

# SMALL BUSINESS EXCHANGE

PUBLIC POLICY.....	2
BUSINESS TOOLKIT.....	2
ACCESS TO CAPITAL.....	3
CALIFORNIA SUB-BID REQUEST ADS.....	3-5
COLUMBUS, OHIO SUB-BID REQUEST AD...	3
ENERGY EQUITY.....	6
PUBLIC LEGAL NOTICE.....	7-8

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August 27, 2020

## Facebook announces \$40M in grants to Black-owned businesses

[ Article was originally posted on <https://atlantatribune.com> ]

Facebook announced an update on its commitment to support the Black community, including new initiatives and product updates. This includes dedicating \$40 million to helping 10,000 U.S. Black-owned businesses.

Following Facebook's June announcements of an ongoing commitment to the Black community, the company is pleased to share progress updates on its Small Business Grant Programs and also introduce new ways to support Black-owned businesses on the platform.

### Updates on Small Business Grant Programs

It is clear financial support can help to alleviate the immediate financial pressures that many businesses are facing from COVID-19 closures. According to Facebook's most recent Global State of Small Business report, cash flow remains one of the biggest challenges for businesses, with nearly half of U.S. small businesses expecting cash flow challenges in the next few months.

### With this in mind, Facebook is sharing:

- Black Business Grant Update: In June, Facebook announced \$100 million in grants to support US Black-owned businesses, creators and non-profits. Today, Facebook is announcing that \$40 million of this investment will be dedicated to helping 10,000 U.S. Black-owned businesses and starting today, any majority Black-owned business in the US with up to 50 employees can apply for a grant. Businesses can go to [facebook.com/blackbusinessgrants](https://facebook.com/blackbusinessgrants) to learn more and apply.

### Introducing A New Self-Designation Tool for Facebook Pages

Also launching, Facebook is rolling out a new tool that helps amplify Black-owned businesses and make it easier for people to support Black and diverse entrepreneurs, small businesses and local shops that help keep our local economies going. Administrators of Black-owned businesses on Facebook or Instagram can designate their businesses as Black-owned.

SOURCE: [atlantatribune.com](https://atlantatribune.com)

## 3 Reasons Construction Will Be an Economic Bright Spot in the US After COVID-19

[ Article was originally posted on <https://www.autodesk.com/redshift/> ]

By Matt Alderton,

These are dark times for the US economy. Since the COVID-19 crisis began, gross domestic product (GDP) fell 4.8%, its first decline since 2014 and the biggest since the Great Recession. Unemployment reached 14.7% in April 2020, marking America's highest jobless rate since the Great Depression.

Stay-at-home orders were a punch to the gut to the airline, hotel, and restaurant industries. Construction firms also received a grim prognosis. "Project postponements and cancellations are now commonplace, with construction backlog failing to be the protective shield that it normally is during the early stages of economy-wide recession," says Associated Builders and Contractors (ABC) Chief Economist Anirban Basu.

According to ABC, the US construction industry lost 975,000 jobs in April alone, which is the most severe one-month decline in construction employment ever and the steepest drop since the late 1930s. Add the losses at architecture and engineering firms, which shed another 85,200 jobs in the same month, and it's evident that COVID-19 has taken a wrecking ball to American building.

But the news isn't all bad. If you look closely, construction isn't just a victim of the COVID-19 pandemic—under the right circumstances, it also could become a hero that helps the country recover from it. Here are three reasons to think that it might.

### 1. Construction is an economic power player.

The construction industry's size and importance are cause for optimism, according to ABC Presi-

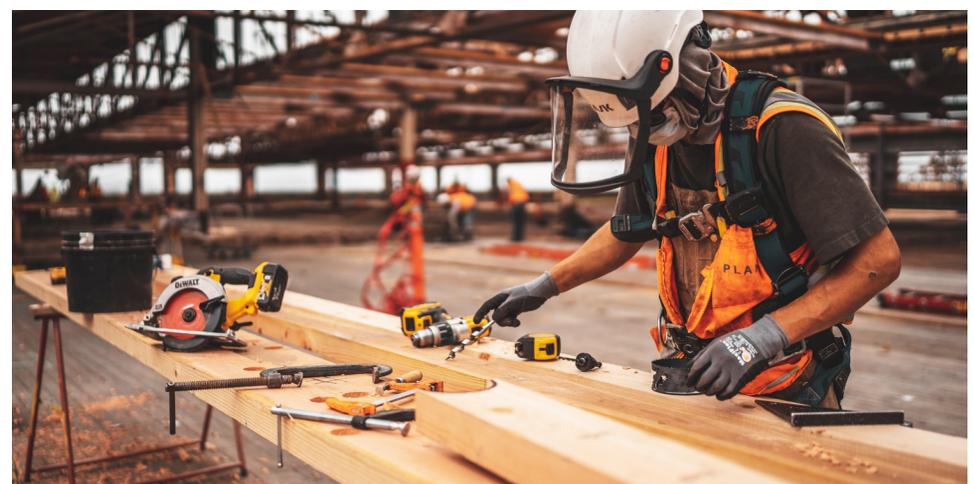


Photo by Jeriden Villegas on Unsplash

dent and CEO Michael Bellaman. "Construction represents 7% of GDP and last year employed 8.3 million workers directly," he says, adding that every \$1 billion in extra overall construction spending generates an average of at least 6,500 construction jobs. "We support the truly essential infrastructure of the country. We build the places where people live, learn, and play. That makes us a critical part of the economy—and it will make us a critical part of the recovery."

The industry's value is not lost on lawmakers, whose economic policies often favor construction. The Emergency Relief Appropriation Act of 1935 and the American Recovery and Reinvestment Act of 2009, for example, funneled significant support into public building projects during the Great Depression and the Great Recession, respectively. If past is prologue, construction will be a likely beneficiary of post-pandemic relief.

