

SMALL BUSINESS EXCHANGE

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COVID-19

California needs a public bank to help economy recover from COVID-19

[Article was originally posted on www.calmatters.org]

By Miguel Santiago, CalMatters,

The data is in: We now know for certain who really benefited from federal efforts intended for small business recovery. The biggest banks made billions of dollars in fees from the Paycheck Protection Program.

Wall Street private equity firms – “vulture capitalists” who deliver no real value to working people – received millions in PPP funding, despite being barred from accessing the program. Meanwhile, the small businesses in California that need the money most struggled to access the program and now many face permanent closure.

California’s 482 cities are predicting a collective loss exceeding \$6 billion over the next two years due to the pandemic, prompting layoffs and furloughs for public workers, which will further compound economic losses and cuts to basic services such as sanitation, public safety and housing.

And the federal PPP rollout has only exacerbated racial inequality. Nationally, an estimated 41% of Black-owned small businesses closed between February and April, compared to 17% of white-owned small businesses. By relying on national banks with a track record of discrimination against Black and Brown borrowers, the PPP led to vast disparity between white and minority business owners receiving PPP loans. As a result, only 2% of PPP loans went to Black-owned small businesses and only 6% went to Latinx small businesses.

What if there was a better way out of this economic mess?

Assembly Bill 310, the Bank on California Act, is a bold plan to save California’s local communities. By establishing a public bank, it will pro-

Continued on page 2

Level the Jobsite: Why We Need More Women in Construction

[Article was originally posted on Autodesk Construction Cloud Blog. <https://construction.autodesk.com/>]

By Grace Ellis,

How Women in Construction Positively Impact Profits and Collaboration

The construction workforce is evolving in many positive ways, especially as it actively embraces diversity and technology. Nevertheless, it remains one of the most male-dominated industries in the world. Out of the over 10 million construction workers in the US, just over one million are female. Even more unbalanced is when you look at the percentage of females in the construction trades; 3.4%.

In the trades, there is approximately one woman to every 20 men.

So, why the lack of women in construction? Undeniably, a career in construction offers plenty of opportunities and benefits. Still, there’s a long road ahead to balance the male to female ratio. While it’s easy to blame factors like lack of sufficient education and promotion from apprenticeship programs and universities to encourage women to enter the field, there’s not just one thing that contributes to the lack of females in the profession. Recruitment bias, company cultures where proactive conversations around harassment are not had, and even reasons as simple as tools and gear not made for women in mind, also all play a critical role in why more women aren’t considering building as a career. Nonetheless, if it takes a village to build up anything meaningful, likewise, it will take a comprehensive commitment from individuals, companies, non-profits, schools, and governments to truly balance the construction workforce for the better.

In addition to supporting gender equality from a human rights and diversity inclusion perspective, attracting and retaining more women



“The most important thing companies can do is to create and provide a culture that is positive, supportive, and encourages personal and company-wide success. Companies have to set and actively enforce a culture that encourages all employees to treat each other with care and respect and to support one another in a positive, constructive manner every single day. Once that culture is in place, a lot of the traditional beliefs and stereotypes commonly associated with the industry goes away.”

- Syn Dee Chua, Assistant Project Manager, George J. Igel & Co., Inc.

in the construction workforce has major economic benefits. Numerous studies have come to a similar conclusion: gender diversity is good for business. In fact, according to the Peterson Institute, companies who were in the top 25% in gender diversity of their workforce were 46% more likely to outperform their industry average. In another survey from Credit Suisse, companies produced 10% higher cash flow returns, when women make up half of the senior managers.

Women in Construction: A Global Problem

Only 9.9% of women comprise the construction workforce in the US, and it is far from an individual country issue. In the UK, women only represent approximately 12.8% of the country’s construction workforce. In Canada, fewer women are even beginning their careers in construction—only 11% of women composing new apprenticeship training registrants in

inter-provincially recognized Red Seal skilled trades. In Australia, since 12% of the construction workforce are women and leave the trade 39% faster than men, Sydney Morning Herald has cited it as “the last frontier for women at work.”

In some countries, the construction workforce gender balance is more equal. Nonetheless, other serious inequalities have not been addressed. For instance, in Cambodia, one in three construction workers are female. Despite doing the same hard work, these women are often paid around half of what their male counterparts make.

The Gender Pay Gap in Construction: A Deceptive Number

While the 99.1% US gender pay gap in construction is narrower than the nationwide

Continued on page 11

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COVID-19

California needs a public bank to help economy recover from COVID-19

■ Continued from page 1

provide immediate economic recovery loans to small businesses and local governments while providing long-term stability for state finances. The bill will do this through a proven public banking model used around the world while cutting enormous Wall Street banking interest and fees.

By unlocking just 10% of the Pooled Money Investment Account, money that would otherwise be invested in big out-of-state corporations, AB 310 releases a deluge of recovery investments into our state economy. And it does this while preserving the state's need for safety and liquidity.

AB 310 invests in an existing state finance authority which was created to support California's small businesses and cities. That authority, the Infrastructure Bank, or IBank, is a well-rated agency that already supports small businesses. AB 310 expands the IBank's capacity and activity, while protecting the state's investment and generating comparable returns AB 310 converts the IBank into a state public bank, enabling it to access the Federal Reserve's cheap credit, which will help to finance our longer-term economic recovery and place us on a solid financial footing for the next generation.

It's time our state stops feeding the coffers of Wall Street and begins to use our taxpayer funds for vital economic programs.

North Dakota's public bank shows us what this kind of investment model can do during disasters. It is no accident that North Dakota secured more PPP funds than any other state by workforce numbers. While North Dakota was first on the list, California was 13th. The difference is explained by the state public Bank of North Dakota, which quickly launched an emergency COVID relief loan program for small businesses to layer on top of the PPP.

AB 310 provides a similar response: A rapid rollout of a statewide bridge loan for local governments and a separate recovery loan for small businesses, 100% backed by the IBank. By targeting these loans to disadvantaged borrowers in rural communities and communities of color, AB 310 advances a just recovery.

SOURCE:

<https://calmatters.org/commentary/my-turn/2020/07/california-needs-a-public-bank-to-help-economy-recover-from-covid-19/>



Business Toolkit

How to Win More Construction Bids with Fewer Proposals

[Article was originally posted on blog.plangrid.com]

By Lynn Langmade,

It's generally accepted within the construction industry that the best way to submit a construction bid is to develop the most accurate cost estimate and then deliver the lowest possible bid based upon that cost estimate. But in the competitive environment, general contractors win only 1 out of 6 bids and subcontractors only 1 out of 7 bids using this tried-and-true method. For some contractors, bid win rate is as low as 1 out of every 35. Wow. No wonder construction professionals often claim they can't win bids in such a competitive environment, grumble that they're tired of cutting bids to beat the competition, or worry they simply can't make enough money to survive.

But what if you could actually start winning more construction bids by submitting fewer proposals? In an extremely competitive environment like construction, you need to do more

than just submit the lowest bid. You need to go further: you need to start bidding competitively. While people often assume that a competitive bid is always the lowest bid, this isn't always the case. The fundamental insight is this — to bid more competitively, you'll need more than a low bid or a typical strategy, which includes accurately estimating costs and improving your speed and accuracy.

You'll need to hack the bidding process. With this in mind, I've highlighted 4 key hacks to help you win construction bids quickly.

#1 Be More Productive

Let's face it, the more productive your team is, the larger your profit margin. After losing a highly competitive bidding process, many contractors will assume they lost the bid because other contractors were bidding "below cost." But were they? The fact remains that at least 40% of companies don't understand or track their costs, and if you're losing more construction bids than you're winning, you should ask

yourself if you truly understand the costs of executing a project. More importantly, you should ask yourself if you could execute your projects more cost-effectively.

Many construction experts will rightly recommend that you focus on your estimating process rather than on costs. But the best way to bid more competitively is not just to track costs so you can provide more accurate estimates — it's to improve your overall productivity. By improving your construction productivity, you'll reduce your costs so you can bid more competitively.

