few locations, as well as several restaurant and wholesale accounts. Our selections change constantly, and our rotating menu keeps things interesting for our loyal customer base.

### CHALLENGES

We've been working in rented kitchen space, which makes it difficult to grow and develop a consistent wholesale business – not to mention the difficulty of developing and maintaining a consistent supplier and vendor network, which

in turn makes it difficult to have a stable pricing structure.

### ACTIONS

We worked on developing a pricing template to build several key products that could rotate through the menu and bring consistency to our pricing, while bringing the profit margins in line to enable us to start to plan for a permanent kitchen and build a wholesale product line.

### RESULTS

After two years as an online business, working out of hourly rented kitchen spaces, we have raised over \$29,000 through a Kickstarter campaign, with another \$50,000 through an SBA loan. We are expanding to a permanent location, putting in a kitchen and hiring two new employees. We are projected to double our revenue over the next year by adding farmers' and seasonal markets, increasing wholesale business as well as retail.

SOURCE: <https://www.acsbdc.org/story/547>

## West Accounting Services, NapaCounty

### BACKGROUND

After analyzing the needs of small and mid-sized companies, Lisa realized that few business owners were taking time to understand and to properly create their financial statements. Lisa developed West Accounting Services with the goal of providing the much-needed service of education and financial records development and management. The company provides full book-keeping service, payroll, financial analysis, and consulting for small to mid-size companies in the greater Napa and surrounding counties. Lisa provides a unique service by working in the client's office; no need for the business owner to lose work time. And Lisa is on-site to ask and answer important questions.

### CHALLENGES

The development of a marketing plan became crucial. Lisa realized that she needed to deliver

her message to business owners. She visited the Napa Chamber of Commerce office and was directed to the Napa SBDC office for advice.

### ACTIONS

Working with the SBDC at the Napa SBDC office, Lisa developed a marketing plan to build awareness of her company and its unique approach to working with small and mid-sized business. She increased her networking efforts, upgraded her website, joined the Napa Chamber of Commerce, appeared on a KVON radio talk show, and developed an educational seminar entitled "How to Save Money with Proper Book-keeping". She will be providing the presentation as a guest speaker for Waddell & Reed Financial Advisors.

### Visit link for the full article:

[www.sbeinc.com/resources/cms.cfm?fuseaction=news\\_detail&articleID=3718&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=3718&pageID=25)

# How the Construction Industry Will Change Due to COVID-19

Continued from page 1

## Construction Technology Adoption

Despite the growing number of construction technology startups over the past few years, adoption and implementation in the construction industry has remained low. Due to the coronavirus, many contractors have turned to technology to keep projects moving, monitor and screen workers on the jobsite, and communicate and collaborate with stakeholders.

Building Information Modeling and virtual reality will allow owners, architects, engineers, and contractors to better visualize projects before and during construction. Drones, thermal cameras, and wearables can be used to monitor workers, looking for signs of illness and to ensure social distancing practices as well as performing other jobsite inspections. Digital bid boards, bidding software, and collaborative takeoff and estimating tools will allow estimators and project managers to take control of their project pipelines and work together remotely.

Project management software will allow project managers to keep construction projects on schedule and update everyone, whether they're in the office or out on the jobsite. Construction robots and autonomous and semi-autonomous construction equipment will supplement and aid workers to allow them to increase productivity on jobsites.

The list of applications and benefits of construction technology goes on and on. The construction industry is due for a true technology revolution and the pandemic may be the catalyst needed to get it going.

## Off-Site & Modular Construction

Because of the pandemic, many construction sites are either being required to limit the number of people on the jobsite or doing it on their own in order to limit the spread of COVID-19. This is causing longer construction times with only one or two trades being allowed to work on a project at a time to maintain social distancing among workers.

Performing construction off-site in a climate-controlled environment would allow work to continue around the clock in shifts. The streamlined, assembly line process used in off-site and modular construction, along with to continue work regardless of foul weather, allows construction to be completed in a fraction of the time compared to conventional construction methods.

Off-site and modular construction is also a great option once recovery begins, especially if there is a sudden escalation for demand of certain types of buildings like hospitals, schools, hotels, office buildings, dormitories, etc.

## Pandemic-Specific Contract Clauses

There has been a lot of discussion over force majeure clauses in construction contract and whether or not they apply to the COVID-19 pandemic. Force majeure clauses are in place to limit liability caused by unforeseen circumstances or events outside the control of the parties involved that results in construction projects to be delayed or cancelled.