If it arrives in the right place at the right time, that relief could mitigate damage by keeping the crisis short, according to Paul Emrath, vice president of survey and housing policy research at the National Association of Home Builders (NAHB). According to NAHB, building 1,000 average single-family homes creates 2,900 full-time jobs and generates \$129.65 million in taxes and fees for local, state, and federal governments. "The government is working to provide liquidity, and that will help," Emrath says. "A downturn of a few months isn't going to permanently depress construction all by itself."

### 2. Construction is risk-ready.

Construction is not immune to COVID-19. But because many construction sites can be easily

modified to support new public-health recommendations, it may be more resilient than other sectors—which is why many cities and states have allowed construction to continue uninterrupted during the pandemic or have designated construction to be among the first sectors to reopen.

"In new construction, workers don't interact with the public, and there are things you can easily do on a construction site to maintain social distancing," Emrath says. To meet the moment, contractors might have to install handwashing stations on jobsites that lack running water, divide work into more shifts with fewer people, and implement new procedures for cleaning tools and surfaces. But changes like those come naturally in construction.

"Construction during this pandemic has to be delivered safely, and construction companies are used to dealing with safety issues," Bellaman says. "This virus is something no one anticipated but we're prepared because mitigating risks is what we do every day. When OSHA [Occupational Safety and Health Administration] issues a new regulation or guideline, for example, we amend our safety measures to meet it. We adapt. This is no different."

### 3. Construction demand remains.

It's impossible to paint the entire construction sector with a single brush. While some projects will suffer, others might flourish.

Housing, for example, is a likely bright spot. "Before the coronavirus pummeled the US economy, housing was on the rise, with January and February new-home sales numbers posting

Continued on page 5

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## Public Policy

### New 'Digest Of EEO Law' Issued By EEOC

The U.S. Equal Employment Opportunity Commission (EEOC) today announced that the newest edition of the federal sector Digest of Equal Employment Opportunity Law (EEO Digest) is now available online.

The EEO Digest, a quarterly publication prepared by the EEOC's Office of Federal Operations (OFO), features a wide variety of recent Commission decisions and federal court cases of interest. This particular edition includes summaries of noteworthy decisions issued by the EEOC

on subjects such as Attorneys' Fees, Compensatory Damages and Remedies. It also includes an article addressing national origin discrimination.

"Given the ethnically diverse nature of the current workforce, it is important for agencies to recognize that all employees and applicants, no matter what country they are from or ethnic group they belong to, are entitled to a workplace free from discrimination," said Carlton M. Hadden, director of the EEOC's Office of Fed-

eral Operations (OFO). "This article will assist stakeholders in their efforts to prevent national origin discrimination."

The Digest includes hyperlinks so stakeholders can easily access the full decisions that have been summarized.

The summaries are neither intended to be exhaustive or definitive as to the selected subject matter, nor are they to be given the legal weight of case law in citations. In addition to the quarterly Digest, Commission federal sector deci-

sions are available on the EEOC's website.

The public may also receive federal sector information updates and news items via GovDelivery and Twitter. The EEOC enforces federal laws prohibiting employment discrimination in the public and private sectors. Further information about the EEOC is available online at [www.eeoc.gov](http://www.eeoc.gov). Stay connected with the latest EEOC news by subscribing to our email updates.

**SOURCE: U.S. Equal Employment Opportunity Commission**



## Business Toolkit

### How General Contractors Choose the Winning Sub

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

By Ron Roberts,

Many trade contractors do not understand how general contractors (GC) choose who they award trade work to. Understanding their practices and using that knowledge effectively will lead to far more, and better priced, work for your business.

You may be under the impression that once a price is submitted to the GC's estimator your job is done, but you'd be mistaken.

Think of your proposal during the bid process as the ante. It gets you in the game. It doesn't close the deal. It's really not even your final price.

Once the GC is notified their company was chosen (typically by being the low bidder) the file of subcontractor and supplier proposals is turned over to the assigned project manager (PM). The PM's first task on a project is to "buy it out."

Buying out the project means the PM has to work through all the proposals and negotiate with the subs to eliminate scope duplications and holes. The duplications are caused by contractors who perform multiple trades and offer package pricing. The holes are created by exclusions written into the subcontractor proposals. The PM must eliminate both.

The PM will take lowest proposal for each trade, note the exclusions and note the holes. He will start calling the low bidders and strive to talk them into holding their price while removing

their exclusions. Many subs will not pull their exclusions without an offsetting price increase.

Furthermore, the PM will contact the companies that have overlapping proposed scopes and negotiate the overlap out of the proposal. He will request a price decrease while doing so.

To simplify the message, during buy-out the PM is negotiating price with almost every sub he or she talks to.

Most GCs will reduce the cost of their subcontracted work by around 1 percent of the contract during buy-out. That 1 percent can represent 20 percent of its revenue on the job.

Imagine the headache this chore must be for the PM. The project is already on the clock. The PM has a couple of dozen trades to work through negotiating with 30 to 40 subs. Even after finalizing the subs for the project he may lose one or more during contract signing.

#### Why follow-up with the GC is necessary

This is your opportunity to work the system if you know how and are diligent in your follow-up. If you play your cards right you will close more, good work than you would sitting around waiting for the phone to ring.

For example, just because you didn't submit a price to the winning GC prior to the bid doesn't mean you can't after the work has been awarded to him. If the GC has a good reputation or is one you were successful working with in the past, why wouldn't you submit a proposal?

We're aware that what we are saying may strike you as unpleasant if not down right unethical. It isn't.

It is how the game is played. It is where price shopping originates from. Nine times out of 10 the reason your price is being shared with a competitor is because the competitor put in exclusions that you didn't.

Yes, there are GCs who will repeatedly use your price to drive down the price of their pet contractor. They can only do that so long before you will find out about it and stop providing a price. Their reputation will get out on the street, and they will find themselves struggling to find decent reliable subs to work with. Don't get yourself tied up in an emotional knot over a GC that shops price. Just avoid them.

Here's what you should be doing on each bid. The afternoon of the award, call the GC you have the best relationship with. Find out which GC won the contract. Thank him for the information, hang up the phone and immediately call the estimator at the winning GC.