As I've discussed in a previous post, improving your productivity doesn't have to be a herculean task. In fact, there are many easy ways to quickly increase construction productivity, from adopting construction productivity software to improving safety training. By making even small improvements to your productivity on the job site, you can expect to experience significant cost and time savings. One expert suggests that by lowering your costs by 1%, you could "reduce the number of bids that you generate in

a year by 10% and still make your volume and margin goals." In this way, by making small improvements to your productivity, you'll be able to win more construction bids with fewer proposals.

#2 Be There First

One of the easiest ways you can win more bids (and one of the most underrated hacks) is to preempt the competition. That's right, you need to be there before your competition. It's difficult to win a bid against 10 or 30 competitors, but what about 3? The more bids an owner or general contractor receives, the greater likelihood you'll lose the bid. It's hard to believe, but winning a bid doesn't mean you have to be a math wiz. By using construction bidding marketplaces and networks to find jobs and projects before your competition becomes aware of them, you can be there first and increase the probability that you'll win the bid. These online tools will not only help you find new jobs to bid on, but will also allow you to create a company profile

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Access to Capital

Ready to Grow Your Business?

What's the Best Type of Small Business Funding For Your Business?

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

By Susan Guillory,

Opportunities for growth arise, equipment breaks, inventory goes on sale, business slows, and operational expenses grow. Sometimes, all of those things happen at once in a small business. Regardless of what circumstance matches your experience, chances are you'll need working capital to take care of it.

While the ideal solution may be to tap into reserve funds to manage costs, that's not always possible. For many small businesses, money is tight once those expenses and payroll are covered, and there's not a lot left over for unexpected expenses.

If you're thinking about or in the process of securing small business funding, there are numerous options to consider, including small business loans, lines of credit, and business credit cards. Selecting the right funding will require you to take into consideration each option and decide which best meets your financial needs and credit profile, among other things.

Small Business Funding Options

Not sure where to start? Here are a few of the most common funding types for small businesses:

Term Loans

A term loan is what most people think about when they hear the word "loan." When you take out a

term loan, you receive a lump sum of money, which you're obligated to repay within a certain amount of time, or the term.

Term small business loans come in a wide range of amounts and repayment terms. For instance, short-term loans are typically repaid within six to twelve months, while long-term loans may have repayment terms as long as ten or twenty years.

Both traditional lenders (like banks and credit unions) and alternative lenders (like peer-to-peer lending or online lenders) offer term loans to businesses. Rates, repayment terms, and fees (e.g., origination, application, etc.) will vary from lender to lender. However, most lenders will base each of

those factors on a number of variables like your credit score, loan amount, and annual revenue.

That doesn't suggest that you necessarily need to have good or excellent credit to secure a term loan. There are term loans designed to accommodate borrowers with poor credit, though many of these will be secured loans. In that case, the lender requires you to put up collateral (e.g., real estate property, equipment, automobiles) that can be seized to cover the balance in the event you fail to pay off the loan. And certain types of term loans can help you build business credit.

■ Continued on page 5

California Sub-Bid Request Ads



CSU The California State University

SWINERTON

**INVITATION FOR PREQUALIFICATION
TASK ORDER CONSTRUCTION AGREEMENT FOR MULTIPLE PROJECTS - TOCA 007
CSU Long Beach Campus 1250 Bellflower Blvd., Long Beach, CA 90840**

DUE DATE FOR PREQUALIFICATIONS:

Requesting completed prequalification forms from Subcontractors, with and without design capabilities, by August 14, 2020 deadline.

OUTREACH GOALS: 6% DVBE Requirement, 5% SBE Goal

Manufacturers and Integrators of Battery Energy Storage Systems

PROJECT INFORMATION AND DESCRIPTION:

\$30 MILLION DOLLARS' WORTH OF POTENTIAL PROJECTS:

LA-1 Renovation	Renovate office space, classrooms space, and associated MEP (Approx. 9,200 SF). Replace exterior windows and paint exterior.
HRL - Beachside Housing Renovation 19-20	Tenant improvements, flooring, Kitchen
HRL - Beachside Housing Infrastructure Improvements 19-20	New elevators, new fire alarm, MEP, New HVAC controls
HHW South Loop Laterals	Replacement and upgrades of heating hot water lateral lines. Including restoration of affected hardscape and landscape.
Hillside Renovation	Interior and exterior renovation of dormitory buildings. Nine building to receive new interior finishes and lighting upgrades. Exterior upgrades include painting, site work, landscaping and irrigation.
Psychology Wet Lab Renovation	Convert Existing Vivarium into Wet Labs

TRADES:

All CSI Divisions 1 thru 33 - , including but not limited to:

Demolition, Abatement, Clean-up, Surveying, Landscape & Irrigation, Concrete, Pavers, Masonry, AC Paving, Striping, Misc. Metals, Sheet Metal, Millwork, Rough Carpentry, Waterproofing, Roofing, Framing & Drywall, Doors/Frames & Hardware, Glass & Glazing, Floor Coverings, Wall Coverings, Painting, Acoustical Ceilings, Toilet Partitions, Theater Seating, Signage, Wheel Chair Lifts, Elevators, Underground Utilities, Fire Sprinkler, Plumbing, HVAC, Audio Visual, Electrical, Telecom, Fire Alarm, etc.

REQUIRED SUBMITTALS:

Swinerton Builders Prequalification
Swinerton Master Service Agreement (MSA)

Subcontractors will be scored on the following:

Swinerton Builders Prequalification, Past Projects Completed, Bond Rate, EMR, Personnel Rates, DVBE Certifications, and SBE Certifications

Interested in prequalifying, please contact Veronica Miguel at vmiguel@swinerton.com or 213.869.3400
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

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Contact Reuben Figley for project pricing at rfigley@dmfigley.com

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

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California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

**SOUTHEAST CONNECTOR JOINT POWERS
AUTHORITY SEGMENT D3
WHITE ROCK ROAD,
Federal Project No. 5288(046)**

**Disadvantaged Business Enterprise Goal
Assigned is 10%**

**OWNER: CITY OF FOLSOM
50 Natoma Street, Folsom, CA 95630**

BID DATE: AUGUST 18, 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:

AC DIKE, ASBESTOS COMPLIANCE PLAN, BLASTING, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, RUMBLE STRIP, SLURRY SEAL, STAMPED/TEXTURED PAVING, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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 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.

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

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

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

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 99-
CONSTRUCTION ON STATE HIGHWAY
IN BUTTE COUNTY ABOUT 10 MILES NORTH
OF GRIDLEY FROM 0.3 MILE SOUTH TO 0.5
MILE NORTH OF NELSON AVENUE
Contract No. 03-0F2904, Federal Aid
Project No. ACNH-P099(658)E**

**Disadvantaged Business Enterprise Goal
Assigned is 14%**

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

BID DATE: AUGUST 27, 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:

ASBESTOS COMPLIANCE PLAN, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, ROADSIDE SIGNS, ROADWAY EXCAVATION, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT BINDER.

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 ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE
Website: www.desilvagates.com
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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 20th, 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

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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.

**CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors
and Suppliers for the following
SELECT DESIGN-BUILD TRADES ONLY:**

Exterior Building Maintenance / Elevators
(Design-Assist) / Fire Sprinkler / Solar Hot Water,
Photovoltaic / Plumbing / HVAC / Electrical

**4TH & FOLSOM - EARLY TRADES
4th & Folsom Street, San Francisco CA**

This is a CMD project with construction
workforce and prevailing wage requirements.

BID DATE: 9/8/20 @ 2 PM

BID DOCUMENTS: Please contact Colby for
access to documents on BuildingConnected.

CONTACT: Colby Smith at
estimating@cahill-sf.com, (415) 677-0611.