Depending on the exact language of the clause and the specific circumstances involved, force majeure clauses may or may not apply to the coronavirus pandemic. Going forward, it's likely that construction contracts will either start including a COVID-19 or pandemic-specific clause that tackles liability in the midst of a major health crisis in the future.

## Safer, Cleaner Construction Sites

The construction industry, as a whole, has never been known for its stellar safety track record. Each year, construction leads the way in workplace fatalities as well as having a large number of injuries from jobsite accidents.

Fewer workers on construction sites at a time will make it easier for safety managers, foremen, and site superintendents to monitor workers and ensure that not only are all COVID-19 safety guidelines are being followed but also all other safety rules are regulations.

At least until the virus is gone, we'll probably see an increased vigilance on cleaning, sanitizing, and disinfection on construction sites. This along with regular handwashing will help to reduce the spread of COVID-19 along with other viral and bacterial infections that can be easily spread on construction sites.

Much like changes to construction contracts, COVID-19 will also force safety managers to include training and additions to their safety programs and site-specific safety plans to deal with future outbreaks or pandemics.

## Shifting Market Trends and More Competition

In a healthy economy, construction activity across all verticals tends to be strong. Because of the pandemic, demand for certain types of projects has dropped dramatically while others have seen increases. Because of the shelter in place orders that shuttered many businesses in an attempt to flatten the curve of new cases of coronavirus demand for new retail buildings, movie theaters, hotels, restaurants, etc. have been down while roads, highways, and bridges, sewer and water, and others have increased over the past year.

These fluctuations and uncertainty are causing contractors to keep a closer eye on market trends and adjust their bidding and job procurement strategies. Construction firms that specialize in one or two building types are going to have to broaden their preferences and be a little less picky in the types of projects they pursue. Contractors that focus solely on public work may have to start looking at private projects and vice versa.

The competition for these projects will also get tougher as more contractors are bidding on fewer projects. This will force contractors to be more diligent in their bid/no-bid process as well as ensuring their takeoffs and estimates are accurate so they can focus on pursuing profitable projects and maintaining their bid-hit ratio. It might also lead to contractors adopting new project management methods, such as lean construction, to ensure the projects they do win are delivered on time and within budget.

## Final Thoughts

This isn't the year any of us expected. The pandemic threw everyone for a loop, and some have adjusted and quicker and better than others. While we're still a long way from seeing the light at the end of the tunnel, with proper planning, modifications, and adjustments, the construction industry can come out the other side stronger and more resilient than ever before.

## SOURCE:

<https://www.constructconnect.com/blog/how-the-construction-industry-will-change-due-to-covid-19>

# Hispanic Entrepreneurs Bullish on 2020 Business Outlook

## Continued from page 7

ahead and their long-term future,” said Elizabeth Romero, Small Business Centralized Client Management and Specialty Support executive, Bank of America. “Despite these strong forecasts, most Hispanic entrepreneurs continue to report obstacles to business growth. Bank of America is committed to partnering with Hispanic business owners to address these challenges and help fuel growth for their businesses.”

## Hispanic entrepreneurs see the 2020s as a decade of opportunity.

A strong majority of Hispanic business owners (92%) believe the small business environment will strengthen for their community over the next five years, and 90% have set ambitious goals to advance or grow their business in the new decade. Specifically, their top five goals over the next 10 years include: significantly increasing revenue (57%), prioritizing the digital presence of their business (45%), expanding into new markets (34%), significantly increasing staff (30%), and automating business operations (29%).

## Hispanic entrepreneurs still bullish, yet confidence in the economy is down slightly year over year.

- 62% of Hispanic entrepreneurs are confident their local economy will improve in the year ahead (vs. 52% of non-Hispanic entrepreneurs, and down from 68% in 2019).
- 53% are confident the national economy will improve over the next 12 months (vs. 49% of non-Hispanic entrepreneurs, and down from 59% in 2019).

## Economic concerns decline, yet remain elevated over their non-Hispanic counterparts.

- Health care costs remain the most worrisome economic issue for Hispanic entrepreneurs (63%), though concern fell to the lowest level since the survey began in 2017.
- Other top concerns of Hispanic business owners in 2020 include the political environment (59%), strength of the U.S. dollar (59%), commodities prices (56%), consumer spending (56%) and interest rates (55%).
- Compared to their non-Hispanic peers, Hispanic entrepreneurs expressed notably greater concern around commodities prices (56% of Hispanic entrepreneurs vs. 43% of non-Hispanic), credit availability (50% of Hispanic vs. 36% of non-Hispanic) and climate change (45% vs. 34%).

