

# SMALL BUSINESS EXCHANGE

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August 29, 2019

## How Do Data-Driven Decisions Benefit Construction Businesses?



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

By Holly Welles,

Data makes the world go round. With access to high-speed, readily available information, companies across a range of industries can ensure smart decision making and better investments. Even the construction industry isn't immune to data and digital transformation.

As context, a lot of money exchanges hands over the course of a project. Using data is just smart business. There are so many ways data can shape construction into something more—both financially and otherwise—that every construction professional should be paying attention.

Here's a taste of what data can do for your business, looking at predictive analytics, equipment investments, and other areas where data is applicable.

### Predictive Analytics

Predicting every aspect of a project before it begins can save your company a significant amount of time and money. Just understanding weather patterns or traffic can help a company

preempt problems. Fortunately, there's data and information stored in almost everything, so you can know exactly what's going on around you before anything gets started.

For predictive analytics to be effective, you have to implement it at the earliest possible time to ensure everything runs smoothly. You can work through your plans efficiently and store info for easy retrieval later as long as you have an idea of what the future might hold. This allows project owners to get ahead of their work and make informed decisions.

### Managing Disputes

When a lot of people are working together, an argument is pretty much inevitable. The more complicated your project is, the more misunderstandings and mistakes you'll need to handle. Mitigating these problems will ultimately come down to having easily accessible facts from a trusted data source. Attempting to solve an issue without access to information will prove far more difficult.

By constantly monitoring and collecting data on a project, you'll have plenty of information to

■ Continued on page 7

## Helping America's Small Businesses Build a Clean Energy Future

Small businesses in emerging industries – like clean energy – have cutting-edge ideas that are strengthening our country and changing the world. Today, we're helping them continue to do just that in two major ways.

First, unlike larger firms, many small firms don't have the staff or time to search for all of the federal opportunities that can help them grow and create jobs.

We're pleased to announce that they've got a new tool at <https://www.sba.gov/content/environmental-grants-loans-0>, where they can find

all federal opportunities in a single location.

How did this come about? For the past year, the U.S. Navy and the U.S. Small Business Administration worked together to help Navy tap into the innovation that is happening throughout America's strong and growing number of small, clean-energy businesses.

One of the first, simplest efforts was to create a single web page where all of Navy's green and renewable energy contracts could be easily found by small businesses. Navy created that site in just a couple of months.

When it was completed, we thought, "Why don't we do this across the entire federal government?" So we did.

The SBA pulled together several sources of federal contract opportunities in clean energy. We added federal grant information. In addition, we included patent information so that these small firms could quickly find intellectual property information and licensing opportunities. And finally, we wrapped in all of the federal resources across several agencies that are available to help small, clean energy firms.

The result is an automated, comprehensive, streamlined site that is populated in real-time with new clean energy opportunities for small businesses.

This is a win-win. Federal agencies benefit from a greater chance of finding and working with the right business that can help meet a specific clean-energy need. At the same time, small businesses benefit from greater transparency and more opportunities to scale up.

The second major way we're helping small clean-energy firms is by building on a proven program.

Many agencies have ambitious goals for speeding their transition to clean energy. The Navy, for example, plans to have 50 percent of energy consumption – afloat and ashore – come from alternative sources by 2020. Already, Navy has led the way with its first hybrid ship launched last year and biofuel certifications for all ships and planes on track to be completed by the end of next year.

To build on that progress, we need to ensure that the Small Business Innovation Research (SBIR) program continues to make a strong impact. This highly-competitive program draws out the best-of-the-best in Research and Development, providing about \$2.5 billion annually government-wide to the most promising small firms. Importantly, about one-fourth of R&D Magazine's "top 100" innovations in past years featured SBIR-driven products.

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# Business Toolkit

## Tips to Bid Incomplete Drawings

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

By John Lack,

As Acuity's Construction Specialist, I sometimes hear the frustration of contractors bidding commercial projects when the drawings they are working with are incomplete. As a former contractor, I feel their frustration. So much time and effort is put into estimating the project, and with incomplete drawings, you wonder if the general contractor or owner will be able to compare apples to apples, or if it might cause you to lose the project.

Putting a successful bid proposal together is more than just jotting down some numbers and gambling for a good outcome. Proper bid preparation requires time and effort, including reading and fully understanding the plans and specifications, visiting the site, estimating costs for labor, materials, and equipment, and making sure you have everything covered. A small mistake could be the difference between being awarded the project, making or losing money, or having to move to the next project.

Some estimators bid only what is shown on the drawings. They may realize other items will need to be added, but they make this up with change orders, which can be a gamble for the contractor and could affect their relationship with the general contractor or owner.

In the bid process, a prudent contractor should look for errors, omissions, and conflicts in the drawings. If something substantial is found that affects your ability to produce an accurate estimate, send a written communication and make sure you get a response from the architect via one of the GC's requests for information (RFI). You may want to refer to a detail on the plan for a clear explanation of your concern.

One of the biggest problems I have seen that can affect the relationship early on is subcontractors not including what is being asked of them to bid. If you are changing what is in your scope of work, materials or anything in the plans and specifications, I suggest including a separate page in your bid for each additional item or change you feel is needed, along

with a brief explanation and specification. Make sure you keep your explanations neutral and free of blame. Clearly indicate that items are necessary and what may be optional. They can either accept the additions and changes and include them in the contract now or deal with them in a change order later.

You may also wish to include a clarification sheet with your bid, listing items that seem vague in the plans or specifications and clarifying how you are interpreting something. This is especially important when the plans and specifications conflict with each other or something that was expressed to you verbally.

Exclusions may also accompany your bid. This could include any undercutting below planned sub grade and dealing with unacceptable soils and asbestos remediation. Contractors may also struggle with what is covered in their bid, especially when they leave off and the next contractor continues. For example, in my contracting days, we would typically bring a six-inch water main into a building's

mechanical room. A cast iron tee at the end of the water service would accommodate the fire sprinkler system and the domestic water. But who supplies the tee? Is it the contractor who brought the water service into the building, the sprinkler contractor, or the plumber who needs to tie into it? The plans may not show who is responsible for supplying it.

It is not uncommon for a contractor to discover inaccuracies or incomplete drawings. Once these discrepancies are discovered, the contractor should give prompt notice according to the contract. Depending on the degree of those errors, it could affect your rights to recover any additional cost. Therefore, it is critical that you fully understand your obligation to the contract and state law. A construction attorney can be a great resource for protecting yourself.

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



### Smart Ways TO WORK by Odette Pollar

#### Bad News is Really Good News

No one can deny the radical changes that most organizations have gone through in the last decade. Entire industries have been redefined, some eliminated and a few created. As corporate culture transforms, one disturbing phenomenon has developed. It is what I call the Good News Syndrome. Workplaces are striving to be more healthy, balance-conscious and worker friendly. This is highly commendable. There is, however, an unintended outcome of these attempts. Employees are striving so hard to be positive and

upbeat that bad news is now sugar coated to such a degree that it ceases to be bad news.

Language has changed. We now have "challenges"; we no longer have problems. A caller angry and distressed about the product she received is now "concerned about timely performance." As information moves up in a hierarchy or even across horizontal lines each person who touches the issue, rounds the edges and smoothes out the information. Quite soon the original accurate statement of the problem or experience has disappeared. Upper management rarely hears the severity of a circumstance. As a consequence, decisions are made on, in the worst scenario, faulty, inaccurate information.

Granted that bad news is not pleasant. Nobody actively looks forward to learning more about uncomfortable situations. However, doing so is key. Ignoring it, putting it out of mind or procrastinating about facing it is a recipe for eventually disaster.

The job of a manager is to confront bad news and do something about it. And a lot can go wrong in an organization. Items are late, promises are not fulfilled, customers go to a competitor, products fail. In this high paced competitive environment, you must respond quickly to information and bad news is very important information. Managers who do not want to hear bad news or feel that staff members who offer it are being "negative" does the organization a disservice. It is still common for people to shoot the messenger or dismiss the information as an isolated experience. This shying away from bad news is like putting blinders on a horse. It shuts down new input and possibly new opportunities.

Another circumstance where bad news is often ignored comes after resources have been committed to a strategy. Once a team is moving in a particular direction say, to develop a new product, that process takes on a life of its own. However, the longer it takes to develop the new product, the more information becomes available. There will be more competitors, with similar

products, the consumer's buying history gets established and trend information develops. What happens when midway through the process, the data begins to show that this once good idea is really a bad decision? Who is comfortable with first raising that flag? And are they listened to? If a trend did not develop as planned, the product being created may no longer be viable. Better to retool in a new direction than continue in a bad one.