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

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprises (DBE) subcontractors, suppliers, and truckers for the following project:

**SOUTHERN HEIGHTS BOULEVARD
BRIDGE REPLACEMENT PROJECT
City of San Rafael #11282**

Federal Project No. BRLO 5043 (038)

Bids: September 1, 2020 @ 10:30 am

SUBCONTRACTING GOAL - DBE - 15%

The work consists but not limited to the following: CLEARING & GRUBBING; DEMOLITION; PEDESTRIAN ACCESS; TIMBER DECK; CONCRETE FOOTING; REBAR; BRIDGE REMOVAL; IRRIGATION SYSTEM; WATER STORAGE TANK; SLOPE RESTORATION; HYDROSEED; TREES (36" BOX); RIP RAP ROCKS; BRIDGE LIGHTING SYSTEM; FENCE; SIGNS; GRAVITY BLOCK RETAINING WALL; METAL BRIDGE; STRUCTURAL CONCRETE (POLYMER FIBER); 24" & 36" CIDH CONCRETE PILING; CELLULAR CONC.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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

We are an Equal Opportunity Employer



**INVITATION TO PREQUALIFY FOR
County Building 14**

DUE DATE FOR PREQUALIFICATIONS

Requesting completed prequalification forms from
Subcontractors by

Friday, August 21st, 2020 2:00PM PST

Approved Subcontractors will be notified by
Thursday, September 10th, 2020

DUE DATE FOR BIDS

Package 3B Bids Due: Friday, October 2nd, 2020
3:00PM PST

PROJECT INFORMATION AND DESCRIPTION:

New 230,000 sf LEED silver, 6 story mid-rise office
building, over two levels of subterranean parking

located at 645 N. Ross St. Santa Ana, CA.

Owner: County of Orange

Agent for Owner: Griffin Structures, Inc.

PACKAGE 3A TRADES:

Lump Sum Bid: Landscaping; Asphalt Paving;
Pavement Markings; Window Treatments; Fixed
Audience Seating; Wheelchair Lift.

REQUIRED SUBMITTALS:

1. Swinerton Prequalification
2. Project-Specific Prequalification Packet
(Provided upon request to our office)

***All subcontractors must be pre-qualified to bid
on this project.**

If interested in prequalifying, please contact
Casey Garrison at cgarrison@swinerton.com
949.405.5410 for the prequalification forms.

**Do NOT contact the County of Orange, Architect
or any of the project Consultants. All queries of any
nature should be directed to Swinerton Builders.**

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California Sub-Bid Request Ads



10704 Shoemaker Ave., Santa Fe Springs, CA 90670
Tel: (562) 946-1816 • Fax: (562) 946-3823
Contact: Jimmy Huynh • Email: jimmy.huynh@kiewit.com

Owner: County of Los Angeles Public Works, Construction Division
Project Name: Los Altos Pumping Plant Mechanical and Electrical Rehabilitation; Project ID No. FCC0001334
Location: 911 North Studebaker Road, Long Beach, CA 90815
Bid Date: September 8, 2020 at 11:00a.m.
Request for CBE, DBE, MBE, WBE, DVBE sub-quotes

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from qualified Community Business Enterprise (CBE) firms, including Disadvantaged Business Enterprises (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Disabled Veteran Business Enterprise (DVBE) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. CBEs must provide evidence of certification as a Community Business Enterprise by the County of Los Angeles Public Works.

The **Los Altos Pumping Plant Mechanical and Electrical Rehabilitation Project** replaces the main pumps, sump pump, electric motors, discharge pipes, and flap gates and install a catwalk platform and new light fixtures.

Kiewit is requesting quotes for various areas of work listed in, but not limited to, the scopes of work below:

Trash services, lead abatement, demolition, dewatering, axial pumps, ready mix supply, concrete reinforcing installation, concrete pumping, metals, stainless steel pipe, painting and coating and electrical work

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

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

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

REQUEST FOR SUB-QUOTES FROM CERTIFIED DISADVANTAGED BUSINESS ENTERPRISES,
ALL OTHER SUBCONTRACTORS AND SUPPLIERS FOR:

Golden State Bridge, Inc./Obayashi JV
Yerba Buena Island West-Side Bridge Structures Project
At Treasure Island Road Between I-80 and South of Macalla Road
Subcontractor Proposals Due: Monday, August 31, 2020 at 3:00pm

Quotes needed, but not limited to: Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Temporary Traffic Stripe (Paint), Plastic Traffic Drums, Temporary Pavement Marker, Portable Changeable Message Sign, Temporary Railing (Type K), Temporary Alt Crash Cushion, Prepare Water Pollution Control Program, Move-In/Move-Out (Temporary Erosion Control), Temporary Hydraulic Mulch, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Temporary Reinforced Silt Fence and Construction Entrance, Street Sweeping, Temporary Concrete Washout, Remove Yellow Thermoplastic Traffic Stripe (Hazardous Waste), Treated Wood Waste, Contractor-Supplied Biologist, Vibration Monitoring, Clearing and Grubbing, Roadway Excavation, Structure Excavation and Backfill, Lightweight Backfill Material, Subgrade Enhancement Geotextile, Concrete Backfill, Lean Concrete Backfill, Move-In/Move-Out (Erosion Control), Erosion Control, Hydromulch, Fiber Rolls, Straw, Hydroseed, Compost, Permanent Erosion Control Establishment Work, Concrete Base, Slurry Seal, Hot Mix Asphalt (Type A), Cold Plane Asphalt Concrete Pavement, Ground Anchor, Soil Nail, Steel Soldier Pile, 24" and 30" Drilled Hole, Permanent Steel Casing, Cast-In-Drilled-Hole Concrete Piling, Structural Concrete, Minor Concrete, Architectural Treatment, Drill and Bond Dowel, Joint Seal, Rebar, Structural Shotcrete, Structural Steel, Furnish & Install Sign Structure, Timber Lagging, Clean and Paint Structural Steel, Spot Blast Clean, Bridge Removal (Portion), Remove Retaining Wall, Cap Beam, Crib Wall, Retaining Wall, Tree and Structure, Composite Column Casings, Plastic Pipe, Imported Biofiltration Soil, 6" Perforated Plastic Pipe Underdrain, Class 3 Permeable Material, Geomembrane, Drainage Inlet Marker, Grated Line Drain, Alternative Flared End Section, Trash Capture Device, Inlet Depression, Abandon Culvert, Remove Culvert, Inlet And Manhole, Cleanout, Rock Slope Protection, Minor Concrete, Remove Concrete Curb, Misc Iron and Steel, City Manhole, Misc Metal, Bridge Deck Drainage System, Joint Utility Trench, Lighting, Tunnel Lighting, Electronic Toll Systems, Survey Monument, Relocate Caltrans Controller Box, Remove Conduit and Cable, Utility Box (AT&T), Chain Link Fence, Remove Pavement Marker, Delineator, Guard Railing Delineator, Pavement Marker, Object Marker, Remove Roadside Sign, Install Sign Panel On Existing Frame, Remove Roadside Sign And Sign Panel, Furnish Laminated Sign Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign), Roadside Sign - One Post, Install Sign and Sign Panel On Existing Frame, Midwest Guardrail System, Vegetation Control (Minor Concrete), Tubular Bicycle Railing, Cable Railing, Transitional Railing, Alt Inline Terminal System, Crash Cushion, Concrete Barrier, Remove and Reconstruct Barrier and Railing, Remove Guardrail, Thermoplastic Traffic Stripe, Remove Thermoplastic Traffic Stripe and Pavement Marking, Contrast Stripe Paint, Temp Lighting Systems, Remove Electrolier and Lighting Systems.

ALL ITEMS CAN BE BID IN FULL OR PARTIAL QUANTITIES

Plans & Specs can be obtained by emailing your request to Miquela Fox at mfox@gsbridge.com.

Bonding and Insurance Assistance is available.

Golden State Bridge, Inc./Obayashi JV
3701 Mallard Drive, Benicia, CA 94510
Phone: (925) 372-8000 Fax (925) 372-8001

PLEASE SEND YOUR QUOTE VIA EMAIL TO YBI.Estimating@Obayashi-usa.com

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Invitation to Bid for General Contracting Services

Tri-Valley Haven (TVH) is a service agency that provides emergency shelter and resources for adults and children who have experienced domestic violence, sexual assault, or homelessness. Through this Invitation to Bid, TVH is seeking general contracting services for three of their facilities.