## Hispanic business owners cite lack of resources, lack of expertise and access to capital as top barriers.

A sizeable majority of Hispanic entrepreneurs (72%) report that efforts to grow their business face distinct challenges, citing lack of resources (21%), lack of expertise in back office management (21%) and challenges accessing capital (20%) as the top three barriers.

For an in-depth look at the insights of the nation’s Hispanic small business owners, read the full Bank of America Business Advantage 2020 Hispanic Business Owner Spotlight.

## Providing a business advantage to small business owners

Bank of America provides advice, solutions, access to capital and dedicated support to meet the unique needs of our 12 million small business owner clients. We originated \$9.2 billion in new loans to small business clients in 2019, up 7% from 2018. According to the FDIC, Bank of America also maintained its position as the nation’s top small business lender at the end of the third quarter of 2019, with \$37.6 billion in total outstanding small business loans (defined as business loans in original amounts of \$1 million and under), up 8% year over year. In 2019, Bank of America booked more than 339,000 low- and moderate-income (LMI) loans totaling \$6.3 billion, which was more than half of the company’s total small business lending. The company is a top lender in the SBA’s 504 and 7(a) programs, and a leading investor in community development financial institutions (CDFIs) – with a portfolio of nearly \$1.6 billion invested across the U.S., of which, nearly \$400 million is invested in CDFIs focused on U.S. small businesses.

## Serving the Hispanic-Latino community

Bank of America is proud of its long-standing commitment to creating a diverse and inclusive environment for our employees and supporting diverse customers, communities and businesses around the world. We currently serve 9.5 million Hispanic-Latino clients, and more than 1 million Hispanic-Latino business owners. By the end of 2019, Bank of America had more than 2 million users on its Spanish language mobile app, growing by more than 20% year over year. Additionally, nearly two-thirds of Bank of America financial centers are staffed by employees with bilingual capabilities, and more than 4,000 multilingual teammates staff our financial centers located in LMI areas.

## Bank of America Business Advantage 2020 Hispanic Business Owner Spotlight

Ipsos conducted the Bank of America Hispanic Business Owner Spotlight survey online between July 19 and September 6, 2019, using a pre-recruited online sample of Hispanic and non-Hispanic small business owners. Ipsos contacted a national sample of 1,323 small business owners in the United States with annual revenue between \$100,000 and \$4,999,999 and employing between two and 99 employees, and conducted 428 interviews among Hispanic small business owners. The final results were weighted to national benchmark standards for size, revenue, and region, and, for the Hispanic segment, whether the respondents were primarily English-speaking or Spanish-speaking.

## SOURCE:

<https://www.businesswire.com/news/home/20200226005399/en/Hispanic-Entrepreneurs-Bullish-2020-Business-Outlook-Revenue>

# 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 Contracts. 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://ggbhtd.bonfirehub.com>. In order to download and respond to posted 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-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-0390924-00

Fictitious Business Name(s):  
**Nixta Food Service**  
Address  
**90 Bepler Street, Daly City, CA 94014**  
Full Name of Registrant #1  
**Gabriel Antonio Ventura Juarez**  
Address of Registrant #1  
**90 Bepler Street, Daly City, CA 94014**

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: **Gabriel Antonio Ventura**

This statement was filed with the County Clerk of San Francisco County on **06-24-2020**

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**  
**06-24-2020**

**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):  
**Superstitchous**  
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-0391119-00

Fictitious Business Name(s):  
**Toy Boat by Jane**  
Address  
**401 Clement Street, San Francisco, CA 94118**  
Full Name of Registrant #1  
**Sweet Jane's LLC (CA)**  
Address of Registrant #1  
**2123 Fillmore Street, San Francisco, CA 94115**

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

Signed: **Amanda Michael**

This statement was filed with the County Clerk of San Francisco County on **07-24-2020**

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**  
**06-24-2020**

**07/30/20 + 08/06/20 + 08/13/20 + 08/20/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391011-00

Fictitious Business Name(s):  
**Pilates Done Differently**  
Address  
**3354 20th Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Pilates Done Differently LLC (CA)**  
Address of Registrant #1  
**3354 20th Street, 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 **01-02-2020**