Within your organization what is the mechanism for getting important information to key decision makers? How this type of news is handled says much about a company.

Even if you are not the senior manager trying to determine to release a new car called the Edsel you do have influence over your immediate area. Think hard about bad news and how important it is for you to hear it sooner rather than later. Encourage people to investigate bad news. Consider also how you can foster and convince oth-

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**Editorial Staff**  
President & CEO:  
Gerald W. Johnson  
[gwj@sbeinc.com](mailto:gwj@sbeinc.com)

**Managing Editor:**  
Valerie Voorhies  
[vvv@sbeinc.com](mailto:vvv@sbeinc.com)

**Production Manager:**  
Nabil Vo  
[nvo@sbeinc.com](mailto:nvo@sbeinc.com)

**Diversity Outreach Manager:**  
Rosalie Vivanco  
[rvivanco@sbeinc.com](mailto:rvivanco@sbeinc.com)

**Graphics Design:**  
Domingo Johnson  
[doming0@mac.com](mailto:doming0@mac.com)

**Webmaster:**  
Umer Farooq  
[umer@octadyne.com](mailto:umer@octadyne.com)

**Writer:**  
Cheryl Hentz  
[cheryl.hentz@gmail.com](mailto:cheryl.hentz@gmail.com)

**SBE Northeast Manager:**  
Leslie McMillan  
[lmcmillan@sbeinc.com](mailto:lmcmillan@sbeinc.com)

#### Contact Info:

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

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# Access to Capital

## Ready to Grow Your Business?

## How to Open a Business Credit File

By Marco Carbajo,

As a business owner, it's crucial to improve your company's ability to acquire credit and funding. A business credit file is every bit as important as your personal credit file. Like personal credit, business credit determines whether your company can be trusted by the way it manages its finances. Think of your business credit file as a barometer for the financial reputation of your business.

Your business credit file is created by business credit reporting agencies. These agencies are storehouses of collected business and credit information on millions of companies in the United States and throughout the world. The most widely recognized agencies are Dun & Bradstreet® and Equifax® Small Business.

The first step prior to opening a credit file is establishing your business entity. Next, you will need to obtain an employer identification number also known as your EIN or federal tax identification number. Now that these two fundamental steps are completed the third step is to open a business credit file with each of the major agencies.

Now it's important to understand each business credit reporting agency gathers information about a business through various sources such as payment data from banks and lenders, UCC filings, incorporation filings, business registrations, internet web mining, print and online directories, trade reporters, etc.

Through these data collection methods, a business credit agency may have created a credit file on your company without your knowledge.

So, prior to opening a credit file with a business credit agency it's essential to conduct a company search with each agency to determine if your business already has a file in its database. To conduct a search, visit each agency's website and type in your company name, city and state in the search box provided.

If your company is listed in the search results then order a business credit report so you can review the information being reported on your company. Check for any inaccuracies, and if there is any incorrect information contact the credit agency directly. Another option is to submit a dispute and/or update online.

If your business is not listed, one of the ways to open a business credit file is if a supplier or lender that your company has credit with, reports your payment history to a business

credit agency. Consider working with suppliers that issue credit to your business and report it because this will open your business credit file and begin establishing your company's credit rating.

If a supplier or lender does not report, you can encourage them to report by becoming a trade reporter with an agency. Keep in mind not all suppliers report to business credit reporting agencies. In fact, of the more than 500, 000 suppliers extending credit, only about 10, 000 reports to a business credit agency.

Another way to open a business credit file with a business credit agency is applying for a D-U-N-S® Number. Dun & Bradstreet is one of the major agencies that issues a D-U-N-S® Number which is linked to a company's credit file. By applying for a D&B number you are in fact regis-

■ Continued from page 3



## California Sub-Bid Request Ad



### McCarthy Building Companies, Inc.

Subcontractor Solicitation of Interest  
RANCHO LOS AMIGOS  
ISD & PROBATION HEADQUARTERS PROJECT  
Downey, CA

Bid Date: September 13, 2019

McCarthy Building Companies, Inc. is soliciting interest from qualified subcontractors and suppliers to participate in the bidding for award phase of the project upon completion of the design. The Scope of Work includes:

a. This project will design and construct a new, multi-story ISD and Probation Headquarters building(s) of approximately 472,000 square-feet, on a 12.7-acre site within the larger Rancho Los Amigos South Campus. The project goal is to create a new County paradigm for an open, collaborative, and high-tech office space that aligns with the County campus mission statement of "transforming public service." The project also includes shared campus spaces including an auditorium, a fitness center, and a cafeteria. This site is currently un-occupied and contains existing buildings that are in various stages of abandonment and deterioration. New construction will include a secure parking structure for the staff, fleet, and visitors, all necessary site improvements, structures, site infrastructure, utilities, site lights, CCTV and security systems, Furniture, Fixtures, and Equipment, landscaping, irrigation and signage. The proposed project will be designed to achieve the Leadership in Energy and Environmental Design (LEED) Gold rating or better. Also included is demolition and hazardous materials removal of existing buildings and "mothballing" of two existing structures-Casa de Consuelo and Power Building.

**Work categories include:** Building Demolition & Abatement; Site Clearing & Earthwork; Asphalt Concrete Paving & Striping; Site Concrete; Site Utilities; Fences & Gates; Athletic equipment; Landscaping & Irrigation, Site Furnishings; Reinforcing Steel; Structural Concrete; Masonry; Structural Steel; Metal Decking; Misc. Metal Fabrications; Ornamental Metal; Rough Carpentry; Finish Carpentry & Casework; Roofing & Waterproofing; Insulation; Sheet Metal Joint Sealants; Doors/Frames/Hardware; Access Doors; Glass & Glazing; Coiling/Overhead Doors; Elevator Smoke Containment Doors; Accordion Folding Doors; Tile; Acoustical Ceilings; Acoustic Wall Treatment; Resilient Flooring & Carpet, Vapor Emissions; Resinous Flooring; Painting & Wallcoverings; Markerboards/Tackboards; Wall Protection; Signage (Site/Bldg.); Lockers; Fire Extinguishers/Cabinets; Toilet Accessories/Partitions; Projections Screens; Flagpoles; Window Washing Equipment; AV Equipment; Loading Dock Equipment; Food Service Equipment / Cold Storage; Equipment; Window Treatment; Entrance mat/frames; Elevators.

- \* - This project will have a Project Labor Agreement
- \* - A 100% Performance and Payment Bond from an admitted surety will be required upon award of contract for all trades.
- \* - McCarthy is an equal opportunity employer and encourages qualified Small Business and Minority Business participation.

Please contact us if you have any questions regarding project specifics:

**McCarthy Building Companies, Inc.**

20401 S.W. Birch Street, Newport, CA. 92660

Phone (949) 851-8383 Ext. 73347 • Fax (949) 756-6841

LeAnn Battle-Laridon, Preconstruction Assistant, E-Mail: pbattlelaridon@mccarthy.com

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.tpojv4purpleline.com/index.html>



# California Sub-Bid Request Ads

**CAHILL CONTRACTORS LLC**  
requests bids from Certified SBE Subcontractors  
and Suppliers for ALL trades EXCEPT:  
Exterior Building Maintenance / Modular /  
Fire Sprinkler / Fire Alarm / Solar  
1064  
**MISSION STREET - REMAINING TRADES**  
1064 Mission Street, San Francisco, CA 94103  
This is an SFCMD project with prevailing wage and  
construction workforce requirements.  
**BID DATE: 9/16/19 @ 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.



## Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity  
Employer, is seeking quotes from interested and qual-  
ified Disadvantaged Business Enterprises (DBE's) and  
other subcontractors and suppliers for the following:

### PROJECT:

**Gravity Pipeline Progressive Design Build Project**  
**OWNER: Silicon Valley Clean Water**

**Initial Publish Date: August 20, 2019**  
**Proposal Deadline: September 20, 2019**

Firms that are certified by one of the following pro-  
grams are qualified: Entities owned and/or controlled  
by socially and economically disadvantaged individu-  
als, MBE, WBE, SBE, SBRA, LSAF and HUB.

**OPPORTUNITIES INCLUDE**  
**m (For September 20, 2019 Deadline):**

Barnard Bessac Joint Venture (BBJV) is soliciting  
pricing for tunnel spoils off-haul trucking and dis-  
posal from permitted disposal sites in and around the  
San Francisco Bay Area as part of the Silicon Val-  
ley Clean Water (SVCW) Gravity Pipeline Project.  
Approximately 135,000 bank cubic yards of exca-  
vated material will be generated during tunneling  
operations from two tunnel boring drives. BBJV  
requires disposal sites to have the capability to  
receive no less than 500 to 1,000 bank cubic yards  
of material per day. BBJV's tunneling operations  
are planned for 5 days per week, Monday through  
Friday, with tunnel spoils off-haul occurring up to 6  
days per week, rain or shine.