Congratulate him on his successful bid. Tell him you want to work the project. Ask him which PM the job is being assigned to. Ask the estimator whether he would be willing to include your proposal in the estimating file he turns over to the PM if they are one of the GCs you didn't submit a proposal to initially.

Regardless of whether the estimator agrees to your offer or not, call the PM. Congratulate him on the

win. Let him know you'd like to work with him on the project. Tell him you're interested in helping him buy out your trade with as little pain as possible. Make sure he has your cell number.

Ask him to call you and let you know where you stand on the initial proposal once he sees the bids. Ask him when he expects to start working on your trade's pricing. Call him back on that day to see if he has any questions about your proposal. Convince him that you will expedite all paperwork including the contract and submittal drawings should he award you the work. Prove to him that your crews work fast, clean and safe. Ask him where you need to be to get the work awarded right now.

You may well be surprised by how much more work you close with GCs by following this simple process. The PM's job is a paperwork nightmare. Most will help the easiest sub to work with get the work if that sub puts just a touch of effort in during buy-out.

From the outside the buy-out process looks like a dirty little activity. It isn't. It is a very time consuming, frustrating part of the PM's life. If you refuse to play the buy-out game you might as well quit pursuing GC work. We promise you that one or more of your competitors is playing the game already.

**SOURCE: [www.forconstructionpros.com/business/business-services/article/10913078/how-general-contractors-choose-the-winning-sub](http://www.forconstructionpros.com/business/business-services/article/10913078/how-general-contractors-choose-the-winning-sub)**

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ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## Construction Loans & Financing

[ Article was originally posted on <https://fundbox.com> ]

### Introduction: Considering construction financing

With over 650,000 employers and over 8 million employees, the U.S. construction industry is a thriving business. Private construction spending reached around 992 billion dollars in the U.S. last year, with new construction forecast to reach over 1.53 trillion dollars by 2022. If you own a small construction or contracting business, you understand the combination of excitement and volatility of the marketplace, over the past decade and for the future.

As a construction business owner faced with the challenges of seasonality, competition, and

spontaneous opportunities for growth, you could also benefit from understanding the value of having access to capital for financing your business. Construction business loans are one financing solution to keep on your radar.

In this guide, we'll discuss how construction loans work, the types of construction loans available, common ways to use construction loans, and how to apply and qualify for a construction loan.

### What are construction loans and how do they work?

A construction loan is a type of bank-issued short-term financing, created for the specific purpose of financing a new home or other real estate project.

The loan can be applied for by anyone who is investing their time and money in construction or related expenses. An individual homeowner, a contractor, or a small business owner can use construction loans to finance their construction project.

Not just for the actual building, a construction loan can also be used to pay for building equipment used in construction, building materials, or for hiring employees.

### Here are some uses and things to know about construction loans:

1. **New construction:** If you are an individual or small business owner who is looking for funding to build a new home for yourself or a client, then you can apply for a short-term construction loan. This type of loan can

be used to pay for the construction of new buildings. Construction loans have high-interest rates owing to the risk involved. Builders or homeowners who want to build custom homes generally look to a construction loan. After completing the project, you can refinance the loan into a mortgage, or you can repay it by taking a new loan from another financial institution.

2. **Expect a big down payment:** Construction loans generally require a large down payment of around 20-25% of the total cost of the project, usually the cost of construction and mortgage.

**Visit link to read the full article:**  
<https://fundbox.com/resources/guides/construction-loans-financing/>



## California Sub-Bid Request Ad

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

### NORTH CITY PURE WATER FACILITY

Owner: City of San Diego

Location: San Diego, CA

**Bid Date: October 1, 2020 @ 2:00 P.M.**

**J.F. Shea Construction, Inc.**

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

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

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

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

Drilled Concrete Piers, Aggregates, AC Paving, Curb & Gutter, Gates & Fencing, Landscaping, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Structural Steel, Miscellaneous Metals, Steel Decking, Metal Framing & Drywall, Decorative Metal Stairs, Cabinetry, Dampproofing, Insulation, Metal Wall Panels, Roofing, Sheet Metal, Sealants, Metal Doors/Frames/Hardware, Wood Doors/Frames/Hardware, Overhead Coiling Doors, Bi-Fold Doors, Aluminum Storefront, Glazed Curtain Walls, Skylights, Glazing, Louvers, Acoustic Plaster System, Ceramic Tile, Acoustical Panel Ceilings, Resilient Flooring, Terrazzo Flooring, Tile Carpeting, Metal Acoustical Panels, Painting & Coatings, Signage, Toilet Compartments, Toilet Accessories, Fire Protection Specialties, Metal Lockers, Metal Shelving, Equipment, Roller Window Shades, Lab Casework, Dumbwaiters, Electrical Traction Elevators, Cranes & Hoists, Fire Suppression, HVAC, Electrical and Instrumentation

**Plans and Specifications:** You may obtain a free download of all Project Documents at: <https://www.planetbids.com/portal/portal.cfm?companyID=17950>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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



## Columbus, Ohio Sub-Bid Request Ad

### SHEA- TRAYLOR JV BIDDING OPPORTUNITY

**City of Columbus, Ohio Certified DBE (MBE and WBE) with the following certifying authority:** Participation of Minority- and Women -Owned Business Enterprises ("MWBE") and Equal Employment Opportunities ("EEO"). Participation by Disadvantaged Business Enterprises ("DBE") in United States Environmental Protection Agency ("EPA") Programs pursuant to 40 Code of Federal Regulations (CFR) Part 33; DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202. USDOT DBE certifications accepted. See: City of Columbus, Office of Diversity and Inclusion, 614-645-4764 and [www.columbus.gov/odi/](http://www.columbus.gov/odi/).