The **Community Building** that serves as the administrative offices for Tri-Valley Haven is a 5,042 square foot facility built in 1997. **Sojourner House** is a 3,000 square foot, 1-story, single-family residence built in 1967 that contains 4-bedrooms and administrative offices. **Shiloh**, the second facility, consists of two single-family buildings totaling approximately 7,500 sq. ft. The scope of work for these three facilities include a variety of exterior and interior improvements.

The bid package containing the drawings and project manual are available on PlanWell and accessible at the link below. **Bids will be due September 10, 2020 at 3 pm.** To access the bid documents take the following these steps:

- Step 1: Got to: <https://www.e-arc.com/location/san-ramon/>
- Step 2: Go to Planrooms and click on "Order from PlanWell"
- Step 3: On the left hand of the page go to Public PlanRoom and hit "Go." This will take you to all of the public projects that are out for bid.
- Step 4: Locate the "Tri-Valley Haven Facilities Rehab Project"
- Step 5: Order Plans and Project Manual

For questions or clarifications regarding this Invitation to Bid please contact **Kenneth Jones at 925-207-3830 or via email at kjones@landisdevelopment.com**. Inquiries regarding the scope, architectural drawings, or project manual should be directed to the Architect, Michael Fowler at Walovich Architect at mfowler@walovich.com.

REQUEST FOR CERTIFIED D/S/W/MBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

**Corte Madera 4-Acre Tidal Marsh
Restoration Project**
**Golden Gate Bridge, Highway &
Transportation District**
Contract No.2020-F-035, EE: \$1,500,000
Town of Corte Madera, Marin County, CA
Bid Date: August 25, 2020 @ 2:00 PM
SBE Goal: 3.8%

Work types requested, but are not limited to, the following:

Water and Sewer Line and Related Structures Construction (Irrigation) (237110); All Other Specialty Trade Contractors (Fencing) (238990); Other Concrete Product Manufacturing (Benches) (327390); Other Metal Container Manufacturing (Trash Receptacles) (332439); Sign Manufacturing (339950); Specialized Freight (except Used Goods) Trucking, Local (484220); Engineering Services (SWPPP Preparation) (541330); Surveying and Mapping (except Geophysical Services) (541370); and Landscaping Services (561730).

Plans and Specifications are available for review at our office, or can be downloaded from <https://ggbhtd.bonfirehub.com/portal/?tab=openOpportunities>

Call Serina Sirna for information on the project, submitting a quote, assistance in obtaining bonds, line of credit, insurance, scheduling accommodations, equipment, supplies, materials and related assistance or services.

Gordon N. Ball, Inc.

Attn: Serina Sirna
333 Camille Ave., Alamo, CA 94507
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com
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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 sub-contract 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**

Best Type of Small Business Funding For Your Business?

Continued from page 3

Though there are many types of small business loans, many with their own set of requirements and restrictions, they are typically considered to be quite flexible and can help you manage a variety of business costs. This includes things like inventory or equipment purchases, payroll, debt consolidation, or simply a working capital boost.

SBA Loans

Small Business Administration (SBA) loans, which can be approved for up to \$5 million, are guaranteed by the United States SBA and originated by approved lenders. Unlike bank loans, SBA loans are federally backed, so they often have lower rates and more flexible terms, making them a prime solution for eligible small businesses.

Visit link for the full article: <https://www.nav.com/blog/small-business-funding-79828/>

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California Sub-Bid Request Ads



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

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

Fax your bid to (925) 803-4334 to the attention of Estimator Christopher Pieri or email 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

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). 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.

TMM Enterprises Group, Inc
is seeking qualified DBE Suppliers for
IFB Number: 131582R1
**12-INCH & 30-INCH DISMANTLING
JOINTS FOR CORONADO TRUNK LINE**
Owner: Los Angeles Water & Power
BID DATE: 08/24/2020 @ 2:00 PM

Seeking:
Manufacturers of dismantling joints.
Pipe and Valve distribution.

TMM Enterprises Group, Inc
Contact: Terrence Payne
5042 Wilshire Blvd #517
Los Angeles, CA 90036
Phone: 323-376-0162
Email: info@tmminfo.biz

TMM Enterprises Group, Inc will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit.



Project Name: Mission Rock Buildings B & G
Location: San Francisco, California
Bid Date: September 10, 2020 @ 5pm
Pre-Bid Call: August 17 via Webex,
RSVP with James Dees at 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. **80% CD Bid Packages for Parcel A, Buildings B & G:**

- Metal Decking - steel decking (and associated closures / trim scope) for 13-story steel framed building and 8-story steel framed building
- Fireproofing - spray-applied fireproofing (and minor intumescent scope) for 13-story steel framed building and 8-story steel framed building
- Painting - interior and (minor) exterior painting for 13-story warm shell commercial building and 8-story warm shell commercial building
- Drywall - framing and drywall scope for 13-story warm shell commercial building and 8-story warm shell commercial building. Scope to include: all interior and exterior gauge framing (exterior scope to support some L1 façade elements), drywall, acoustic and thermal insulation in walls, firestopping, and slab edge firesafing.
- Underground Waterproofing - waterproofing membrane for structural slab on grade and subgrade walls. Alternate bid scope to include above-grade terrace waterproofing and roofing.
- Metal Guard Rails - exterior steel guardrails at roof terraces of 13-story building.
- BMU - Rooftop window washing crane and associated accessory work for 13-story office building.

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
Chad Herrera (herrera@hdcco.com)
to access project via Building Connected.



Plant Construction Company, L.P.
300 Newhall Street, San Francisco, CA 94124
Requesting Sub-Quotes From Qualified SBE Subcontractors
TREASURE ISLAND INTERIM GAS MAIN
PROJECT NO. 2020086

Plant Construction seeks CMD certified SBE contractors to bid on the Site Utilities scope for Treasure Island, scope includes underground gas main.

Trade Contractors who are evaluated and deemed pre-qualified to perform the work will be eligible to submit a bid. For Pre-qualifications package send email to sabrinas@plantco.com.

Bids are due by 12:00 p.m. August 18, 2020
To the Building Connected link below.

Contact Anthony Bellanti at Plant Construction Company, L.P. at anthonyb@plantco.com if you need additional information.

For the bid documents
PLEASE VISIT OUR WEBSITE AT: <https://app.buildingconnected.com/public/5627f791eb187c0700da7194>

REQUESTING SUB-BIDS

From All Qualified Small Businesses (SBE, WBE, VOSB, SDVOSB and HubZone) Subcontractors/Sub-consultants/Suppliers/Vendors registered as a small business for:

N62473-16-D-1852 PTO X010
DB Norco Water System Improvements at
Naval Weapons Station Seal Beach Detachment Norco, Norco California
Owner: NAVFAC Southwest

Reyes Construction is requesting quotes from **Subcontractors for:**
Landscape, asphalt Paving, Trucking, Surveying & Quality Control.
Suppliers for: PVC Pipe & Fittings, Ready Mix Concrete, Aggregates, BMPs & Waterworks Material.

Please submit quotes by: August 14th, 2020 at 1:00PM

REYES CONSTRUCTION, INC.

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

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be obtained via:

iSqFt - send your requests to estimating@reyesconstruction.com

Sharefile- send your request to estimating@reyesconstruction.com

Please fax quotes to: 909.622.3053

REQUESTING SUB BIDS FOR ALL TRADES INCLUDING QUALIFIED SBE & DVBE
SUBCONTRACTORS & SUPPLIERS ON THE FOLLOWING PROJECT

LAUSD Belvedere Middle School
Comprehensive Modernization Project
Los Angeles, California

Bid due dates will vary, inquire for details



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18850 Von Karman Avenue, Suite 100, Irvine, CA
(949) 852-0111 • (949) 852-0218 (FAX)
Michelle Keyser, mkeyser@henselphelps.com

Subcontracts awarded on this project will be on the Hensel Phelps Construction Co. standard form subcontract and may include a requirement to provide payment & performance bonds from a T-Listed surety at the subcontractor's expense. HPCC will assist in obtaining bonds, lines of credit or insurances required.