Please contact either of the following to get your  
name on the bidders list:

Shannon Cozino:  
[shannon.cozino@barnard-inc.com](mailto:shannon.cozino@barnard-inc.com)

Ben Weldin:  
[ben.weldin@barnard-inc.com](mailto:ben.weldin@barnard-inc.com)



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

REQUEST FOR LIABE/LBABA/SBE/VSBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**800 Series Building Pavement Reconstruction**  
Port of Oakland  
Project #2018-03-M2  
**BID DATE: September 23, 2019 @ 12:00 PM**

We are soliciting quotes for (including but not  
limited to): Trucking, Adjust Utilities to Grade,  
Bollards, Survey, SWPPP, Sweeping, Concrete  
and Construction Materials

### An Equal Opportunity Employer

100% Performance & Payment Bonds may be re-  
quired. Worker's Compensation Waiver of Subro-  
gation required. The Port of Oakland Maritime and  
Aviation Project Labor Agreement (MAPLA) [2016]  
V.1 applies to this project. Please call OCJ for  
assistance with bonding, insurance, necessary  
equipment, material and/or supplies. OCJ is will-  
ing to breakout any portion of work to encourage  
LIABE/LBABA/SBE/VSBE participation. Plans &  
Specs are available for viewing at our office.



11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **JIM 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 - STATE HIGHWAY IN  
MERCED COUNTY IN AND NEAR LIVINGSTON  
FROM 0.8 MILE SOUTH OF  
HAMMATT AVENUE OVERCROSSING TO  
STANISLAUS COUNTY LINE**  
Contract No. 10-0Q1214  
Federal Aid Project No.  
ACSB1TCEPNH-P099(639)E  
Disadvantaged Business Enterprise Goal  
Assigned is 13%

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

**REVISED BID DATE:**  
**SEPTEMBER 11TH, 2019 @ 2:00 P.M.**

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

**AC DIKE, POLYESTER CONCRETE INLAY,  
BRIDGE, BRIDGE REMOVAL, CIDH SUB, CLEAR-  
ING AND GRUBBING/DEMOLITION, COLD  
PLANE, CONCRETE BARRIER, CONSTRU-  
TION AREA SIGNS, CRASH CUSHION, ELEC-  
TRICAL, EROSION CONTROL, JOINT SEAL,  
K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN,  
MBGR, MINOR CONCRETE, MINOR CONCRETE  
STRUCTURE, PCC PAVING, PILING, REIN-  
FORCED STEEL, ROADSIDE SIGNS, ROADWAY  
EXCAVATION, ROCK SLOPE PROTECTION,  
SIGN STRUCTURE, SOUNDWALL (MASONRY),  
STRIPING, STRUCTURAL BACKFILL, STRUC-  
TURAL EXCAVATION, SWPPP/WATER POLLU-  
TION CONTROL PLAN PREPARATION, TEMPO-  
RARY EROSION CONTROL, UNDERGROUND,  
VEGETATION CONTROL, TRUCKING, WATER  
TRUCKS, STREET SWEEPING, CLASS 2 AGGRE-  
GATE SUB BASE MATERIAL, HOT MIX ASPHALT  
(TYPE A) MATERIAL, ASPHALT OIL BINDER.**

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://ftp%25desilvagates.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 Jim 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 ques-  
tions 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 lo-  
cal Small Business Development Center Network  
(<http://californiasbdc.org>) or contact the Califor-  
nia 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% Perfor-  
mance 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 ALL trades EXCEPT:  
Exterior Building Maintenance / Fire Sprinkler /  
Fire Alarm / ERRCS / Solar  
**MACEO MAY - REMAINING TRADES**  
Ave. C & 5th Street, Treasure Island, CA  
This is an SFCMD project with prevailing wage  
and construction workforce requirements.  
**BID DATE: 9/26/19 @ 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.



11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **JIM 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 5, 51, 65, 174 -  
CONSTRUCTION ON STATE HIGHWAY IN  
NEVADA, PLACER, AND SACRAMENTO  
COUNTIES AT VARIOUS LOCATIONS**  
Contract No. 03-4H5504,  
Federal Aid Project No. ACHSST-000C(502)E  
Disadvantaged Business Enterprise Goal  
Assigned is 15%

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

**BID DATE: SEPTEMBER 4, 2019 @ 2:00 P.M.**

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

**HIGH FRICTION SURFACE TREATMENT, COLD  
PLANE, CONSTRUCTION AREA SIGNS, ELECTRI-  
CAL, EMULSION SUPPLIER, FABRIC/GEOSYN-  
THETIC PAVEMENT INTERLAYER, STRIPING,  
SWPPP/WATER POLLUTION CONTROL PLAN  
PREPARATION, TRUCKING, WATER TRUCKS,  
STREET SWEEPING, HOT MIX ASPHALT (TYPE A)  
MATERIAL, RUBBERIZED HMA (OPEN GRADE)  
MATERIAL, ASPHALT OIL.**

Plans and specifications may be reviewed at  
our offices located at 11555 Dublin Boule-  
vard, 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](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is  
<ftp://ftp%25desilvagates.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 Jim Yackley. If you have questions for  
the Estimator, call at (925) 829-9220. When submit-  
ting 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 lo-  
cal Small Business Development Center Network  
(<http://californiasbdc.org>) or contact the Califor-  
nia 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% Perfor-  
mance bonds may be required as a subcontract  
condition. This will be a PREVAILING WAGE JOB.  
DGC is an Equal Opportunity/Affirmative Action  
Employer.



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

Requests sub-bids from qualified Subcontractors,  
Consultants, and/or Suppliers seeking to  
participate in the construction on the  
Dale Avenue Pump Station Project.

<https://cucp.dot.ca.gov/cucp/>  
<http://www.epa.gov/>  
<http://www.sba.gov>

Subcontractors and Suppliers  
for the following project:

**Dale Avenue Pump Station (DAPS)**  
City Project No. 465003-46515-0553-46320  
Owner: City of San Mateo  
**Bid Date: September 9, 2019 by 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**  
Minority Business Enterprise (MBE), Women Busi-  
ness Enterprise (WBE), Small Business Enterprise  
(SBE), Small Business in a Rural Area (SBRA), Labor  
Surplus Area Firm (LSAF), or Historically Underuti-  
lized Business (HUB) Zone Businesses wanted for  
the following scopes, including, but not limited to:

**Aggregates, AC Paving, Bypass Pumping, CIDH,  
CIPP Rehab, Concrete - Structural, Concrete Re-  
inforcing, Concrete Supply, Concrete Precast,  
Concrete Pumping, Demo, Electrical, Eleva-  
tors, Equipment, Hazardous Abatement, HVAC,  
Landscaping, Masonry, Metals, Painting & Coat-  
ings, Pipe Inspection, Piping & Valves, Quality  
Control, Structural Steel, SWPPP, Survey, Truck-  
ing & Hauling, Water & Sweeper Truck.**

Bonding, insurance and any technical assistance  
or information related to the plans or specification  
and requirements for the work will be made avail-  
able to interested DBE, MBE, SBE, SBRA, LSAF or  
HUB certified suppliers, service providers and sub-  
contractors. Assistance with obtaining necessary  
equipment, supplies, materials, or services for this  
project will be offered to interested certified sup-  
pliers, service providers and subcontractors.

**Subcontractor and Supplier Scopes are due  
September 2, 2019 and Quotes  
NO LATER THAN September 8, 2019 at 5 PM.**

Plans are available for viewing at our office at our  
address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN  
database will receive an invitation to bid. Please  
visit [http://www.kiewit.com/districts/northern-  
california/overview.aspx](http://www.kiewit.com/districts/northern-california/overview.aspx) to register your company  
and to be able to receive bidding information, view  
plans and specifications.

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

Performance Bond and Payment Bonds may be  
required for subcontractors and a suppliers bond  
for suppliers.

Davis-Bacon Act and American Iron and Steel  
Requirements Apply

Water Infrastructure Finance and Innovation Act  
(WIFIA) Provisions apply

Subcontract work shall be signatory to the  
applicable local union or willing to sign a one-time  
agreement.