Inviting qualified contractors, specifically **MBE and WBE firms certified/eligible as listed above**, to contact Shea-Traylor JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is in Columbus, Ohio. The Work consists of:

### Construction of Tunnel & Shafts: Lower Olentangy Tunnel, Contract 135-2016 Owner: City of Columbus Dept. of Public Utilities

910 Dublin Road - 3rd Floor, Columbus, OH 43215

**BID DATE: October 14, 2020 at 3:00 PM EDT (Electronic Bid Only)**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, ground freezing, deep foundation system (secant-piles), underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, Temporary electrical substation, waterproofing, service utilities, grouting, electrical services, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE or WBE in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205, certified by EPA or City of Columbus, Office of Diversity and Inclusion at <https://www.columbus.gov/odi/>** as shown above to obtain current certification.

Shea-Traylor JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiori at (909) 595-4397, [Steven.Fiori@jfshea.com](mailto:Steven.Fiori@jfshea.com), to receive instructions on accessing the FTP Site.

Shea-Traylor JV, (An EEO Employer)

(J.F. Shea Construction, Inc. - Traylor Bros., Inc.)

667 Brea Canyon Road, Suite 22

Walnut, CA 91789

Phone: 909-594-0990 fax: 909-869-0827

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



# California Sub-Bid Request Ads



SKANSKA • TRAYLOR • SHEA

**Skanska-Traylor-Shea JV**

5055 Wilshire Blvd, Suite 700, Los Angeles, CA

requests sub-bid quotes from all interested firms, including certified DBE's for

**Terrazzo in Metro Subway Stations on the Westside Subway Extension Station 1 project.**  
Owner: LACMTA (Metro).

Contract No. C1045 RFP No. 117WS

**Bid Date: September 18, 2020 at 2:00pm**

Plans & Specs can be viewed at our office Monday - Friday 7am to 4pm (call for appointment) or downloaded free at: <https://skanskausa.sharefile.com/i/c76b70456044b758>

**Online Prebid September 3, 2020 at 10am.**  
Meeting is not mandatory, register before September 3, 2020 at: <https://skanska.webex.com/skanska/onstage/g.php?MTID=e5de4ad43c8e92f814016b3379e8241f8>

Should you have any questions or desire to quote on this project, please contact Connie Brown, DBE Compliance Administrator at 213-694-3522 or [connie.brown@skanska.com](mailto:connie.brown@skanska.com). Assistance in bonding, insurance, lines of credit or obtaining equipment, supplies and materials is available upon request. This advertisement is in response to Metro's DBE program. Skanska-Traylor-Shea JV intends to conduct itself in good faith with DBE firms regarding participation on this project. More info about this project is available at [www.skanska-traylor-shea.com](http://www.skanska-traylor-shea.com).

Skanska-Traylor-Shea JV is an EEO/AA/Vet/Disability Employer.

## Silver Creek Industries

We are requesting bid quotations from all Subcontractors and Suppliers and **DVBE** Subcontractor/Supplier for the following:

**Natomas Unified School District  
Permanent Modular Buildings at  
NP3 Elementary School  
Bid No. 20-01-264**

**BID DATE: September 15, 2020 at 9:30am**

PLEASE EMAIL US YOUR BID PROPOSAL

**NO LATER THAN SEPTEMBER 10, 2020. THANK YOU!**

## Silver Creek Industries

2830 Barrett Avenue, Perris, CA 92571  
Estimator: Shade Stoffel

Email: [sstoffel@silver-creek.net](mailto:sstoffel@silver-creek.net)

Phone: (951) 943-5393 Fax: (951) 943-2211

## 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](mailto:estimating@cahill-sf.com), (415) 677-0611.

## CAHILL CONTRACTORS LLC

requests bids from Certified SBE Subcontractors and Suppliers for ALL trades EXCEPT:

Exterior Building Maintenance / Solar / Demolition / Earthwork / Shoring / Deep Foundations / HVAC / Electrical / Plumbing / Fire Sprinkler

**BALBOA PARK UPPER YARD -  
REMAINING TRADES**

**2340 San Jose Avenue, San Francisco CA**

This is an SFCMD project with construction workforce and prevailing wage requirements.

**BID DATE: 9/17/20 @ 2 PM**

**Voluntary Virtual Pre-Bid Meeting: 9/2/20 @ 10AM**

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

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



**O.C. Jones & Sons, Inc.**  
General Engineering Contractor

**O.C. Jones & Sons, Inc.**

1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Terry Zahner

REQUEST FOR DVBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**Bid #1871**

**Paving at Maintenance and Operations Complex  
Mt. Diablo Unified School District**

**BID DATE: September 1, 2020 @ 10:00 AM**

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

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Concrete, SWPPP, Striping, Landscape, Survey, and Construction Materials

Terry Zahner (510-809-3479 [tzahner@ocjones.com](mailto:tzahner@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 9:00 am on the date of the bid. Quotes from DVBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

## NBC Construction & Engineering INC.

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**PA/CLOCK AND DATA UPGRADES PROJECT  
at Noriega Early Education School  
SFUSD Project Number: 12119**

**BID DATE & TIME: 9/3/2020 @ 12:00PM**

**PROJECT LOCATION:**

**NORIEGA EARLY EDUCATION SCHOOL  
1775 44th Ave., San Francisco, CA 94122**

**Owner: San Francisco Unified School District**

**NBC Construction & Engineering Inc.**

850 South Van Ness Avenue  
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans are available for viewing at [www.earc.com/location/san-francisco-hoopers-street](http://www.earc.com/location/san-francisco-hoopers-street). Click on the Order from PlanWell/ Public Planroom "button" and search for project name and number. Or contact us.

**Please Submit & Fax all proposals  
to 800-622-9144**

**For more information,  
Please call Mike Schalchi at  
(925)-322-7473**



**O.C. Jones & Sons, Inc.**  
General Engineering Contractor

**O.C. Jones & Sons, Inc.**

1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**Place HMA & install lighting, flashing beacon  
& camera systems  
Hwy 88 Clements, San Joaquin County  
Caltrans #10-1E5314**

**BID DATE: September 15, 2020 @ 2:00 PM**

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

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, & Annual Report, Sweeping, Water Quality Sampling, Monitoring, & Annual Report, Treated Wood Waste, Contractor Supplied Biologist, Natural Resource Protection Plan, Temporary Fencing, Clearing & Grubbing, Structure Backfill, Imported Borrow, Rock Blanket, Decomposed Granite, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Jointed Plain Concrete, Concrete Pipe, Abandon Culvert, Sand Backfill, Minor Concrete, Survey Monument, Fencing, Roadside Sign, Striping & Marking, Rumble Strip, Lighting System, Survey Monument, Traffic Monitoring Station, Flashing Beacon System, Camera Systems, and Construction Materials

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

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

Subcontractors will be required to comply with all subcontract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance. Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid.

