

SMALL BUSINESS EXCHANGE

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September 5, 2019

6 Predictions for the Future of Construction Equipment Rental



Image by Bruno Glätsch from Pixabay

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

By: *Ben Preston,*

As the light shines brighter on construction technology companies, it has become evident we are in a period of change in the industry. Equipment is getting smarter and rental companies are now able to do more with less.

Lindsey Anderson has been the Editor for Access, Lift, and Handlers (ALH) Magazine for 11 years. She joined KHL, the parent company of ALH, in 2008 and has been closely covering the lift and access industry since. She has grown the magazine to eight issues a year and started the ALH Conference & Awards four years ago.

Anderson has also orchestrated three “top lists” a year, ranking mast climber, telehandler, and aerial rentals by size of fleet. She has spent the last decade meeting with and interviewing manufacturing and rental leaders in the aerial lift and material handling space.

I sat with Anderson to get her predictions on the future of lift and access equipment and how rental companies will adapt.

1. Complete Digitization

“The biggest change I see with rental companies is that everything used to be done on paper. Now, everything from ordering to asset management is going digital,” says Anderson.

End users now want to get as much done on their own before talking to a salesperson. In fact, buyers prefer to self-educate versus talk to a sales rep by a factor of 3 to 1 across all other B2B transactions. This trend has made its way to equipment.

For the most effective rental companies, digitization of sales and operations is embraced as workforce enablement as opposed to workforce replacement.

With the implementation of e-commerce, for example, sales reps can eliminate wasted time on order processing and focus on building customer relationships.

CRM systems allow businesses to track the type of customers they serve and the frequency of their transactions in order to make better decisions about their fleet composition.

■ Continued on page 11

SBA Awards Grants to 24 Organizations to Support Small Business Innovation and R&D Commercialization

The U.S. Small Business Administration granted 24 awards up to \$125,000 per recipient in FY 2019 under its Federal and State Technology (FAST) Partnership Program. FAST’s objective is to improve outcomes for underrepresented entrepreneurs in SBA’s Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs and increase participation for women-owned, rural-based, and socially and economically disadvantaged firms.

“FAST partners support an important role in attempting to fill various gaps that R&D-focused small businesses may have to help them win SBIR/STTR awards,” said Acting Administrator Christopher Pilkerton. “They focus on the needs of next-generation high-tech firms and support them through the entire cycle from ideation to commercialization. SBIR funding is one way to do that. Additionally, a number of these awards are going to partners

that are located in Opportunity Zones where job creation and investments are moving forward to revitalize communities.”

FAST provides specialized training, outreach, mentoring, and technical assistance for R&D focused small businesses. The program provides one-year funding to organizations to execute state/regional programs that support potential SBIR applicants and awardees. The FAST award project and budget periods are for a base period of 12 months, beginning September 30, 2019.

This year’s recipients hail from several states across the country, and include state and local economic development entities, Small Business Technology Development Centers, Women’s Business Centers, Procurement Technical Assistance Centers, incubators, accelerators, colleges, and universities. All organizations will provide support to small businesses developing and commercializing high risk technologies.

Awardees – 2020 Cohort

STATE / Organization

Arkansas
University of Arkansas at Little Rock

Colorado
The Colorado Office of Economic Development and International Trade

Connecticut
Connecticut Innovations, Inc.

Hawaii
Hawaii Technology Development Corporation (HTDC)

Indiana
Northeast Indiana Innovation Center

Kansas
Wichita State University

Visit link to for the full list:

www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=3120&pageId=25

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Workforce Development

Angela Battle, Director of Subcontractor Diversity at Sellen Construction, on building a more inclusive construction industry

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

By McKenzie Gregory,

Sellen Construction is a Seattle-based construction firm. The largest commercial construction firm in the Pacific Northwest, their clients have included Microsoft, Amazon, AT&T, Russell Investments, The Bill and Melinda Gates Foundation, and Vulcan Inc.

As Director of Subcontractor Diversity & Development at Sellen Construction, Angela Battle works to uphold the company's commitment to fair hiring practices and ensure opportunities are available to a diverse group of subcontractors. We recently sat down with Angela to discuss her unique career path and how diversity and inclusion initiatives are changing the construction industry for the better.

What path led you to your current role?

I started working for a commercial real estate development company while I was in college,

and I ended up staying there for more than a decade. Over time, I made my way from the front desk into their project and property management teams. Then, I worked in the business diversity program for the University of Washington, serving as the director for the entire three-campus university as well as the medical centers.

Just over a year ago, I saw that Sellen Construction had an opening for a Director of Subcontractor Diversity, and it was so perfect for me: I had 11 years of commercial real estate experience and eight years of supplier and subcontractor diversity work. I knew this was my job, so I went for it.

How does your work around diversity and inclusion impact the business?

By committing a full-time resource (me!) to this work, Sellen Construction is proactively engaging and supporting the diverse subcontractor community in a field that has traditionally struggled in that area. A diverse business is owned by someone from an underrepresented minority

— including women, veterans, people with disabilities, and members of the LGBTQ community — or operates in a Historically Underutilized Business Zone (HUBZone). That also includes any small business co-owned by these designations with a member from a majority group.