Signed: **Caitlin Kolb**

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: **Fallon Lim**  
**Deputy County Clerk**  
**07-08-2020**

**07/30/20 + 08/06/20 + 08/13/20 + 08/20/20**

## 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-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**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390850-00

Fictitious Business Name(s):  
**Mister Cookie**  
Address  
**18 Bernice Street, Unit #101, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Christie Malvin**  
Address of Registrant #1  
**18 Bernice Street, Unit #101, 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 **06-8-2020**

Signed: **Christie Malvin**

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**  
**06-16-2020**

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

## **ABANDONMENT OF FICTITIOUS BUSINESS NAME**

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

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

1.) **The People Change Group**  
Located at **15 Rico Way, #2, San Francisco, CA 94123**  
This fictitious business name was filed in the County of San Francisco on **06-10-2016** under file **2016 0371355-00**

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

Full Name of Registrant #1  
**Lisa Marie Felice**  
**15 Rico Way, #2**  
**San Francisco, CA 94123**

This business was conducted by a **AN INDIVIDUAL**

Signed: **Lisa Marie Felice**

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

Filed: **Melvin Galvez**  
**Deputy County Clerk**  
**07/13/2020**

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# Tips for Effectively Managing Subcontractors on the Construction Site

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make sure all subs know how you want the job-site run and the standard of quality you require. Don't just assume subcontractors know exactly what to do. If they cause problems, they can expose you to legal and operational issues that could cost you dearly.

Use written contracts so the documents are binding and enforce accountability.

Have a statement of work that specifies:

- Each party's responsibilities and authority
- Detail of deliverables
- Quality standards and acceptance-of-work processes
- Constraints on the sub
- Definitions of services
- Terms and conditions for all parties

Talk to your legal counsel to see if anything else needs to be included for your specific project.

You also want your customer to understand who the subcontractors are and the roles they play. Make it clear that you are the point of contact for the project.

As far as the subcontractor is concerned, you are the sub's client and you should be treated as such.

Detail, in writing, the job the sub has been hired to do and the support efforts you will provide. If the sub will be supervising other workers, make sure that is part of the contract as well. Let the sub know how to handle client-driven changes and unforeseen problems.

Once the contract is written, you and the sub should review and sign it annually.

### Plan, plan, plan

First of all, a well-prepared jobsite will help get the most out of your subcontractors. Make sure you walk the site before work begins so everyone is familiar with the area.

Include the subcontractors in:

- Safety talks

- Workflow planning
- Material deliveries
- Anything else impacting the sub's work.

### Scheduling

Everyone needs to understand how they fit into the whole project. This is an area where a good software solution can ease the pain.

Create a project plan that includes a specified scope which is then backed up by an appropriate schedule. The schedule should include restraints such as due dates for deliverables. It should also show contractual and other milestones so you can account for progress.

Larger construction projects may require supplemental schedules keeping all dependencies visible and to provide more documentation on how critical parts of the project will get done. A signed work authorization can help you keep track of when and where a sub works on a given day. It also helps ensure previous work has been completed to the required standards.

### Supplemental schedules include:

- The assigned cost account
- What budget it's paid from
- All scheduling constraints
- All deliverables for that stage of the project
- The responsible manager's name
- The names of reviewers
- The names of those who accept deliverables

### Team building

Team building is another way to keep everyone on the same page and feeling like part of a single crew. Start with an icebreaker so everyone gets to know one another. Then have them work on brief exercises to get them used to working together.

Don't let this disrupt any schedules. If needed, you can hire someone specialized in team building to give you a hand.

### Customer service training

Don't assume subcontractors know how to

handle customers in a way that reflects well on your company. Subs appear to everyone else as though they are your employees. What they do matters to your reputation.

Good customer service also includes clean up, site protection, and a record of the schedule so make sure that happens as well.

### Communicate early and often

You need to identify a single point of contact (such as yourself) for each subcontractor and offer all the information they need in order for them to fulfill their contract. Subs need to communicate with other subs as well; help them get together on communicating progress and needs.

Establish and include communication channels as part of any supplemental schedule and publish a current project contact sheet for each sub involved.

At the start explain the project in detail, obtaining feedback as you go. Open communication keeps the project organized. Make it your business to know your subs other projects to keep things coordinated and ensure availability. Have frequent meetings to review upcoming work and to keep the focus on the interdependency needed for the project.