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

## NBC Construction & Engineering INC.

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**EDMUND G. BROWN FIRE PROTECTION  
BACKFLOW PREVENTER AND BOOSTER PUMP  
REPLACEMENT**

**BID DATE & TIME: 9/2/2020 @ 5:00PM**

**PROJECT LOCATION: Edmund G. Brown  
505 Van Ness Ave., San Francisco, CA 94110**

**Owner: State of California  
Department of General Services**

**NBC Construction & Engineering Inc.**  
850 South Van Ness Avenue  
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans and project manuals are available for viewing and ordering on the following web site: <http://www.ospplanroom.com>. Click on the "Public Jobs" link listed below the "Menu" heading on the left. Or contact us.

**Please Submit & Fax all proposals  
to 800-622-9144  
For more information,  
Please call Mike Schalchi at (925)-322-7473**

## REQUESTING SUB-BIDS

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

**N62473-16-D-1852 PTO X014  
NBPL- 371 Facility Improvements  
for Battery Whistler  
Naval Base Point Loma, San Diego, California  
Owner: NAVFAC Southwest**

Reyes Construction is requesting quotes from Subcontractors for:

Grading & AC Removal, AC Paving, Minor Concrete, Storm Drain Piping, Rip Rap, Handrail HDG, RR Tie Retaining Wall, Shotcrete

**Please submit quotes by: September 3rd 2020 at 9 AM**

**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:  
mISqFt - send your requests to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)  
Sharefile - send your request to [estimating@reyesconstruction.com](mailto: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**



**HENSEL PHELPS**  
Plan. Build. Manage.

(An Equal Opportunity Employer)

18850 Von Karman Avenue, Suite 100, Irvine, CA  
(949) 852-0111 • (949) 852-0218 (FAX)

Michelle Keyser, [mkeyser@henselphelps.com](mailto: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.



# California Sub-Bid Request Ads



10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816 • Fax: (562) 946-3823  
Contact: Michael Rood • Email: [Michael.rood@kiewit.com](mailto:Michael.rood@kiewit.com)

Owner: City of San Diego  
Project Name: North City Pure Water Facility; Bid No. K-21-1810-DBB-3-A  
Location: 4940 Eastgate Mall, San Diego, CA 92121  
Bid Date: October 1, 2020 at 2:00p.m.

## Request for DBE sub-quotes

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

The **North City Pure Water Facility (NCPWF) Project** The completed facility will provide the owner with a production capacity of 34 million gallons per day of purified water that will be conveyed to Miramar Reservoir for augmentation. The NCPWF includes, but is not limited to, Operation and Maintenance Building, process facilities including ozone, biological active carbon (BAC) filters, membrane filtration (MF), including Pre-Selected System per Supplemental Volume A of Technical Specifications, reverse osmosis (RO), ultraviolet (UV) advanced oxidation, including Pre-Selected System per Supplemental Volume B of Technical Specification, support systems including chemicals, HVAC, electrical, instrumentation & control, and site work, all in accordance with the special provisions, drawings, and technical specification.

Kiewit will be requesting quotes for various areas of work listed in, but not limited to, the scopes of work below.

Aggregates • Asphalt Paving • Curbs & Gutter • Fences/Gates/Guardrails • Landscaping Contractors • Concrete Reinforcing • Concrete Pumping • Precast Concrete • Metals • Membrane Roofing • Flashing & Sheet Metal • Joint Sealer • Overhead Door • Plaster & Gypsum Board • Flooring • Painting & Coating • Specialties • Fire Protection Specialties • Cathodic Protection • Hoists & Cranes • Mechanical Insulation • Plumbing Fixtures & Equipment • HVAC • Masonry • Electrical Work

Firms interested in receiving a bid package for this project must contact us at the e-mail address noted. 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 will also be available for review at the address listed below if requested.

This is a public works project and is subject to prevailing wage rates. Project is also financed in part by the California Clean Act State Revolving Fund and is subject to federal funding requirements including, but not limited to the AIS Provisions, DBE Program requirements, California Labor Code and the Davis-Bacon Act.

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

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

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

## 3 Reasons Construction Will Be an Economic Bright Spot in the US After COVID-19

### Continued from page 1

their highest reading since the Great Recession," says NAHB Chairman Dean Mon. "The demand is clearly there, and ... we expect that housing will play its traditional role of helping to lead the economy out of recession later in 2020 when the pandemic subsides."

Affordable housing is particularly ripe for investment, according to Los Angeles-based architect Brian Wickersham, owner of AUX Architecture. Because of COVID-19, he says, inflated construction prices are beginning to fall; this opens the door to profits on projects that previously had low margins. In response, opportunistic investors might shift resources from hard-hit sectors such as hospitality toward low- and middle-income housing, where demand is high due to a nationwide shortage of affordable housing.

"Bureaucracy, in conjunction with lower financial returns, has made building affordable housing too slow and too expensive for most investors," Wickersham says. "Now that margins may be better than other sectors, investor interest will be higher. If we can cut some red tape and get things into construction quickly, it can be a kick-start to the economy."

Bellaman says COVID-19 has created new problems that construction may solve. With schools and offices closed, for example, Americans have realized how much they rely on the Internet. As a result, there may be new projects to expand Internet access in rural areas and build new data centers. Meanwhile, contagion hot spots—hospitals, nursing homes, schools, offices, grocery stores, convention centers, hotels, restaurants, prisons, and factories—will need retrofits that improve social distancing, cleanliness, and air quality.