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:

Russian River County Sanitation District Treatment Plant -
Seismic Retrofit of Secondary Clarifiers
Engineer's Estimate: \$2,200,000 - \$2,600,000
Bid Date & Time: September 1, 2020 at 2:00 P.M.
Project Location: Guerneville, CA

WW has identified the following potential contracting opportunities for qualified subcontractors and suppliers on this project:

Demolition, Hazardous Material Abatement, Concrete, Metal Fabrications, Painting & Coating, Electrical & Instrumentation, Pipe, Fittings & Valves.

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, Phone: (707) 540-9640, Fax: (707) 540-9641

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

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

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



Community Outreach

Equitable Building Electrification: Energizing Community Needs

[Article was originally posted on <https://greenlining.org>]

By Carmelita Miller,

Building electrification is coming. As nations around the world grapple with climate change and carbon emission reductions, we see increasing recognition from governments and communities alike that the buildings where we live, work, and play represent a major part of the problem—and, therefore, the potential solution. Many localities are already taking steps to encourage switching from gas to clean, efficient, electric appliances for heating and cooking, particularly in new construction.

Transitioning from gas appliances and systems to electric options signals a significant change for the entire buildings sector. It's critical that we get this right, because ultimately this will affect all communities and all types of facilities, from single-family homes to large apartment and office complexes, factories, hospitals, campuses and more. Facilities managers need to understand the ramifications of this transition and can play an important role in helping to guide it in a way that benefits all.

The Greenlining Institute examined the issues around electrification for our recent report, *Equitable Building Electrification: A Framework for Powering Resilient Communities*. We found that in California, where we're based the gas used in our buildings produces about one quarter of the state's total CO2 emissions. As a result, over 50 U.S. localities from Maine to Seattle have either adopted or begun considering measures to spur a switch from gas to electricity, and that number continues to grow. According to the Carbon Neutral Cities Alliance, New York City has identified 175,000 buildings as prime candidates to switch to electric heating, and is working with its electric and gas utility, Consolidated Edison, along with the New York State Energy Research and Development Authority and Mitsubishi Electric to start making it happen.

Although the U.S. has withdrawn from the Paris Agreement, other governments continue to set ambitious climate and CO2 reduction goals: For instance, the World Resources Institute reports that 46 countries around the globe have already offered specific policies to decarbonize buildings. Meanwhile, California is aiming for an entirely carbon neutral economy, and has committed to a completely carbon-free electric grid by 2045, maximizing the climate gains from building electrification.

Climate and Health Benefits of Electrification

Successful reduction of carbon and air pollution requires shifting towards clean electricity in businesses and homes — single-family houses and large apartment complexes alike. This shift presents the opportunity to achieve multiple objectives: cleaning the aging electric grid, increasing our buildings' energy performance, and creating policies that align carbon reduction solutions with racial equity outcomes to help the most polluted and underinvested communities.

Today's highly efficient electric heating technologies offer a cost-effective way to reduce pollution from the buildings sector. For example, using clean electricity in buildings, instead of gas, will reduce California's greenhouse gas emissions by between 31 and 73 percent, depending on the size of the solar array and climate zone.

Combining a cleaner source of electricity with energy efficient heat pump technologies can unlock further cost savings and reduced bills. Electric heat and hot water technologies can save households and commercial facilities in energy costs over the life of the equipment, if installed as part of an overall energy efficiency retrofit and consumers take advantage of policies to access off-peak energy pricing. Over the life of a major facility, this can result in significant cost savings. Forgoing the costs to build, connect, and install gas lines and infrastructure in the first place can also reduce the cost of new construction.

Moving away from gas won't just help reduce carbon emissions. It will also eliminate a major source of indoor air pollution. Burning gas releases nitrogen oxides and harmful

particulate matter. Prolonged exposure to these combustion byproducts can have serious long-term health impacts, especially for children and the elderly, such as triggering asthma attacks, decreasing overall lung function, and increasing chances of serious respiratory illness. This can be a particular concern for schools, hospitals, assisted living facilities and other facilities where vulnerable individuals may gather.

Environmental and Social Justice Communities

The transition away from gas will impact individuals and communities differently, depending on their situation. Renters, for example, will face different issues — and will tend to have less control — than homeowners or building owners. Clean energy movements of the past, including rooftop solar and energy efficiency, have primarily benefited those on the higher end of the income scale compared to those on the lower end, who face compounding barriers to access. Over time, continued reliance upon market-driven, trickle-down solutions that largely fail to deliver for underresourced communities has frayed trust between policymakers and the communities still waiting for their share of previously promised clean energy benefits.

At The Greenlining Institute, our work therefore focuses mainly on what the California Public Utilities Commission calls Environmental and Social Justice Communities. The CPUC defines ESJ communities as communities where residents are:

- predominantly people of color or living on low incomes;
- underrepresented in the policy setting or decision-making process;
- subject to disproportionate impact from one or more environmental hazards; and
- likely to experience disparate implementation of environmental regulations and socioeconomic investments.

These communities, typically composed of renters, have been mostly left out of clean energy solutions to date, despite often paying the highest prices proportionally in utility bills, transit, and overall health. To ensure that these communities actually benefit from the transition to building electrification, we must consciously design and implement electrification policies equitably.

Residents of ESJ communities face particular concerns as we transition away from gas. While affluent families can switch at their convenience from gas to electricity for heating and cooking — and indeed, some have begun to do so — ESJ communities typically don't have that luxury. Residents of these communities experience multiple and often compounding economic barriers that make electrification nearly impossible if they are expected to go it alone. In California, for example, one-third of households lack sufficient income to meet their basic costs of living. ESJ household budgets, in particular, simply cannot cover the upfront costs of new technology, equipment, and upgrades required to electrify a home.

However, ESJ communities will also be the hardest hit if they wind up as the last customers

served by the gas distribution system. With a dwindling number of customers to support an aging system, costs for individual customers, be they households or businesses, will increase. These costs will disproportionately fall on those who can least afford the risk of the significantly increased bills needed to support aging infrastructure and stranded assets.

The Equitable Building Electrification Framework

Equity begins by recognizing that not all communities have the same social and economic starting point. African Americans, Native Americans, Asian Americans and Pacific Islanders, immigrant communities of color, low-income communities and others have long suffered systemic exclusion from opportunities such as homeownership, educational attainment, high-road jobs, and the ability to live in a clean and healthy environment.

We developed the following five-step framework as a roadmap for various stakeholders. It presents a start-to-finish recipe for how the current goals of building electrification can align with producing healthy homes and safer buildings; creating high quality, local jobs that cannot be outsourced; and establishing stronger connections between everyday people and climate change policies and goals.

Step 1: Assess Community Needs. This should include understanding barriers preventing community members from electrifying their homes, residents' knowledge levels regarding building electrification, and their specific needs, wishes, and concerns.

Step 2: Establish Community-Led Decision-Making. Rich community input and engagement strengthen the overall program design quality with stronger cultural competence, ensure local buy-in and investment, and deliver tangible local benefits rooted in the lived experiences of everyday people. Partner with community-based organizations to develop a decision-making process that ensures

that decisions are based on community needs and priorities.

Step 3: Develop Metrics and a Plan for Tracking. Metrics should include both clean energy benefits like greenhouse gas reductions and community benefits such as local hires and residents' ability to pay their energy bills without sacrificing other essential expenses.

Step 4: Ensure Funding and Program Leveraging. Current low-income energy programs often fail to deliver maximum benefits to all qualifying households due to short and unpredictable funding cycles, poor program design that inadequately reaches qualifying customers, or lack of coordination and integration with complementary programs.

Step 5: Improve Outcomes. Using the tracking and metrics plan described above, ensure that there is a continuous feedback loop to improve current and future programs' reach and impact in ESJ communities. Consider adjustments to ensure the program reaches the people it seeks to reach and delivers the intended benefits.