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



# California Sub-Bid Request Ads

**PROJECT: State Hwy Rte 10/60 Separation to Rte 10/111 Separation  
Project # 08-1C38U4**

**OWNER: CALTRANS - DBE GOAL 13%  
BID DATE: SEPTEMBER 18, 2019 BID TIME: 2:00 PM  
\*\*Please respond by 5:00 p.m., SEPTEMBER 17, 2019\*\***

Coffman Riverside Joint Venture is requesting quotes from all qualified subcontractors and suppliers for the following items of work, including but not limited to:

- TRUCKING / HAULS - BASES, ASPHALT, AGGS
- TRUCKING / EXPORT OF SOILS, DISPOSAL
- AGGREGATE SUPPLY / AGGREGATE BASE
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- STREET SWEEPING
- EROSION CONTROL
- SURVEY / QC
- TRAFFIC CONTROL
- WATER TRUCK
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- CONCRETE SAWCUT & SEALING
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- CONCRETE BARRIER
- REBAR
- DRAINAGE / PIPE SUPPLY
- GRINDING / CRUSHING
- EARTHWORK / GRADING
- DEMOLITION / EXCAVATION

Coffman Riverside Joint Venture is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advance with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. **\*\*Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com) or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

\*\*Please send quotes via email to [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com) or via fax to (858) 586-0164 or [estimating@rivconstruct.com](mailto:estimating@rivconstruct.com) or via fax to (951) 682-5872

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



9685 Via Excelencia, Suite 200 San Diego, CA. 92126 Phone (858) 536-3100 Bid Fax (858) 586-0164

[www.coffmanspecialties.com](http://www.coffmanspecialties.com)

P.O. Box 1146 Riverside, CA 92502 Phone (951) 682-8308 Bid Fax (951) 682-5872

[www.rivconstruct.com](http://www.rivconstruct.com)



**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:

**Highway 101 Pedestrian / Bicycle Overcrossing & Adobe Creek Reach Trail Project  
City of Palo Alto IFB #174550**

**Bids: September 25, 2019 @ 3 pm**

**SUBCONTRACTING GOAL - DBE - 13%**

The work consists but not limited to the following: concrete approach ramps; pre-fabricated steel truss principal span; abutments & cast-in-drilled hole (CIDH) pile foundations; overlook; railing & fencing; crosswalks; driveways & sidewalks improvements; pavement; traffic control; SWPPP; street & bridge lighting; signs; potholing; surveying; striping; landscaping & irrigation; art elements installation coordination.

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**



**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:

**US 101 / Holly Street Interchange & Pedestrian Overcrossing Project**

**City of San Carlos #04-1G6224**

**Bids: October 21, 2019 @ 10 am**

**SUBCONTRACTING GOAL - DBE - 8.4%**

The work consists but not limited to the following: SWPPP; Traffic Control System; Type III Barricade; Temporary Pavement Marking (Paint); Temporary Traffic Stripe (Paint); Traffic Signs; Erosion Control; Hydro Mulch; Fiber Rolls; Silt Fence; Hydroseed; Street Sweeping; Bridge Removal; Lightweight Cellular Concrete Backfill; Ditch Excavation; Import Borrow; Clearing & Grubbing; Structure Excavation (Retaining Wall); CIDH Concrete Piling; Reinforcing Steel; Misc Metal (Restrainer-Cable type); Concrete Work; Signal & Lighting; Pavement Markers; Chainlink Railing; Concrete Barriers; Asphalt Concrete; Prestressing Concrete; Concrete Curbs & Gutters; Railings & Barriers; Markings; Electrical; Fiber Optic System.

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**



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**GARFIELD ELEMENTARY SCHOOL MODERNIZATION  
SAN FRANCISCO, CA  
SFUSD Project #11891**

**BID DATE: September 12, 2019 @ 2:00pm  
ESTIMATE: \$11,000,000**

Trades needed but not limited to: Abatement and Demolition, Hard Demolition, Site Demo, Grading and Paving, Site Utilities, Concrete, Rebar, Landscape and Soil Prep, Carpentry, Case-work, Electrical, Structural Steel, Ornamental Metals, Chain link Fencing, Drywall and Metal Framing, Lath and Plaster, Building Insulation, Self-Adhere Waterproofing, TPO Roofing, Alum. Roofing, Sheetmetal Flashing, Ceramic Tile, Terrazzo Refinishing, Epoxy Flooring, Resilient Flooring, Painting, Alum Windows, Glazing, FRP Doors, Tubular Daylight Systems, Hollow Metal, Wood Doors, Finish Hardware, Door and Hardware Install, Overhead Coiling Doors, Play Equipment and Structures, Food and Laundry Equipment, Hydraulic Elevator Modifications, Elevator Smoke Door, Window Coverings, Fire Sprinklers, Plumbing, Mechanical and Controls, Survey, Erosion Control, Signage, Manufactured Casework, Visual Display, Toilet Partitions and Accessories, Evacuation Chairs and Cabinets, Lockers, Storage Assemblies, Fire Extinguisher Cabinets, Bird Control Devices, Projection Screens, Entrance Mats and Grates, Site Furnishings.

CONTACT:

Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS  
AN EQUAL OPPORTUNITY EMPLOYER

## How to Open a Business Credit File

Continued from page 3

tering with a business credit agency. The most important thing to remember is your company's credit file will be incomplete until it has payment experiences reporting. It's essential that suppliers, vendors, retailers, lenders, banks, leasing companies and other businesses that your company has payment history with shares the data with a business credit agency.

Credit savvy business owners always focus on establishing the creditworthiness of their businesses. What's in a business credit file impacts whether a company may get approved for business credit or a loan and at what interest rate and payment terms. With a strong business credit file, a company will position itself to get the best rates, terms, and credit limits.

About the Author,

Marco Carbajo is a business credit expert, author, speaker, and founder of the Business Credit Insiders Circle. He is a business credit blogger for Dun and Bradstreet Credibility Corp, the SBA.gov Community, About.com and All Business.com. His articles and blog; Business Credit Blogger.com, have been featured in 'Fox Small Business', 'American Express Small Business', 'Business Week', 'The Washington Post', 'The New York Times', 'The San Francisco Tribune', 'Alltop', and 'Entrepreneur Connect'.

SOURCE: [www.sba.gov](http://www.sba.gov)

## Bad News is Really Good News

Continued from page 2

ers that delivering bad news to you is actually a good thing. How about rewarding people for it? This is not an attempt to dwell on the dark side. We gain important lessons and insight from positive as well as negative experiences. You may be bucking the culture of the organization but you will be helping it significantly. Pulling a situation or a product from the jaws of defeat is good news. No need to sugarcoat that.

Odette Pollar is a nationally known speaker, author, and consultant. President of the management consulting firm, Smart Ways to Work based in Oakland, CA, her most recent book is Surviving Information Overload. Email to share your comments, questions and suggestions: [odette@SmartWaysToWork.com](mailto:odette@SmartWaysToWork.com).

Visit us at:  
[www.smartwaystowork.com](http://www.smartwaystowork.com)  
call: 1-800-599-8463.

## With SBE you can:

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SBE increases the value of a single ad ... by 3!

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

### 3 ADS FOR ONE PRICE

- 1 paid in the SBE weekly newspaper and you receive
- 1 in the Friday daily e-Newsletter
- 1 on the website (running until bid date).

*(Proof of Publication will be included for all)*

# 3 for 1

Email ad copy to **Nabil Vo** at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

#### SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

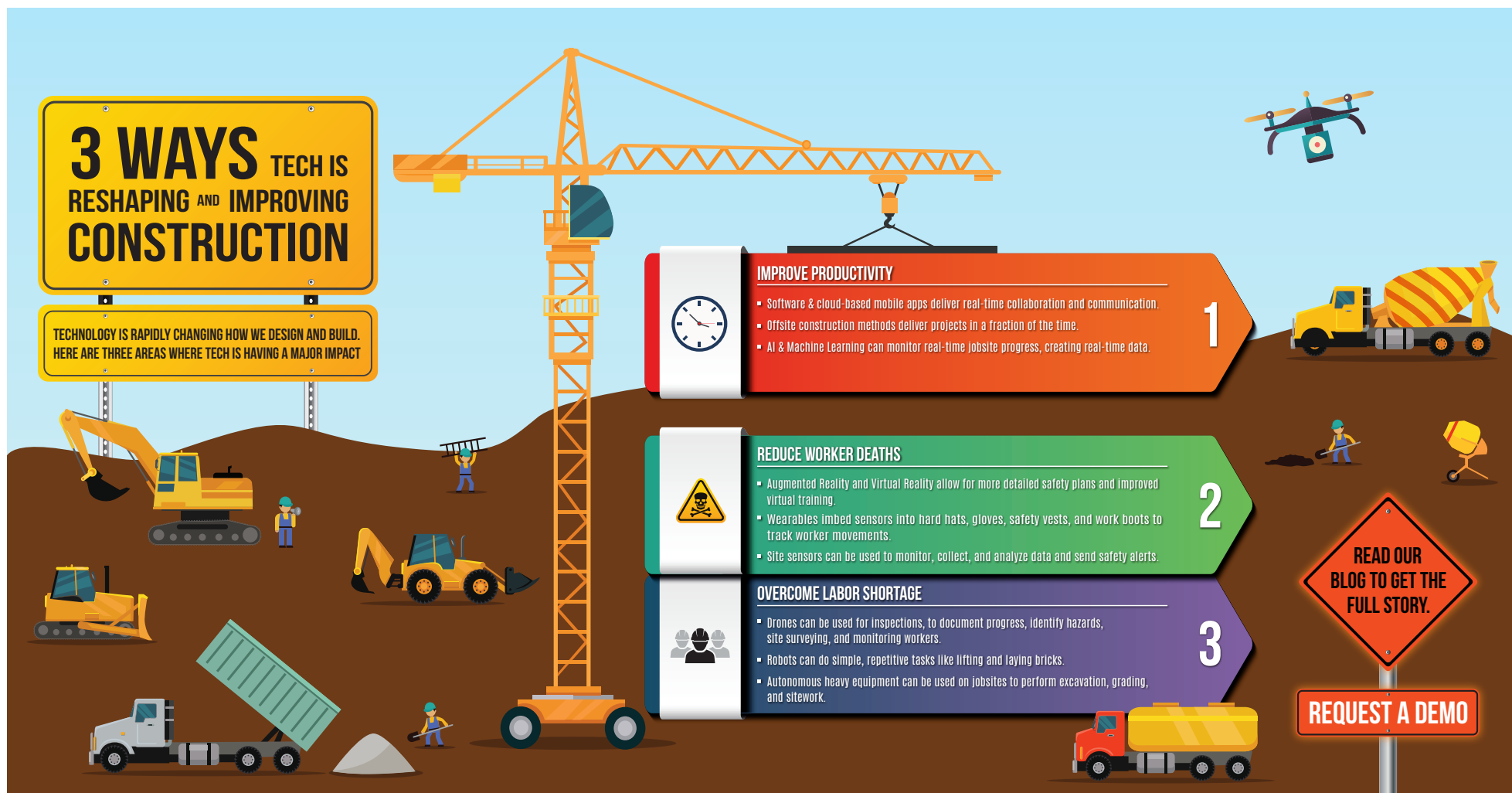
- New York UCP

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)  
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17))

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[www.sbeinc.com](http://www.sbeinc.com)

# Infographic: 3 Ways Tech is Reshaping Construction



By: *Kendall Jones*

Technology is rapidly changing how we design and construct the built environment. It's allowed us to build stronger, taller, and more energy efficient structures. Technology has made construction sites safer and workers more efficient. It has allowed us to increase productivity, improve collaboration, and tackle more complex projects.

Internet connected equipment and tools, telematics, mobile apps, autonomous heavy equipment, drones, robots, augmented and virtual reality, and 3D printed buildings are just

a handful of the tech being deployed and used on jobsites across the world.

The infographic above details three ways tech is having a major impact on the construction industry.

## Improve Productivity

- Software and cloud-based mobile apps deliver real-time collaboration and communication.
- Offsite construction methods deliver projects in a fraction of the time.
- Artificial Intelligence and machine learning can monitor real-time jobsite progress, creating real-time data.

## Reduce Worker Deaths

- Augmented reality and virtual reality allow for more detailed safety plans and improved virtual training.
- Wearables embed sensors into hard hats, gloves, safety vests, and work boots to track worker movements.
- Site sensors can be used to monitor, collect, and analyze data and send safety alerts.

## Overcome Labor Shortage

- Drones can be used for inspections, to document progress, identify hazards, site surveying, and monitoring workers.

- Robots can do simple, repetitive tasks like lifting and laying bricks. Autonomous heavy equipment can be used on jobsites to perform excavation, grading, and sitework.

For a more in-depth look at how technology is making the construction industry safer, more productive, and more efficient, check out our blog post, *How Technology is Reshaping the Construction Industry*.

**SOURCE:** [www.constructconnect.com/blog/infographic-3-ways-tech-is-reshaping-construction](http://www.constructconnect.com/blog/infographic-3-ways-tech-is-reshaping-construction)

## How Do Data-Driven Decisions Benefit Construction Businesses?

Continued from page 1

share among your team. This information can help clear up any misunderstandings in the field and get everything back on track quickly. Even in the boardroom, data can help settle disputes among investors and shareholders about financial management. As long as there's information to look back on, you can settle arguments and more effectively reduce downtime.

### Equipment Investments

Almost everything in the construction industry is expensive. The heavy equipment at just one project site could cost millions of dollars. Owning that equipment might sound great, but that's a lot of money for machinery that may not create long-term benefit for your firm. When deciding if you want to invest capital, you should make

sure you're going to utilize everything to its full potential.

Fortunately, data-based decision making can help you allocate funds effectively. To make sure you'll take full advantage of the equipment, you should calculate the utilization rate. For example, if you're going to use a piece of equipment for 22 days, or 176 hours, then you would have made 100% utilization and the investment is worth it. If you don't hit that mark, you might want to consider renting your equipment to save money.

### Connecting Every Sector

Architects and engineers may share the same vision, but they both take a very different approach to reaching a goal. Getting a building from a 2D drawing to a 3D project is complicated, after

all. While data can certainly facilitate conflict resolution, you can also employ the information across platforms to keep every professional working on the project on the same page.

When you link all of the available information together, engineers can make an architect's vision come to life and architects can make sure the engineers are happy with a workable design. Data has a lot of overlap between different fields, making it far easier to finish a project within budget and before your deadline. No matter how complex the process, software allows teams to communicate progress more effectively.

### Data-Driven Decisions in Construction

Data may seem like something that's only useful to people in the technology industry, or with professionals who handle money on a daily basis.

This is far from the truth, as data can help everyone get ahead. It's one of your most valuable assets, keeping track of the weather, aiding with collaboration, managing disputes, and assisting with other responsibilities. Data ensures that every stage of a project goes as it should, from design to the final touches.

Naturally, running an organization is going to come with a lot of tough decisions to make at a moment's notice. That's a whole lot of stress in an industry that deals with so much money. With the proper implementation of data, however, you'll make informed decisions and get an idea of the best way to propel your project forward.

**SOURCE:** [www.constructconnect.com/blog/how-do-data-driven-decisions-benefit-construction-businesses](http://www.constructconnect.com/blog/how-do-data-driven-decisions-benefit-construction-businesses)

# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

### DOCUMENT 00 11 12 NOTICE TO BIDDERS

Notice is hereby given that the Oakland Unified School District (hereinafter referred to as "Owner") will receive sealed bids prior to the date and time stated for the Bid Opening for the award of a contract to construct the:

**Paul Robeson Spalling & Rebar Restoration  
Repair  
1025 2nd Avenue, Oakland, CA 94606  
Project No. 15124**

Project consists of:

Remove spalled & damaged areas and expose viable concrete substrate. Sound concrete if damage is not visibly apparent. Create adequate cavity around exposed & corroding rebar. Prep and coat existing exposed rebar. In identified areas remove 100% of any parge coating and loose and flaking paint coating via appropriate methods as recommended by elastomeric coating manufacturer for proper adhesion of new coating. Apply reinforced conc. Penetrating corrosion inhibitor. Remove incipient spalls and repair as with other spalls.

Engineer's Estimate: **\$750,000.00**

Project Manager for this project is Paul Orr, he can be reached at (510) 535-7077.

This Contract IS subject to prequalification pursuant to Public Contract Code section 20111.6.

The Prequalification package can be found by going to the OUSD home page: [ousd.org](http://ousd.org) > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Packages are towards the Bottom of page.

This Contract is subject to the District's Project Labor Agreement

The full version of OUSD's latest Project Labor Agreement can be found by going to the OUSD home page: [ousd.org](http://ousd.org) > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2016 PLA - Project Labor Agreement.

Public works projects shall be subject to compliance monitoring and enforcement by the Department of Industrial Relations. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to submit a bid or to be listed in a bid proposal subject to the requirements of Public Contract Code section 4104 unless currently registered and qualified under Labor Code section 1725.5 to perform public work as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to enter into, or engage in the performance of, any contract of public work (as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code) unless currently registered and qualified under Labor Code section 1725.5 to perform public work and proof of registration is provided.