"After 9/11, a transformation occurred where we had to rethink security in airports and other facilities," Bellaman says. "I think there's going to be a similar transformation now. That's going to take redesign and construction."

Even manufacturing could see a boost, says Scott Copas, president and CEO of Baldwin & Shell Construction Company, a Little Rock, AR-based firm whose industrial division has surged during the pandemic.

Visit link for the full article

[www.autodesk.com/redshift/covid-19-construction/](http://www.autodesk.com/redshift/covid-19-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](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**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

REVISED BID DATE:  
September 10, 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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator 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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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



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](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**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

REVISED BID DATE:  
September 9th, 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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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

SMALL  
**BUSINESS**  
EXCHANGE



# Energy Equity

## As Natural Gas Bans Go National, Can Cities Fill the Gap?

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

By David Iaconangelo,

In July, a climate task force convened by Democratic presidential candidate Joe Biden embraced a 2030 goal of zeroing out greenhouse gas emissions from all new buildings.

The plan followed a wave of climate activism targeting buildings, which are often the biggest source of urban emissions as they draw electricity from the grid and guzzle natural gas for heat. Dozens of cities in California and Massachusetts have sought to restrict the use of gas in new structures, provoking pushback by oil and gas associations, utilities, and other groups.

But efficiency researchers say activists' favored alternative to natural gas — electric heat — is still a costlier option for consumers. Mass adoption of electric heating could overload the grid without significant infrastructure upgrades, other analysts warn. And an all-electric push would drag gas utilities into an existential fight, experts say, creating risks to ratepayers and company workforces.

"This goes to the core of utilities' business models," said Sue Coakley, executive director of the Northeast Energy Efficiency Partnerships (NEEP), which backs an electric transition.

Regulators need to examine how to wind down utilities' gas businesses while providing a future for the companies, she said.

"Utilities are going to say, 'Keep us financially whole and give us a way forward.' That's a reasonable thing to say," Coakley said.

Meanwhile, building electrification may hinge on a single, silver bullet replacement for fossil fuel heat — electric heat pumps — that can pose technical challenges, analysts say.

"If you're going to electrify the heating in a building, the logical way to do it is with a heat pump. There aren't many other options," said Ron Domitrovic, a program manager in the Electric Power Research Institute's (EPRI) energy utilization group.

In the Northeast, the stakes are high for determining whether heat pumps can replace fossil fuels. Every New England state, plus New York and New Jersey, has laws requiring 80% emissions reductions by 2050. And the region's buildings are by far the nation's most dependent on gas for heating.

"Buildings are really one of our hardest challenges," said Coakley of NEEP.

But federal and nonprofit electrification researchers see looming problems for the region.

For one, equipping a building with heat pumps can add complex design hurdles, noted Domitrovic of EPRI.

Unlike gas boilers, which burn fuel to create warmth, heat pumps simply transfer outside warmth into a building. By flipping a switch, they can also act as air conditioners.

In cold climates, though, heating demand is often higher than cooling demand. If a heat pump is doing both jobs, it might require a much bigger installation — for heat — than would be otherwise necessary for cooling.

"You had one size for an air conditioner, but if you needed heating, you might need to double the size. Does that mean double the cost? Perhaps," Domitrovic said.

In general, using the technology for space heating in cold climates would be more expensive for homeowners and landlords than using a gas boiler, said Domitrovic. When temperatures dip below freezing, heat pumps become less energy-efficient, and the cost of running them grows.

It's one reason natural gas advocates have defended continued use of the fuel, while promoting biofuels as an eventual substitute.

Renewable natural gas or biomethane — a low-carbon fuel produced from manure, food waste and other sources — could prove cheaper than electric heat if it were scaled up and mixed with regular natural gas in existing pipelines, found a study backed by the American Gas Foundation last year.

Heat pump advocates have contested those findings, pointing to a report commissioned by the California Energy Commission that concluded building electrification was the "least-cost" option for decarbonization. They add that using methane as a feedstock, as RNG does, would also pose risks of climate-threatening leaks.

But it may be too early to pick a single winner for decarbonized heat, said Jürgen Weiss, a partner at consultancy the Brattle Group and a senior lecturer at Harvard Business School, who has studied decarbonization pathways for the state of Rhode Island.

"There's a lot of open questions" about cost, he noted. "We're more likely to make progress if we push on parallel fronts."

### 'Not your daddy's heat pump'

Advocates and manufacturers point out that the technology is already in widespread use across the southern U.S., where 63% of new single-family homes came equipped with heat pumps in 2017. Many new models provide reliable warmth at temperatures well below freezing, they say.

"The unfortunate thing is, heat pumps share a name with a technology that just didn't heat below 40 degrees in the not-too-distant past. This is an entirely different technology today," said Eric Dubin, senior director for utilities and performance construction at Mitsubishi Electric Trane HVAC, the U.S. arm of the Japanese company that focuses on heat pumps.

"The ability to operate at low temperatures has completely changed, to where you can use this product in Canada and the northern U.S.," he added. "It's not your daddy's heat pump."

Environmental justice groups are approaching the issue with caution, wary of higher bills for low-income residents in vulnerable communities.

"If you're talking about an increase in energy bills, none of our members can afford that," said Carmelita Miller, legal counsel for energy equity at the California-based Greenlining Institute.

Landlords who ditch gas for electric heat, stoves or dryers might pass along the cost to renters, Miller's group wrote in a report last year. Even people who own their homes may not be able to afford repairs to the house's envelope and insula-

tion — considered prerequisites for fuel switching. A flight of wealthy homeowners from the gas system could raise rates for everyone else, the report found.

"We could also inadvertently be hurting our community members" if building electrification policies aren't designed with significant input from "front-line" communities, said Miller.

But buildings are also an important source of air pollution. Fossil fuels burned in residential and commercial buildings contributed to 28,200 premature deaths in the U.S. in 2018, according to a February study from the Massachusetts Institute of Technology that was published in the journal *Nature* (E&E News PM, Feb. 12). And there are few signs that carbon capture systems are emerging in buildings.