Together we can usher in a just transition to a clean energy economy through building electrification, but this process requires deliberate and inclusive actions. This framework can be used by anyone interested in solving problems with a fresh perspective, removing barriers to participation in the clean energy economy, and bringing communities together around shared goals.

Moving Forward

The era of fossil fuels is coming to a close, as indeed it must in order to prevent climate catastrophe. The benefits of this transition can potentially extend far beyond climate to reduced energy costs, improved indoor air quality, and many thousands of new jobs. This shift will eventually encompass every type of building, from single family homes to small and large apartment complexes, commercial facilities, college campuses and more.

But decarbonizing our building stock will meet with resistance from gas utilities wanting to preserve market share, and implementing building electrification fairly and equitably presents significant challenges. Marginalized communities, such as what California calls Environmental and Social Justice Communities, face particular risks if policymakers do not take specific steps to ensure that their needs are considered and their voices are heard.

As more communities navigate this transition, the experience and expertise of facilities managers can play an important role in shaping this process and maximizing the benefits of building electrification for all involved.

Carmelita Miller is Energy Equity Legal Counsel at The Greenlining Institute and author of Equitable Building Electrification: A Framework for Powering Resilient Communities.

SOURCE:

<https://greenlining.org/press/2020/equitable-building-electrification-community-needs/>



Diversity in the Tech Industry

Top Tech Companies Join Forces to Push for Diversity and Inclusion at Vendor Organizations

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

SurveyMonkey announced that 23andMe, Age of Learning (creator of ABCmouse), Box, Chime, Eventbrite, Genesys, Headspace, Intuit, Leaf Group, PagerDuty, Slack, Tile, Tinder, Upwork, and Zoom are among the major tech companies joining SurveyMonkey's new initiative to track the representation of traditionally marginalized groups working inside their vendors, including law firms, technology services suppliers, food suppliers, landlords, marketing agencies, investment banks, and auditors.

Unlike vendor diversity programs of the past (which are typically limited to tracking minority ownership), this new initiative will use a simple survey to also track the representation of women, racial minorities, and LGBTQ individuals within a vendor's employee base, leadership team, and board of directors. It will evaluate the vendor's use of inclusive practices for recruiting, retaining, and advancing members of traditionally marginalized groups as well.

"Improving diversity, equity, and inclusion is an industry-wide challenge for the technology sector," said Zander Lurie, CEO of SurveyMonkey. "We have work to do within our own businesses to become anti-racist. We also want to help up-end the systemic bias we know still exists in the broader business community. This new initiative enables us to turn diversity, equity, and inclusion into a business metric that will drive accountability in the organizations we rely on to power our companies. Better data will lead to more accountability and—ultimately—progress on critical diversity initiatives."

Participating organizations have agreed to begin laying the groundwork for collecting diversity and inclusion data from new and existing vendors within the next 30 days, and to incorporate supplier diversity into decision-making over the long term. The companies will continue to collaborate and develop best practices for using their budget to push for change within the broader business community.

Of the initiative, dean of the Wharton School of the University of Pennsylvania and SurveyMonkey

Board Member Erika James said, "This is a critical piece of the puzzle when it comes to untangling the complicated factors that lead to underrepresentation across corporate America. There's power in these companies coming together to take a stand and leverage their budgets to make an impact. No one company can have the impact that the collective can."

The program was created in collaboration with the social impact consultancy The Justice Collective, which will continue to provide support to participating companies and their vendors. Additional resources and a link to the vendor workforce diversity survey template can be found at surveymonkey.com/equity.

ABOUT THE JUSTICE COLLECTIVE

The Justice Collective (TJC) is a 100% Woman-of-Color owned social impact consultancy that centers racial and social equity. Founded in Oakland, CA, and led by Danielle DeRuiter-Williams, Ellie Tumbuan, and Lena Carew, TJC formed in response to the Movement for Black Lives and growing concerns of persistent injustices. Since 2015, TJC has evolved into a compa-

ny that empowers and equips leaders and teams within organizations, companies, and movements to take measurable steps towards a bolder vision for our workplaces and our communities.

ABOUT SURVEYMONKEY

SurveyMonkey is a leading global survey software company that enables organizations to turn feedback into action. The company's platform empowers over 17 million active users to measure and understand feedback from employees, customers, website and app users, and the market. SurveyMonkey's products, enterprise solutions, and integrations enable more than 335,000 organizations to solve daily challenges, from delivering better customer experiences to increasing employee retention, thereby unlocking growth and innovation. Ultimately, SurveyMonkey's vision is to raise the bar for human experiences by amplifying individual voices.

SOURCE:

www.globenewswire.com/news-release/2020/08/03/2071670/0/en/Top-Tech-Companies-Join-Forces-to-Push-for-Diversity-and-Inclusion-at-Vendor-Organizations.html



Success Stories

Woman Works SBA 8(a) Program To Build Her Dream Construction Company

[Article was originally posted on www.sba.gov]

By U.S. Small Business Administration,

Ms. Arlene Dotzler founded North Coast Construction in 1997. As a woman-owned sole proprietorship in what is often thought to be a male-dominated industry, Ms. Dotzler soon found the going tough in all aspects of the business. It was particularly difficult to acquire and maintain a significant volume of construction contracts to reach that point of critical mass needed to carry a business through potential economic downturns.

Then Ms. Dotzler heard about the U. S. Small Business Administration (SBA) and its Minority Business Development Program. Also referred to as the 8(a) Program, it is intended to help socially and economically disadvantaged business owners compete in the Federal Procurement Marketplace. The SBA's 8(a) program assists these firms in gaining equal access to the resources necessary to develop their business and thereby, improve their ability to compete on an equal basis in the mainstream of the economy. Seeking that so called "equal playing field", Arlene Dotzler contacted the Los Angeles District Office of the SBA. She applied to the 8(a) program and was certified into it in early 2001.

Upon certification, Ms. Dotzler was assigned a Business Opportunity Specialist (BOS) to work with her and to serve as an advocate. The BOS is completely facile in all aspects of the program and possesses a sound understanding of business management and the principles of financial analysis, and in turn draws upon these skill sets to shepherd the participating company through the program and enlighten the participant as to how to optimize participation.

The essence of SBA 8 (a) is a "self-development" program. The participant must take the initiative to avail herself of the various components of the program that can add value to the business. In short, the business owner must "work the program." This often involves having one-on-one

consultations with the BOS, participating in SBA- hosted training and LOS ANGELES PRESS OFFICE workshops, and taking the necessary steps to acquire the appropriate bonding (which can be guaranteed by SBA) to foster revenue growth.

Arlene Dotzler personifies the epitome of initiative. Since her 8(a) certification in January 2001 she has utilized the full menu of 8(a) services. She immediately attended the SBA's Lead Point Seminar to receive 7(j) technical assistance in the form of a one week session on strategic

management and effective business operations. While this was a substantial amount of time for a small business owner to invest in training, it paid outstanding dividends. Arlene Dotzler, not only sponged up the knowledge, but applied it to the operations of her business and in the process successfully changed her company into a winning entity.

Over a 2 year period she tripled North Coast Construction's total revenues, and grew her 8(a) revenue to a point where 50% of total company sales are 8(a). Her bonding capacity

increased three and one half times. Credit lines available to fund projects grew exponentially. Equally remarkable is the community economic development that sprang from the growth of her business. Over the 24 month that Ms. Dotzler has been in the 8(a) program she has doubled her payroll and created an additional 6 new jobs.

Los Angeles District Office Director, Alberto G. Alvarado praised Arlene Dotzler stating, "Ms. Dotzler showed her tenacity in accelerating through the program. She took nothing for granted, thereby exposing her company to the full gamut of program deliverable and the concomitant rewards. She truly exemplifies the spirit of entrepreneurship."