1. Contract Documents will be available on or after **Wednesday, August 21, 2019**, for review at **East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077

Email: [ebbp@eastbayblueprint.com](mailto:ebbp@eastbayblueprint.com),  
Attn: Sandy. Online using the Plan Command System at [www.eastbayblueprint.com](http://www.eastbayblueprint.com) or plans

can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

Builder's Exchange of Alameda County  
McGraw Hill Construction Data

San Francisco Builder's Exchange  
Reed Construction Market Data  
Contra Costa Builder's Exchange  
Marin Builder's Exchange

The Contract Time shall be **One Hundred Eighty (180)** calendar days, and liquidated damages for delay shall accrue. See Article III of the Agreement for details.

Bids must be sealed and filed in the Business Office of the Owner at:

**Front Desk  
Facilities Planning & Management  
955 High Street, Oakland, CA 94601**

on **Tuesday, September 10, 2019 until 2:00 p.m.** on the clock designated by the Owner or its representative as the bid clock, after which time the bids shall be opened. No bid will be accepted by the Owner after this time. Facsimile (FAX) copies of the bid will not be accepted.

**Mandatory pre-bid site visit** will be held on Thursday, August 29, 2019 at 10:00 a.m. located at: **Front Entrance of Paul Robeson Building**. Bidders not attending the **site visit** will be disqualified.

Bids must be accompanied by a bidder's bond, cashier's check, or certified check for at least ten percent (10%) of the amount of the base bid and made payable to the Owner, as detailed in the Contract Documents.

Pursuant to the Contract Documents, the successful bidder will be required to furnish a Payment (Labor and Material) Bond in the amount of one hundred percent (100%) of the Contract Sum, and a Faithful Performance Bond in the amount of one hundred percent (100%) of the Contract Sum.

The successful bidder will be allowed to substitute securities or establish an escrow in lieu of retainage, pursuant to Public Contract Code Section 22300, and as described in the Agreement Between Owner and Contractor and General Conditions.

The Owner will not consider or accept any bids from contractors who are not licensed to do business in the State of California, in accordance with the California Public Contract Code, providing for the licensing of contractors. In accordance with Section 3300 of said Code, the bidder shall have a **Class "A, or B, C-29, and or C-33 General Contractor License** and shall maintain that license in good standing through Completion of the Contract and all applicable warranty periods. For all projects over Twenty-Five Thousand Dollar (\$25,000), the bidder shall state the public works contractor registration number on the Designation of Subcontractors form for each subcontractor performing more than one-half of one percent (0.5%) of the bidder's total bid.

The Director of Industrial Relations of the State of California, in the manner provided by law, has ascertained the general prevailing rate of per diem wages and rate for legal holidays and overtime work. The Contractor must pay for any labor therein described or classified in an amount not less than the rates specified. Copies of the required rates are on file at the Owner's business office and are available on request.



## EASTERN CONTRA COSTA TRANSIT AUTHORITY

### Notice Inviting Proposals For Printing Bus Schedules Eastern Contra Costa Transit Authority RFP #2019-001

Eastern Contra Costa Transit Authority (ECCTA), a Joint Powers Agency located in eastern Contra Costa County, California, is accepting proposals from qualified firms for a three year contract with, at ECCTA's sole discretion, two one year extensions to print bus schedules for its administration facility at 801 Wilbur Avenue, California.

This contract shall include the furnishing of all labor, materials and services as set forth in the Scope of Work section of this RFP. A pre-proposal conference for interested parties will be held on Tuesday, September 10, 2019 at 10:00 am local time. Attendance at this conference is recommended but not required.

Technical and Price Proposals are due to ECCTA on or before 10:00 am local time, on Monday, September 30, 2019 at ECCTA's facility at 801 Wilbur Avenue, Antioch, CA 94509. Proposals received after said time or at any other place other than the time and place stated in the RFP will not be considered. An RFP must be submitted on the enclosed ECCTA form. Any proposal submitted on any other form will be considered non-responsive and will be rejected.

Copies of the RFP documents are available online at [www.trideltatransit.com](http://www.trideltatransit.com) or by contacting:

Joe Chappelle  
Manager of Administrative Services  
Eastern Contra Costa Transit Authority  
801 Wilbur Avenue, Antioch, CA 94509  
[procurement@eccta.org](mailto:procurement@eccta.org)

It is the intent of awarding the contract according to the process and procedures described in the RFP. ECCTA intends to procure the highest quality service possible for the best value possible. Accordingly, the Proposal and Contract Award process contains seven periods:

1. RFP Publication period
2. Technical and Price Proposal submission period
3. Technical Review Committee screening period

4. On-site interview period

5. Technical Review Committee evaluation period

6. Technical Review Committee recommendation period

7. Contract award period

Definitions and terms of this seven step process are contained in Section 3 of this RFP.

ECCTA has established a Disadvantaged Business Enterprise (DBE) program in accordance with regulations of the U.S. Department of Transportation, 49 Code of Federal Regulations (CFR) Part 26 and, as a recipient of federal financial assistance, ECCTA has signed an assurance that it will comply with 49 CFR Part 26. As such, ECCTA notifies all proposers that it will affirmatively ensure that in regard to any contract entered into pursuant to this RFP, Disadvantaged Business Enterprises (DBEs) will be afforded full opportunity to submit a proposal in response to this request and will not be discriminated against on the basis of race, color, sex, or national origin in consideration for an award and fully encourages all proposers to seek DBE participation in their proposals.

This contract may be subject to a grant contract between the Metropolitan Transportation Commission (MTC) and ECCTA. The contract is subject to laws and regulations governing the use of such funds. Full compliance with applicable Safety and Health Standards, Equal Employment Opportunity and Americans with Disabilities Act laws and regulations will be required of the successful proposer.

Submittals shall be in accordance with the requirements set forth in the RFP documents. Submission of a proposal shall constitute a firm offer to ECCTA. Any questions concerning this RFP should be addressed to:

Joe Chappelle  
Manager of Administrative Services  
Eastern Contra Costa Transit Authority  
Fax: (925) 757-2530  
[procurement@eccta.org](mailto:procurement@eccta.org)

Proposals will be examined and reported to the ECCTA Board of Directors at a meeting within 60 calendar days after the proposal opening. ECCTA reserves the right to reject any and all proposals, or to waive any irregularities or informalities in any proposal or in the RFP procedure, or to postpone the proposal opening for good cause.

Office of the Chief Executive Officer (CEO)  
August 29, 2019

## Helping America's Small Businesses Build a Clean Energy Future

### Continued from page 1

A significant portion of Navy's SBIR opportunities, in particular, are in the field of clean energy. Since the first Naval Energy Forum was held two years ago, 27% of these proposed projects have focused on energy needs, with about 60 contracts of up to \$1.5 million each being awarded annually.

Already, one Navy SBIR awardee found a way to eliminate the need for battery power on helicopter-damage tracking systems. Pilots flying in sandstorms in the Middle East now benefit from this technology. On the other side of the world, another Navy SBIR awardee created a system of high-tech buoys that harness the motions of waves to bring power back to the mainland Navy base.

These are just two reasons that the Administration is working closely with Congress to ensure long-term reauthorization of SBIR so that small, innovative firms can continue to help America lead the way.



Truly, small firms working in clean energy are helping us out-build, out-innovate and out-compete the rest of the world. At the same time, they're reducing our dependence on foreign oil, reducing our long-term energy costs, strengthening our national security, and ensuring that we leave a better world for the next generation.

By linking, leveraging, and aligning the federal government's tools to help them, we can ensure that they continue to do all this while creating jobs and strengthening our overall economy.

SOURCE: [www.mbda.gov](http://www.mbda.gov)



# Public Legal Notices



## GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

### NOTICE TO CONTRACTORS

**NOTICE IS HEREBY GIVEN** that sealed bids will be received by the Office of the Secretary of the District, Golden Gate Bridge, Highway and Transportation District (District) either by U.S. Postal Service addressed to its mailing address, P.O. Box 9000, Presidio Station, San Francisco, CA 94129-0601, or by courier or personal delivery to its office at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, on **Wednesday, September 18, 2019, by 2:00 p.m.**, Pacific Time, at which time bids will be publicly opened and read in the Board Room of said building for the following:

#### CONTRACT NO. 2019-F-026 San Francisco Ferry Terminal Outer Berth HYDRAULIC Ramp Repairs CITY AND COUNTY OF San Francisco, CALIFORNIA

This public works Project consists of, in general, repairs to the outer berth hydraulics at the San Francisco Ferry Terminal.