"We can't just say, 'Oh, this is going to cause an energy bill hike, so we should just leave our communities in pollution,'" said Miller. "We can't accept the status quo."

Groups like hers have begun to contemplate which policies could strike a balance.

"I think all of the clean energy advocates are, in one form or another, learning what [building electrification] is truly going to mean," Miller added.

### Echoes of fracking fights

After Biden's climate task force recommended a zero-emissions mandate for new buildings, the former vice president embraced a scaled-back version: His latest climate plan would only apply to new commercial buildings.

The plan emphasizes building upgrades rather than fuel switching, although it does call for "direct cash rebates and low-cost financing" for people who electrify home appliances.

Any national-level mandate would elevate an idea that has already taken root in California, where the state Energy Commission is contemplating an all-electric requirement for new buildings.

Last summer, Berkeley, Calif., prohibited new buildings from having natural gas pipes for heat, water and cooking. The town simultaneously mandated they be wired to handle electric heat pumps and stoves.

Over 50 California cities and counties have since proposed similar ordinances. State energy officials have signed off on them, since California's building code allows cities to set stricter energy standards than those imposed by the state.

That's not the case in Massachusetts, where the first gas ban on the East Coast was shot down last month by the state attorney general's office (Energywire, July 24).

Legislators in at least four other states have reacted swiftly to head off the prospect of municipal gas bans, passing laws that prohibit such restrictions.

California cities have faced their own headwinds enacting bans. Berkeley has been sued by the state restaurant association — a group backed in part by gas utilities — saying chefs depend on "the intense heat" provided by a natural gas flame.

This spring, a union representing employees of Southern California Gas Co. (SoCalGas), the na-

tion's largest gas distributor, managed to postpone a vote over a gas ban in San Luis Obispo by threatening to bus in attendees without observing social distancing, the Los Angeles Times reported.

Caitlin McCoy, a staff attorney at Harvard Law School's Environmental & Energy Law Program, said recent battles over gas bans remind her of the conflicts over hydraulic fracturing, in which local and state officials vied for the upper hand in deciding where drillers should be allowed to operate.

"All of that has come roaring back with these different natural gas ordinances," she said.

### Utility paradigm shift

Electrification advocates say they expect the clashes in California to be the opening salvo of what will become a nationwide battle, with potential to pit utilities against one another.

Builders, restaurateurs and other groups are likely to resist steps to electrify heat or stoves, according to advocates, but power and gas companies will be at the center of any policy fights.

Gas distributors might be more inclined to take a page from SoCalGas' playbook, while electric utilities would likely welcome the transition, said Jenna Tatum, director of the Building Electrification Initiative, which advises city sustainability officials.

Utilities that service both gas and electricity, meanwhile, "are going to be all over the map in terms of their response" to electrification policy, Tatum predicted. "They're going to have to make a lot of changes, but it's possible for them to shift their business model."

Regulators in the Northeast and elsewhere are steering their states toward an electric transition, creating rebates for homeowners who buy heat pumps to replace gas or propane. In some cases, heat pump installers and vendors can claim rebates as well, noted the American Council for an Energy-Efficient Economy in a June report.

Officials in California and New York are also reviewing how to square their climate goals, which involve full decarbonization across the energy sector, with the use of natural gas. Massachusetts' attorney general has similarly asked regulators there to investigate the future of gas infrastructure.

Some electrification advocates say state regulators must take aggressive action to reshape how many gas utilities do business.

Coakley of NEEP noted that on a kilowatt-hour basis, gas tends to be about a third the cost of electricity, citing estimates from the U.S. Energy Information Administration.

That could keep heat pumps at a competitive disadvantage, even though they often use energy more efficiently than gas, said Coakley, who is pushing policymakers to correct that market imbalance.

"There's a lot of tools we can bring to a solution," she said. "But it's pretty clear: We can't keep using natural gas the way we've been using it."

### SOURCE:

<https://greenlining.org/press/news/2020/natural-gas-bans-national-can-cities-fill-gap/>

# Public Legal Notices

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

### NOTICE INVITING GENERAL CONTRACTOR, ELECTRICAL OR MECHANICAL SUBCONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine Medical Center (UCIMC) from general contractors, electrical and/or mechanical subcontractors, wishing to submit bids for a Cost Plus contract for the:

#### B3, 3rd Fl, Conversion to Tele/Med-Surg, Project No. 994664

**PREQUALIFICATION:** The University has determined that bidders must be prequalified for this project.

**DESCRIPTION OF WORK:** A complete re-build of the 3rd floor of building 3, an OSHPD 1 building. This space is currently empty shell space, already demolished. The re-build will include 26 new patient rooms with 41 total beds in a combination of both private and semi-private rooms. The re-build will also include all ancillary services for the new unit, including: (2) nurse stations, medication rooms, clean/soiled utility rooms, equipment storage rooms, housekeeping rooms, IT/electrical rooms, staff locker rooms/rest rooms, a staff lounge, physician sleep rooms, workrooms and offices for the unit as well. Scope also includes a new air handler, new med air and med vac systems, some structural framing and roofing.

**PROJECT COMPLETION TIME:**  
330 calendar days.

**ESTIMATED COST:** \$15,000,000

**PROCEDURES:** Prequalification Questionnaires available Monday, August 24, 2020, 3:00 PM. Contact Kim Kerwin @ khau@hs.uci.edu or Terri Kalwara @ tkalwara@hs.uci.edu.

**QUESTIONNAIRE DUE DATE:** Questionnaires must be received by Tuesday, September 1, 2020 at 2:00 PM at UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

**GENERAL CONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "A" General Engineering or "B" General Building Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet all the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 facility located in the State of California for which the subcontract amount was at least \$6,000,000;
2. Included interior renovation/remodel or facility expansion constructed in or adjacent to patient care areas;
3. Included the management of electrical, plumbing and HVAC subcontractors.