North Coast Construction operates out of Santa Barbara County and can be reached using the following contact information:

216 West Walnut • Lompoc, CA 93436 • (805) 735-4175 • (805) 740-1727

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No. 000003294
(PW TRAF RAIL REPL RICHLAND BRD)
Contract No. 100006287
TRAFFIC RAILING REPLACEMENT AT
RICHLAND AVENUE BRIDGE

Bids will be received online via file upload until **2:30:00 p.m. on September 2, 2020**, after which they will be publicly opened and read online. Refer to Project Manual for further details regarding submission of Bids and Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpw.org/biddocs. Please visit the Contracts, Bids and Payments webpage at <https://stgint.sfpw.org/Pages/Contract.aspx> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Richland Avenue Bridge above San Jose Avenue in San Francisco, California and consists of bridge traffic railing replacement, demolition, electrical and streetlight work, traffic routing, and all related work. The time allowed for completion is 300 consecutive calendar days. The Engineer's estimate is approximately \$1,800,000. For more information, contact the Project Manager, **Raymond Lui** at 628-271-2624 or Raymond.Lui@sfpw.org.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any Contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 20%. Email Antonio Tom at Antonio.Tom@sfgov.org for details. In accordance with

Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above

stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid meeting will be held by conference call on Thursday, August 13, 2020 starting at 2:00 p.m.

Refer to Section 00 21 13 Appendix B for a guide to joining a Microsoft Teams meeting.

Join Microsoft Teams Meeting

https://teams.microsoft.com/d1/launcher/launcher.html?url=%2f_%23%2f%2fmeetup-join%2f19%3ameeting_OG12YjhhMjAtMzlmYi00OWU5LTg0ZWItNTQxZjg0NGQ3Y2Vj%40thre ad.v2%2f0%3fcontext%3d%257b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7f-dfcc0231f73f%2522%252c%2522Oid%2522%253a%2522c d5057d3-263b-474c-a0e3-aa351538f267%2522%2 57d%26CT%3d1596481993551%26OR%3dOutlo ok-Body%26CID%3d9516F13A-093A-4792-8A10-D2D7BF5004B4%26anon%3dtrue&type=meetup-join&deeplinkId=c870d1c6-d5af-4ce2-aa57-74f624 0a5943&directDI=true&msLaunch=true&enableM obilePage=false&suppressPrompt=true

+1 415-906-4659 United States, San Francisco (Toll)

Conference ID: 723 736 112#

For information on the City's Contractor Development Program, call (415) 986-3999 or bond@imwis.com.

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

Class "A" or "C-8" license required to bid.

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

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

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

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

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

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

8/13/20

CNS-3388172#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No. 000003159
PW TREAT PLZ IMPR
Contract ID No. 1000016597
TREAT PLAZA IMPROVEMENTS

Bids will be received online via file upload until **2:30:00 p.m. on September 9, 2020**, after which they will be publicly opened and read online. Refer to Project Manual for further details regarding submission of Bids and Bid opening. Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpw.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpw.org/biddocs for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located on the southwest corner of 16th Street at Treat Street and consists of sidewalk, paving, drainage, street light, traffic signal, site improvement, landscape, traffic routing, and all related work to construct a sidewalk bulb-out plaza. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$1,000,000. For more information, contact the Project Manager, **Michelle Woo** at 415-558-5262 or Michelle.Woo@sfpw.org.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any Contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 20%. Call Antonio Tom at 415-558-4059 or Antonio.Tom@sfgov.org for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who

exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid meeting will be held by conference call on Thursday, August 20, 2020 starting at 11:00 a.m.

Refer to Section 00 21 13 Appendix B for a guide to joining a Microsoft Teams meeting. Join Microsoft Teams Meeting

https://teams.microsoft.com/d1/launcher/launcher.html?url=%2f_%23%2f%2fmeetup-join%2f19%3ameeting_OG12YjhhMjAtMzlmYi00OWU5LTg0ZWItNTQxZjg0NGQ3Y2Vj%40thre ad.v2%2f0%3fcontext%3d%257b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7f-dfcc0231f73f%2522%252c%2522Oid%2522%253a%2522c d5057d3-263b-474c-a0e3-aa351538f267%2522%2 57d%26CT%3d1596481993551%26OR%3dOutlook-Body%26CID%3d9516F13A-093A-4792-8A10-D2D7BF5004B4%26anon%3dtrue&type=meetup-join&deeplinkId=c870d1c6-d5af-4ce2-aa57-74f624 0a5943&directDI=true&msLaunch=true&enableM obilePage=false&suppressPrompt=true

+1 415-906-4659 United States, San Francisco (Toll)

Conference ID: 723 736 112#

For information on the City's Contractor Development Program, call (415) 986-3999 or bond@imwis.com.

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

Class "A" license required to bid.

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

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

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

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

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

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

8/13/20

CNS-3388172#
SMALL BUSINESS EXCHANGE

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391055-00

Fictitious Business Name(s):
#1) ExperienceGreece.tours
#2) ExperienceBulgaria.tours
 Address
2193 Fillmore Street, San Francisco, CA 94115
 Full Name of Registrant #1
Experience World LLC (CA)
 Address of Registrant #1
2193 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 **Not Applicable**

Signed: **Filip Andretsudis**

This statement was filed with the County Clerk of San Francisco County on **07-14-2020**

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
07-14-2020

08/06/20 + 08/13/20 + 08/20/20 + 08/27/20

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0390987-00

Fictitious Business Name(s):
Glen Park Baking Company
 Address
242 Mangels Avenue, San Francisco, CA 94131
 Full Name of Registrant #1
Gabrielle Fusco
 Address of Registrant #1
242 Mangels Avenue, San Francisco, CA 94131

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

Signed: **Gabrielle Fusco**

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: **Fanny Wong**
Deputy County Clerk
07-06-2020

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-0391174-00

Fictitious Business Name(s):
Roxy Roses
 Address
120 Britton Street, San Francisco, CA 94134
 Full Name of Registrant #1
Yesenia Garcia Pirir
 Address of Registrant #1
120 Britton Street, San Francisco, CA 94134

This business is conducted by **An Individual**
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-20-2020**

Signed: **Yesenia Garcia Pirir**

This statement was filed with the County Clerk of San Francisco County on **07-31-2020**

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
07-31-2020

08/13/20 + 08/20/20 + 08/27/20 + 09/03/20

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-0391003-00

Fictitious Business Name(s):
UDLA
 Address
1225 19th Street, San Francisco, CA 94107
 Full Name of Registrant #1
Barry D. Brown
 Address of Registrant #1
1225 19th Street, San Francisco, CA 94107

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

Signed: **Barry Brown**

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

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
07-07-2020

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391260-00

Fictitious Business Name(s):
Smart Marketing Business Solutions
 Address
1570 Golden Gate Avenue #1, San Francisco, CA 94115
 Full Name of Registrant #1
Amanda Rochelle Jackson
 Address of Registrant #1
1570 Golden Gate Avenue #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 **06-01-2020**

Signed: **Amanda Rochelle Jackson**

This statement was filed with the County Clerk of San Francisco County on **08-10-2020**

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
08-10-2020

08/13/20 + 08/20/20 + 08/27/20 + 09/03/20

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391252-00

Fictitious Business Name(s):
Spivey Experiences
 Address
1230 Green Street, Apt B, San Francisco, CA 94109
 Full Name of Registrant #1
Sheridan Spivey
 Address of Registrant #1
1230 Green Street, Apt B, San Francisco, CA 94109

This business is conducted by **An Individual**
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-27-2020**

Signed: **Sheridan Spivey**

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

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: **Sonya Yi**
Deputy County Clerk
08-08-2020

08/13/20 + 08/20/20 + 08/27/20 + 09/03/20

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

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

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

Public Legal Notice Ad



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. 2020-F-047, Ferry Fleet Scheduled Drydockings and Capital Improvements.

Interested Bidders must submit bids by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by Friday, September 18, 2020, at 4:00 p.m., PT, at which time bids will be publicly opened and read.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by Friday, August 28, 2020, at 4:00 p.m., PT.

The Bid Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this Contract, please contact Javier Peraza, Senior Buyer, at (415) 923-2255.