### Establish progress reporting

You can use an informal poll of each subcontractor to note into the daily logs. However, you must also establish a formal reporting structure including weekly meetings with each sub that drills down to the cost account level.

### Include:

- Progress made against authorized work
- Milestones achieved
- Accounting of costs billed
- Estimate of time remaining
- List of unplanned work and time spent
- Descriptions of any problems

You or your project manager (PM) can then use the information to compile monthly reports that are itemized down to the work breakdown structure level.

### At each meeting:

- Ask about potential issues
- Give feedback on work
- Include client evaluation

Deal with problems immediately; don't let them grow or fester.

Put explanations in writing and be specific about what the subcontractor must do to get back on schedule. You may need to spell out intermediate milestones for daily work and reporting. Emphasize the consequences if goals are not met. Once everything is communicated, solicit agreement and a signature from the subcontractor in question.

Finally, meet at the end of each job to provide constructive feedback and adjust processes as necessary.

### Show the money

Always make sure your subs are paid on time, even if your customer is late paying you. There is no better way to instill the loyalty of good subcontractors. Include enough so they can both complete work and manage their job.

A typical contract will specify partial payment at 30 and 60 days into the project, depending on its length. Review the hours the subcontractor reports and be available to answer questions and help with problems.

Pay is another area where a good software application can help immensely. Not only will it help you with tax withholding and reporting, you can use it as a record of payment and link it to procurement accounts and other databases to get a complete view of cash flow.

Qualify, set expectations, plan, communicate early and often, and pay on time.

Take care of these five areas and you should have smooth sailing ahead.

### SOURCE:

[www.whirlwindsteel.com/blog/bid/407756/tips-for-effectively-managing-subcontractors-on-the-construction-site](http://www.whirlwindsteel.com/blog/bid/407756/tips-for-effectively-managing-subcontractors-on-the-construction-site)

# 10 Small Business Grants for Minorities in 2020

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### Minority business grants

We've compiled 10 minority small business grants. The application process for each grant is unique and often takes significant time and effort. Carefully review the application guidelines of each grant program to improve your chances of being selected for funding.

#### 1. Grants.gov

Grants.gov is a running list of more than 1,000 available government grants, including minority business grants. The website compiles grants from more than two dozen government agencies, such as the U.S. Small Business Administration (SBA), the U.S. Department of Agriculture (USDA), and the U.S. Department of Commerce.

To find a grant that's right for your business,

use the Search Grants tool on the website to sort through the list of grants by keyword or opportunity number. Once you have located the grant you wish to apply for, click the hyperlinked opportunity number for more detail. There, you will find more information about the specific grant as well as any associated documentation you might need.

To apply for a grant through Grants.gov, you must first register. Then, you will be able to download an application package for the grant you are interested in obtaining. It's important that you are prepared for a lengthy and specific process. For more information, review our guide on how to apply for a government grant successfully.

#### 2. The Minority Business Development Agency

The Minority Business Development Agency (MBDA), operated by the U.S. Department of Commerce, is dedicated to helping minority-owned businesses access the resources they need

to grow and succeed.

Grant competitions are regularly changing; visit the MBDA's website for information on the current opportunities. At the time of this writing, the MBDA recently closed the application process for three grant competitions for 2020: the Entrepreneurship Education Program for Formerly Incarcerated Persons Grant; the Enterprising Women of Color Grant; and the Minority Business Enterprise Inner City Innovation Hub Grant.

#### 3. The Verizon Small Business Recovery Fund

The Verizon Small Business Recovery Fund, established in response to the COVID-19 pandemic, offers \$10,000 to successful applicants. The fund is specifically focused on providing grants to business owners of color, women-owned businesses and other underrepresented entrepreneurs.

#### 4. The Native American Business Development Institute (NABDI) Grant

The NABDI Grant, funded by the U.S. Department of the Interior's Bureau of Indian Affairs, provides funding to business owners of Native American or Alaskan Native descent. In 2019, the program provided more than \$727,000 to 21 indigenous tribes to support economic feasibility studies for specific economic development projects or business startups.

#### 5. The National Minority Supplier Development Council's Business Consortium Fund

The National Minority Supplier Development Council (NMSDC) provides a grant program known as the Business Consortium Fund, which is intended to support certified minority-owned businesses.

### Visit link for the full article:

[www.business.com/articles/small-business-grants-for-minorities/](http://www.business.com/articles/small-business-grants-for-minorities/)

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