**ELECTRICAL SUBCONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "C-10" Electrical Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 or 3 healthcare facility located in the State of California for which the subcontract amount was at least \$1,000,000 each;

2. Constructed in a limited and confined site adjacent to occupied buildings;

3. Included both normal and emergency power distribution, simplex fire alarm system installation, data and public address systems.

**MECHANICAL SUBCONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "C-20" Warm-Air Heating, Ventilating and Air Conditioning and/or "C-36" Plumbing Contractor licenses, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 or 3 healthcare facility located in the State of California for which the subcontract amount was at least \$4,000,000 each;

2. Constructed in a limited and confined site adjacent to occupied buildings;

Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified contractor submitting the lowest responsive bid. Prequalified General Contractors must use the prequalified subcontractors for the trades established by the University to submit a responsive bid for this project.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations. The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For other opportunities, please visit <http://www.ucirvinehealth.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
August 19, 2020

## CITY OF LODI

### City of Lodi Transit Three-Year Disadvantaged Business Enterprise (DBE) Goal

NOTICE IS HEREBY GIVEN that the City of Lodi has established a proposed Overall Three-Year Disadvantaged Business Enterprise (DBE) Goal for Federal Transit Administration (FTA)-assisted projects of **3.36%** for Federal Fiscal years 2020/21, 2021/22 and 2022/23.

The DBE Goal is applicable to FTA-assisted contracting opportunities scheduled to be awarded during the period of October 1, 2020 through September 30, 2023. The City of Lodi's proposed Three Year Goal and its rationale (developed in response to U.S. Department of Transportation's Disadvantaged Business Enterprise Program Regulations published under Title 49 CFR Part 26) is available for inspection at: <http://lodi.gov/483/Disadvantaged-Business-Enterprise-Goal>

The goal and rationale are available for inspection until September 19, 2020. Lodi City Hall is currently closed to the public due to COVID-19, therefore in-person review of this goal is not possible at this time. However, a copy of the goal and methodology can be mailed to you. Please contact:

Julia Tyack  
DBE Liaison Officer  
(209)269-4960  
jtyack@lodi.gov

Comments regarding the Goal will be accepted until September 19, 2020. Comments can be forwarded to Julia Tyack, DBE Liaison Officer, at the above stated address, phone number, and email; or to Nicholas Sun, Action Regional Civil Rights Officer, FTA Region IX, 90 7th Street, Suite 15-300, San Francisco, CA 94103-6701.

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



### SEEKING DBE FIRMS

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

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



### INTERESTED IN WORKING WITH TPOG?

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

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

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

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

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogiv4purpleline.com/index.html>

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391320-00

Fictitious Business Name(s):  
**All About Cruisin' Travel**  
Address  
**651-18th Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**William M.J. Dea**  
Address of Registrant #1  
**651-18th Avenue, San Francisco, CA 94121**

This business is conducted by **A Married Couple**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-27-2006**

Signed: **William Dea**

This statement was filed with the County Clerk of San Francisco County on **08-14-2020**

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: **Giselle Romo**  
**Deputy County Clerk**  
**08-14-2020**

08/20/20 + 08/27/20 + 09/03/20 + 09/10/20

## 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-0391262-00

Fictitious Business Name(s):  
**Fordham & Associates**  
Address  
**1055 Revere Avenue, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Fordham & Associates Fine Art Services LLC (CA)**  
Address of Registrant #1  
**1055 Revere Avenue, San Francisco, CA 94124**

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 **02-01-2014**

Signed: **Denise Fordham**

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**

08/20/20 + 08/27/20 + 09/03/20 + 09/10/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391200-00

Fictitious Business Name(s):  
**Molcaxitl**  
Address  
**2519 29th Avenue, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Nomar Joshua Ramirez**  
Address of Registrant #1  
**2519 29th Avenue, San Francisco, CA 94116**

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: **Nomar Ramirez**

This statement was filed with the County Clerk of San Francisco County on **08-05-2020**

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

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**08-05-2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20

## 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-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-0391405-00

Fictitious Business Name(s):  
**Jaxson**  
Address  
**3231 Fillmore Street, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Fillmore Street Group, Inc. (CA)**  
Address of Registrant #1  
**1250 Newell Avenue, Suite 200, Walnut Creek, CA 94596**

This business is conducted by **A Corporation**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-25-2014**

Signed: **Jeff Jurwo**

This statement was filed with the County Clerk of San Francisco County on **08-21-2020**

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**  
**08-21-2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391349-00

Fictitious Business Name(s):  
**The Happy Vegan Superfoods**  
Address  
**246 Ritch Street, Unit 101, San Francisco, CA 94107**  
Full Name of Registrant #1  
**BetterFoods, LLC (CA)**  
Address of Registrant #1  
**3110 35th Avenue, Oakland, CA 94619**

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: **Tobias Patella**

This statement was filed with the County Clerk of San Francisco County on **08-18-2020**

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**  
**08-18-2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391358-00

Fictitious Business Name(s):  
**The Zen Mac**  
Address  
**754 Post Street #503, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Andy Bydalek**  
Address of Registrant #1  
**754 Post Street #503, 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 **07/31/2020**

Signed: **Andy Bydalek**

This statement was filed with the County Clerk of San Francisco County on **08-18-2020**

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**  
**08-18-2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391367-00

Fictitious Business Name(s):  
**Nervana Body & Soul**  
Address  
**462 35th Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Heather Udomrat**  
Address of Registrant #1  
**462 35th Avenue, 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 **08/07/2020**

Signed: **Heather Udomrat**

This statement was filed with the County Clerk of San Francisco County on **08/18/2020**

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**  
**08-18-2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20

## 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.) **Salus Massage and Bodywork**  
Located at **399 Arguello Blvd., San Francisco, CA 94118**  
This fictitious business name was filed in the County of San Francisco on **11/28/2018** under file **A-0384140-00**

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

Full Name of Registrant #1  
**Heather Udomrat**  
**462 35th Avenue**  
**San Francisco, CA 94121**

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

Signed: **Heather Udomrat**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**08/18/2020**

08/27/20 + 09/03/20 + 09/10/20 + 09/17/20