/s/ Aida S. Caputo, Contracts Officer

Dated: 08/07/20

8/13/20

CNS-3388110#

SMALL BUSINESS EXCHANGE

Level the Jobsite: Why We Need More Women in Construction

Continued from page 1

average of approximately 81-82%, numbers can be deceiving. The truth is, women of color (as well as men of color) are more impacted by the pay gap when compared with their white male counterparts. This exists in practically all major industries, and construction is far from an exception. Just a few statistics to chew on:

- On average, black women earn \$0.81 for every \$1.00 paid to white, non-Hispanic men working as construction laborers.
- For Hispanic women in construction-related occupations, this pay gap is even greater, where they make 72.3% of Hispanic men's and only 53.3% of white men's earnings in the field.

In actuality, construction companies need to be more diligent about closing the pay gap not only by gender but also by addressing equal pay policies across also race, age, and educa-

tion level. Without a commitment to level the playing field across all demographics, the gap will further discourage diverse talent from entering and benefiting the industry.

Promote and Prosper: A Need for More Women in Leadership Positions

The building industry has a great deal of improvement when it comes to supporting women in leadership positions. Although more women are needed at all job levels in construction, significant change is most likely to come from the top down. As mentioned above, more women in the workforce, especially in leadership and management positions, is beneficial for a company's profits. Furthermore, a paper from the National Bureau of Economic Research also highlights that more women in leadership are helpful for a company's overall collaboration because women are more likely to work cooperatively than men. As construction professionals already know, projects require a high-level of collaboration in order to be successful, and adding individuals

with an affinity towards this type of communication can only improve your overall workforce productivity.

Discouragingly, expectations for women in leadership, in general, are low. In fact, 1 in 4 Americans believes it's more likely humans will colonize on Mars than that half of Fortune 500 CEOs will be women. However, while only around 13% of construction firms are women-owned, out of this small percentage, 9% of these firms achieve revenues of over \$500,000 or more. When compared to the 8% of all firms achieving this threshold, it's clear that women in leadership are making a huge impact on profitability for companies.

In addition to highlighting some key efforts to bring more females to the industry, we also highlighted several of the top organizations and associations for women in construction in our infographic above. These professional organizations are great stepping stones for women looking to connect and leverage the

efforts of others in the field. Furthermore, industry-events like Groundbreaking Women in Construction, Women in Construction Summit, and NAWIC Annual Conference are also important podiums to support and amplify female voices in the industry.

If you're looking to read more about inspirational women in construction, this month, Autodesk Construction Solutions will be sharing stories of powerful women in construction on this blog and across Facebook, LinkedIn, Twitter, and Instagram. We encourage you to comment and share your stories.

And lastly, amplifying our voices together ultimately builds a better industry. Share this post and infographic by clicking the social icons below (or above).

SOURCE:

<https://constructionblog.autodesk.com/women-in-construction-industry-infographic/>

How to Win More Construction Bids with Fewer Proposals

Continued from page 2

that will be included in bid searches. In a perfect world, you'd never have to bid at all. Jobs would just fall into your lap. We obviously don't live in a perfect world, but wouldn't it be nice to have project owners chasing you rather than you chasing them?

Below are three top construction bidding marketplaces and online networking tools that will help you be there before your competition:

- **BidClerk** — BidClerk says they provide "commercial construction leads and project information," but what they really do is provide a platform for construction professionals with business opportunities at every stage of the construction process. Some contractors reviewing the network's efficacy have claimed to increase their bid-hit ratio to 4:1 using this tool. A key tip for getting the most value from this marketplace is to get up as early as 6 am and start making calls before other contractors.
- **iSqFt** — iSqFt is a construction networking tool that allows construction professionals to connect, communicate, and build relationships, which increase your chances of winning bids. Just imagine how much more likely you'll be to win more work after receiving a bidding invitation. iSqFt has just merged with BidClerk, but for now you can still get benefit from using both tools.
- **BidPlanroom** — BidPlanroom is a commercial construction bid network. Among other activities, the platform allows commercial construction professionals to join a bidder's list, post projects, and promote their company. However, unlike other networks on this list, BidPlanroom membership is free.

#3 Be on the Right Bid List

Okay, I'm just going to say it. Mountain climb-

ers climb mountains because they're there. That may work for climbers, but it doesn't work so well for construction professionals. Just because a job exists, doesn't mean you should bid for it. One of the worst mistakes many contractors make when submitting construction bids is to bid on every job they find. In this sense, a highly effective bidding hack is to reduce the number of proposals you submit. While it's tempting to assume that competitive bidding is a volume game, i. e., the more you put in, the more you'll get out, in many cases it's actually the opposite. By narrowing your list of bidding opportunities, you'll be able to improve the quality of your bids and select bid opportunities with a higher probability of success.

So what is the "right" bid list? The right bid list is one that's right for your company. But here are some points to consider the next time you bid on a project:

- **Bid on your niche.** By that I mean you should figure out what you're best at and bid only on those jobs. You can't be good at everything, but you can be great at something. Are you better at commercial or industrial projects? Are you better at smaller or larger projects? Whatever it is, take a moment to think about what your team has been successful at in the past — those projects you completed that resulted in repeat business — and then bid only on those types of projects.
- **Stop bidding on projects you can't win.** There are some projects that you can't win no matter how much energy and effort you put into your proposal. If the project calls for a certain specialization you lack, don't assume that a low bid will overcompensate for that deficiency. It won't, and you'll only succeed in wasting your time, effort, and money on a futile endeavor. Likewise, don't bid on projects located where you're not a local contractor or you simply don't have a sufficient

workforce to fulfill the job requirements.

- **Don't bid on projects you're unlikely to win.** Many factors can increase the likelihood you won't win a bid, but one of the most obvious is how competitive the bidding process is. Are you bidding against 3 or 30 competitors? Take the time to find out and make a decision to bid only on jobs with fewer than 5 competitors. Don't just track your bid-hit ratio. Track it by customer, project type, location, and competitors and develop benchmarks. By evaluating your track record against the entire landscape, you can start making a calculated decision to bid only when you have the greatest likelihood of success.

#4 Be More Valuable

Sell "price" less and "value" more. While I'm not suggesting you stop selling price altogether, I am suggesting that you start selling value when bidding on a project. When a company has an undifferentiated brand or no real competitive advantage over other companies, their product or service becomes a commodity. Nobody wins a commodity game; it's a game where everyone has to slash their prices (and ultimately their profit margins) to win a bid. In this respect, the "winner" of a price war is the contractor who gets the job because they end up bidding so low they lose their profit margin. In contrast, when you have a differentiated brand, you can start demanding a "price premium." A price premium is the amount or percentage your price exceeds the average price charged in the marketplace for those goods and services.

In general, a few attributes you can focus on to start selling value rather than price are expertise, quality control, customization, and responsiveness. When thinking specifically about the construction industry, your customers can, and often do, value these attributes more than price:

- **Expertise and experience** — Do you and your team have the most skills and experience when it comes to the type of

project you're bidding on?

- **Quality and size of team** — Do you have a highly skilled team and the right amount of resources to complete a particular project?
- **Customer service and support** — Does your team provide an extra level of customer service and support?
- **Salesmanship** — Do you have the ability to really "sell" the value your team brings to the table in your meetings, pitches, or bids?
- **Reputation** — Are you known in the industry for excellence in a particular type of project?
- **Financial security** — Is your company financially secure? Do you have better payment terms or need less cash?

By differentiating your brand via one or more of the above attributes you'll be able to wind more construction bids even when you're not the lowest bidder. In fact, your bids will actually be more competitive when you're demanding a price premium. And by bidding higher, you'll increase your profit margin and your bottom line.

Win More Construction Bids

In today's competitive climate, construction professionals often find themselves struggling to win bids while maintaining profit margins. Many try to solve this problem by increasing their bidding volume but succeed only in wasting precious time, money, and resources. While developing a long-term bidding strategy will increase your odds of winning more bids, by using the four hacks I've highlighted here, you'll be well on your way to winning more construction bids with fewer proposals.

SOURCE:

<https://blog.plangrid.com/2017/06/how-to-win-more-construction-bids-with-fewer-proposals/>

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