**A pre-bid meeting will be held on Wednesday, September 4, 2019, at 10:00 a.m., Pacific Time,** at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA. A job walk through will be conducted one hour after the meeting. While attendance at this meeting and the job site tour is not mandatory, **the District highly recommends you attend.**

Bidders bidding as the prime contractor shall possess a valid **State of California Class A, General Engineering Contractor's License** with a minimum experience of three (3) similar projects with public agencies in the past five (5) years at the time of Contract award. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades and shall have a minimum experience of three (3) similar projects with public agencies in the past five (5) years at the time of Contract award.

Pursuant to Public Contract Code Section 4104, each Bid Proposal must include the name and location of the place of business of each subcontractor who shall perform work or service, or install work for the prime contractor in excess of one-half of one percent (1/2 of 1%) of the bid price.

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

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

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

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

Bidders are strongly encouraged to obtain Disadvantaged and Small Business Enterprise (DBE/SBE) participation on this Project. **DISADVANTAGED BUSINESS ENTERPRISES (DBEs) ARE, BY DEFINITION, CONSIDERED TO BE SBEs, AND ARE COVERED BY THE REFERENCES TO SBEs IN THIS DOCUMENT.** In order to achieve such participation, the District has developed procedures to remove barriers to DBE participation in the bidding and award process and to assist DBEs to develop and compete successfully outside of the DBE Program. These procedures include the establishment of a SBE Element of the District's Diversity Program for Contracts. The District has evaluated subcontracting opportunities for this Contract and determined that such opportunities exist and has established an SBE goal of 3.5%. Bidders must meet the contract-specific SBE goal or demonstrate good faith efforts to do so. Bidders are encouraged to attend the pre-bid meeting to better understand the applicable DBE/SBE require-

ments. For DBE/SBE assistance, contact Artemise Davenport, DBE Program Administrator, at (415) 257-4581.

This Contract is subject to financial assistance from the U.S. Department of Transportation. Bidders will be required to certify that they have not been suspended or debarred from participation in federally funded contracts. Bidders must also disclose lobbying activities. Full compliance with all applicable Safety and Health Standards, DBE/SBE requirements, Equal Employment Opportunity, and Americans with Disabilities Act laws and regulations will be required of the successful Bidder.

This Project was made possible in part by Proposition K Sales Tax dollars provided by the San Francisco County Transportation Authority.

Due to the financial assistance from the U.S. Department of Transportation, **this Contract is also subject to Buy America compliance.** Bidders will be required to submit an executed Buy America Certificate.

**This is a federally funded Public Works Contract.** As a result, Contractors and subcontractors must be registered with the Department of Industrial Relations (DIR) pursuant to Labor Code Section 1725.5, at the time of contract award. (See Labor Code Section 1771.1(a)). This Contract is subject to monitoring and enforcement by the DIR pursuant to Labor Code Section 1771.4.

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

Bid documents are available at no charge on the District's Procurement Portal at <https://ggbhtd.bonfire.com>. In order to download and respond to posted so-

licitations, Bidders are required to register on the District's Procurement Portal. Once registered the documents may be downloaded. Click on the "Open Public Opportunities" page, click View Opportunity next to the desired project.

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

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

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

Questions regarding technical information and clarifications shall be submitted in the District Procurement Portal by clicking on the Opportunity Q & A tab of the message section of the project page. Such submissions shall be sent **no later than eight calendar days before bid opening.** Note that only written clarifications issued by the District are binding on the District. The District will post all pre-bid questions and the District's responses on the District's Procurement Portal website under Reference Number **2019-F-026**. Bidders are encouraged to check the procurement portal website regularly.

/s/ Ewa Z. Bauer-Furbush, P.E.  
District Engineer  
Dated at San Francisco, this  
16th day of August 2019  
8/22, 8/29, 9/5/19  
**CNS-3285517#**

**SMALL BUSINESS EXCHANGE**



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

### Sourcing Event ID No. 0000002266 Contract No. 100008388 GEARY RAPID WEST OF VAN NESS SURFACE CONTRACT (FTA-SBE-DBE PROGRAM) (PW GEARY RPD WEST VN)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on September 25, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Geary Boulevard from Stanyan Street to Van Ness Avenue; Starr King Way from Gough Street to Franklin Street; and O'Farrell Street from Franklin Street to Van Ness Avenue in San Francisco, California and consists of demolishing a folded pedestrian ramp, installing a concrete retaining wall, ADA curb ramp and curb extension work, reinforced bus pad installation work, reinforced bus shelter foundation work, center median modification work, drainage and sewer lining work, new traffic signal pole installation and traffic signal modification work, fiber optic conduit installation work, planting, landscaping and irrigation work, paving and base repair work, traffic routing work and all related work. The time allowed for completion is 450 consecutive calendar days. The

Engineer's estimate is approximately \$16,600,000. For more information, contact the Project Manager, **Ellen Wong** at 415-557-4690.

**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 2**. Refer to Section 01 31 33 for more details.

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

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

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

This Contract is to be financed with the assistance of a grant from the Federal Transit Administration. All work described in the Contract Documents shall

be performed in accordance with Federal Transit Administration guidelines and regulations. The award of this Contract will be subject to the concurrence of the United States Department of Transportation (DOT). All Bidders will be required to certify that they are not on the United States Controller General's list of ineligible contractors.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Small Business Enterprise (SBE) and Disadvantaged Business Enterprise (DBE) program. **The SBE participation goal is 15%. The African American-Owned DBE is 4%. The Woman-Owned DBE is 4%.** Each of these goals is to be separately achieved, and that a firm's participation towards achieving one goal will not also count towards the achievement of another goal. However, a firm's participation in excess of an achieved goal can be counted towards the achievement of another goal, provided the firm's certification status qualifies it to be counted towards those goals. Participation by an DBE in excess of the DBE goal amount shall be credited towards achievement of the SBE participation goal. Bidders shall demonstrate in the bid Good Faith Outreach Efforts if these participation goals are not met. The CMD 10% Bid Discount is not applicable to this Contract. Call Selormey Dzikunu at 415-554-8369 for details.

**A pre-bid conference will be held on September 5, 2019 at 2:00 p.m., at 30 Van Ness Ave, 5th Flr Main Conference Room.**

**Contractor shall perform not less than 30 percent of the original contract work with the Contractor's own organization.**

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.

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

**Class "A" license required at time of award.**

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

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

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.

8/29/19  
**CNS-3287777#**  
**SMALL BUSINESS EXCHANGE**

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387716-00

Fictitious Business Name(s):  
**BERLINER BERLINER**  
Address  
**545 Haight Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Berliner Berliner, LLC (CA)**  
Address of Registrant #1  
**545 Haight Street, San Francisco, CA 94117**

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: **Christine Blunck**

This statement was filed with the County Clerk of San Francisco County on **08/23/2019**

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

Filed: **Melvin Galvez  
Deputy County Clerk  
08/23/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387376-00

Fictitious Business Name(s):  
**Body Be Good**  
Address  
**400 28th Avenue, Apt #7, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Alexis Anderson**  
Address of Registrant #1  
**400 28th Avenue, Apt #7, 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 **07/31/19**

Signed: **Alexis Anderson**

This statement was filed with the County Clerk of San Francisco County on **07/31/19**

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  
07/31/2019**

**08/08/19 + 08/15/19 + 08/22/19 + 08/29/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387327-00

Fictitious Business Name(s):  
**BON BON BANDEAUX**  
Address  
**912 Cole Street #328, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Bon Bon Bandeaux, LLC (CA)**  
Address of Registrant #1  
**912 Cole Street #328, San Francisco, CA 94117**

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 **07/08/2019**

Signed: **Yong Jeong Kim-Harrison**

This statement was filed with the County Clerk of San Francisco County on **07/25/2019**

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

Filed: **Giselle Romo  
Deputy County Clerk  
07/25/2019**

**08/08/19 + 08/15/19 + 08/22/19 + 08/29/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387064-00

Fictitious Business Name(s):  
**CLOCKERS**  
Address  
**370 Valencia Street, #302, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Sharif Maxey**  
Address of Registrant #1  
**370 Valencia Street, #302, San Francisco, CA 94103**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/02/19**

Signed: **Sharif Maxey**

This statement was filed with the County Clerk of San Francisco County on **07/02/2019**

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

Filed: **Giselle Romo  
Deputy County Clerk  
07/02/2019**

**08/01/19 + 08/08/19 + 08/15/19 + 08/22/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387400-00

Fictitious Business Name(s):  
**Creator Deck**  
Address  
**5 Third Street, Suite 422, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Chictopia, LLC (CA)**  
Address of Registrant #1  
**5 Third Street, Suite 422, San Francisco, CA 94103**

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 **01/01/2018**

Signed: **Corinne Pampinella**

This statement was filed with the County Clerk of San Francisco County on **08/02/2019**

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

Filed: **Giselle Romo  
Deputy County Clerk  
08/02/2019**

**08/08/19 + 08/15/19 + 08/22/19 + 08/29/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387461-00

Fictitious Business Name(s):  
**Petfriends**  
Address  
**1650 Octavia Street, Apt #111, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Justin Lane**  
Address of Registrant #1  
**1650 Octavia Street, Apt #111, 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 **Not Applicable**

Signed: **Justin Lane**

This statement was filed with the County Clerk of San Francisco County on **08/07/2019**

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

Filed: **Fallon Lim  
Deputy County Clerk  
08/07/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387583-00

Fictitious Business Name(s):  
**Hello, Dwell**  
Address  
**196 Connecticut Street, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Aaron McDevitt**  
Address of Registrant #1  
**196 Connecticut 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 **07/1/2019**

Signed: **Aaron McDevitt**

This statement was filed with the County Clerk of San Francisco County on **08/14/2019**

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

Filed: **Fallon Lim  
Deputy County Clerk  
08/14/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387318-00

Fictitious Business Name(s):  
**JNM WINES**  
Address  
**663A 35th Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Jeremiah Morehouse**  
Address of Registrant #1  
**663 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 **07/24/2019**

Signed: **Jeremiah Morehouse**

This statement was filed with the County Clerk of San Francisco County on **07/24/2019**

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

Filed: **Maribel Jaldon  
Deputy County Clerk  
07/24/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387345-00

Fictitious Business Name(s):  
**Reel**  
Address  
**552 Shotwell Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Wing Digital, LLC (CA)**  
Address of Registrant #1  
**552 Shotwell 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 **07/01/2019**

Signed: **Sean Langton**

This statement was filed with the County Clerk of San Francisco County on **07/26/2019**

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

Filed: **Maribel Jaldon  
Deputy County Clerk  
07/26/2019**

**08/01/19 + 08/08/19 + 08/15/19 + 08/22/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387738-00

Fictitious Business Name(s):  
**Red Hill Station**  
Address  
**803 Cortland Avenue, San Francisco, CA 94110**  
Full Name of Registrant #1  
**ANFA Hospitality Investments, LLC (CA)**  
Address of Registrant #1  
**803 Cortland Avenue, 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 **08/15/2019**

Signed: **Hicham Farhi**

This statement was filed with the County Clerk of San Francisco County on **08/26/2019**

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

Filed: **Fallon Lim  
Deputy County Clerk  
08/26/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387310-00

Fictitious Business Name(s):  
**SAN FRANCISCO DISTRIBUTION COMPANY**  
Address  
**3333 Steiner Street Unit #4, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Paul Francis Pelosi Jr**  
Address of Registrant #1  
**3333 Steiner Street Unit #4, San Francisco, CA 94123**

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

Signed: **Paul Pelosi Jr**

This statement was filed with the County Clerk of San Francisco County on **07/24/2019**

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

Filed: **Maribel Jaldon  
Deputy County Clerk  
07/24/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387566-00

Fictitious Business Name(s):  
**Station 40**  
Address  
**3030B 16th Street, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Cassandra Spellman**  
Address of Registrant #1  
**3030B 16th Street, San Francisco, CA 94103**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/12/2019**

Signed: **Cassandra Spellman**

This statement was filed with the County Clerk of San Francisco County on **08/13/2019**

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

Filed: **Giselle Romo  
Deputy County Clerk  
08/13/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**

# ABLE: Asian Black Latino Enterprises



## Two Brothers from Ethiopia Become U.S. Citizens and Grow Multimillion-Dollar Small Business with EXIM Financing



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

In 1977 two brothers from Ethiopia, Kassa and Melesse Maru, immigrated to the United States and settled in Chicago, Illinois, where they ultimately became U.S. citizens. Kassa, based on his previous commercial aviation experience at Ethiopian Airlines, began working at Aviation Systems International (ASI) and quickly became Vice President of International Marketing.

After 5 years with ASI, during which time Melesse had joined his brother at the company, the brothers decided to launch their own firm in 1982, American General Supplies, Inc. (AGS).

AGS is a small family-owned aftermarket broker of commercial aircraft components and spare parts that concurrently provides materials and financing for exports to its global customer base, including customers in Africa. AGS also markets U.S. manufactured ground support equipment and U.S. based aircraft maintenance, repair and overhaul services for aircraft and components.

In early 2000, AGS learned about the Export-Import Bank of the U.S. (EXIM Bank) through its lender at Bank of America (BOA). The company needed a revolving line of credit to grow the business.

“Our customers needed AGS’ financing and we needed EXIM’s support to secure the financing capacity our customers so badly required,” explained Kassa Maru, AGS’ CEO and President.

EXIM currently guarantees most of the company’s export-related assets pledged as collateral for a \$7 million line of credit through BOA.

With 97 percent of the company’s sales being export-related, AGS was previously only selling to Europe and Latin America. Now with EXIM, AGS has expanded into new markets throughout Africa, Asia, Europe and South America. It’s nearly doubled business since 2000 and staff has grown from 18 employees to almost 50 in their Maryland and California offices.

“Having the Bank’s export support through its Working Capital Guarantee, has allowed us to grow our available line of credit with Bank of America and thereby expand our business,” said Melesse Maru, AGS’ Executive SVP of Finance.

Since 2009, EXIM Bank has authorized more loans to help grow minority- and women-owned businesses than it did over the previous sixteen years combined - making it the fastest growing sector in the Bank’s small business portfolio.

The Bank has a business development team devoted to minority and women-owned businesses (MWOBs), called the MWOB group, which works exclusively with these businesses to provide hands-on guidance on how to qualify for and access EXIM financing. To learn more about EXIM financing and MWOB click here.

### ABOUT EXIM BANK:

EXIM is an independent federal agency that supports and maintains U.S. jobs by filling gaps in private export financing at no cost to American taxpayers. The Bank provides a variety of financing mechanisms, including working capital guarantees and export credit insurance, to promote the sale of U.S. goods and services abroad. Almost 90 percent of its transactions directly serve American small businesses. In fiscal year 2016, EXIM approved \$5 billion in total authorizations to support an estimated \$8 billion in U.S. export sales. Since 2009, EXIM has supported more than 1.4 million American jobs in communities across the country and sent \$3.8 billion of surplus to the U.S. Treasury for deficit reduction.

### SOURCE:

[www.mbda.gov/news/blog/2017/09/two-brothers-ethiopia-become-us-citizens-and-grow-multimillion-dollar-small](http://www.mbda.gov/news/blog/2017/09/two-brothers-ethiopia-become-us-citizens-and-grow-multimillion-dollar-small)

## Latino vs Non-Latino Owned Business

### Key findings:

- Average annual revenue of Latino-owned business increased to \$327,189 in 2017 from \$258,702 the previous year, an improvement of 26.5%.
- The number of credit applications from Latino-owned businesses increased 22% over the past 12 months.
- The average credit score for Latinos increased from 592 last year to 594 this year.
- Accommodation and Food Services is the largest category of businesses represented nearly 20% of the Latino-owned companies in the study. Other Services (Except Public Administration) businesses followed at 16%.
- Latinos accounted for about eight (8) percent of the 28,000 completed credit applications on Biz2Credit.com in 2018.
- Average annual revenue for Latino-owned businesses (\$327,189) was \$25,067 lower than Non-Latino-owned companies (\$352,256) in 2017-18.
- Average operating expense represents 43% (\$140,806) of the Average Annual Revenue (\$327,189) for Latino-owned businesses, which was 33.7% (\$87,242) in 2017. Average Operating Expense for non-Latino owned businesses was 38% (\$133,834) of their Average Annual Revenue (\$352,256). It was 39.9% (\$111,728) in 2017.
- Average net income for Latino-owned businesses increased to \$186,383 in 2017-18 from \$171,460 in 2016-17.
- Average credit score: On an average, the credit score for Latino-owned businesses (594) were 14 points lower than those of Non-Latino-owned businesses (608) in 2018. This is due, in part, to higher cost structures and track histories of payment, which are improving but not yet where they need to be, according to Biz2Credit CEO Rohit Arora.
- Average age of business (in months) for Latino-owned businesses was 53 months (about 4 ½ years) in 2017-18.



# SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

- 35 years of history in connecting Primes, Corporations and Agencies with Small, Minority-Owned, Women-Owned, Disabled Veteran-Owned and DBE firms.
- “Vetted” Database including businesses certified by federal, state or local jurisdictions
- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

LINK TO OUTREACH ORDER FORM:

[http://e8.octadyne.net/clientFiles/8023/SBE\\_Diversity-Outreach-Form.pdf](http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf)

**For more information contact:**

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