The intent of having this program is to build a culture at Sellen Construction in which subcontractor diversity is a clear priority and is supported through training, policy, and inclusion plans. Not only is it simply a better hiring practice; studies show that adding diversity allows for more innovation and better ideas, leading to more sound business decisions.

What have been some of your biggest initiatives this past year?

Because it's such a new program, a lot of my work so far has been foundational. First, I solidified the vision of what subcontractor diversity means here at Sellen Construction. I went through our current list in BuildingConnected and flagged diverse subcontractors so we could

start accurately reporting on our hiring initiatives. I attended 12 different outreach events and visited about 40 different subcontractors to discuss their capabilities, gaps, and what they need to do to get on Sellen Construction's job sites.

I also participated in unconscious bias training that we rolled out to managers and superintendents. This year, we're asking all employees to take it. Attending the training sessions helped me get a feel for our team's current level of knowledge and awareness, and the general level of interest people had for diversity and inclusion.

What's been the biggest challenge you've faced in this role?

I find a lot of people in this industry are nervous about taking on risk without data to support those decisions. Utilizing new suppliers or subcontractors feels risky to them, and because of the historical makeup of this field, businesses owned by underrepresented groups often don't have the decades-old relationships with general contractors that other businesses do.

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Smart Ways TO WORK

by Odette Pollar

When is Information Informative?

Every couple of months there seems to be a new revolutionary product. And the promises are always the same. It will solve all your woes by making information handling easier, quicker, better, faster. Between your e-mail, voice mail, cell phone, pager, telephone, fax, and the web, how do you actually spend your days? Is the critical information that you need really at your fingertips?

As streams of data come at us from more and more sources, many of us are understanding, not to mention learning, less than ever before. According to the book, *Managing Information Overload* by Lynn Lively, there is a way to deal with the glut. All information is not created equal.

She identifies ideal information as that which meets five criteria:

1. **It must be current.** Outdated data and old concepts are not useful to you. That is one reason that ancient "to read" piles are probably useless.
2. **It must be sufficient.** Not complete. An insistence on complete information can delay decisions, resulting in missed opportunities. There is always more data that can be unearthed. There must be enough for you to make a well-reasoned decision or understand a concept, but not enough for you to write a master's thesis.

3. **Useful information must be essential.** Look for core, critical material that without which nothing else makes sense.
4. **It must be reliable and accurate.** Now with the Internet and e-mail, misinformation moves around the globe much faster. A recent fun story circulated about a commencement speech before the graduating class at Harvard. It was attributed to Kurt Vonnegut, Jr. who, when asked had never made the presentation.
5. **Information must be verifiable.** Question what you hear. We are not necessarily talking about rigorous scientific standards but it needs to be confirmed. Take the commonly repeated statement attributed to Albert Einstein that we only use 10% of our brain. According to Alice Calaprice, Editor of *The Quotable Einstein* and *The Collected Papers of Albert Einstein*, she has never come across that quote nor any other that would suggest Einstein believed a large portion of our brain goes unused.

Sorting Strategies

1. **Accept that you can't know everything.** Resist the temptation to respond to all of what comes your way--you simply can't. Those who do spend their entire days dealing with the phone, the fax, and e-mail, thereby relegating their important work to after-hours. The 80-hour work week thrives. You must set priorities, reevaluate assumptions about what work processes are truly critical and redesign procedures for greater effectiveness. It is not quantity of information that matters as much as quality and usefulness.
2. **Hone and refine.** Zero in on your interests and narrow your focus by putting yourself on a data diet. Less can be more. If everything is interesting, how can you absorb much of anything?
3. **Screen out the inessential.** Each fact cannot be as salient as another. Limit some of

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Access to Capital

Ready to Grow Your Business?

6 Tips for Borrowing Startup Funds from Friends or Family

If you're starting a business that requires significant financial investment up front, finding a source of funding can be a challenge, especially since the average cost of starting a business is \$30,000. This is particularly true for young entrepreneurs who lack a strong credit history or don't want the hassle of dealing with banks or private lenders.

Once these startup entrepreneurs are done considering their options, it's not unusual for them to ask friends or family for startup cash. After all, unlike private investors or banks, these people know and trust you. It's possible they can get you quicker access to cash with fewer flaming hoops to jump through. On the flipside, if your business fails or you are tardy in repaying the money, you may be headed for some conflict with the aforementioned family and friends.

So what's the protocol for approaching an informal investor such as a friend, mentor,

or even a family member? How do you work with them once you've secured an investment? Here are some key factors to consider:

- 1. Choose your Financier Carefully** – Don't just turn to Dad or your best friend because that's who you know. Select someone with solid business skills who knows the risks and benefits of what they are getting into. Remember, if your business doesn't work out and you can't repay your obligations, relationships will suffer. At the very least, narrow your list down to friends or family who have faith that you will succeed, who understand your plans and are clear about the risks.
- 2. Demonstrate Passion and Due Diligence** – Having an idea is one thing but proving that your idea is viable is another. Be sure you've done your research and due diligence before presenting your idea

and asking for money. It's a good idea to write a business plan, even if it's a mini-plan that demonstrates the steps you've taken to research your market and work out your potential profitability. Most important, it should spell out what you need the money for. These business planning guides from SBA can help.

- 3. Be Realistic About How Much Money You Need** – Instead of asking for the maximum, consider what you need to get you to a certain point in your business plan. For example, if you need cash to buy inventory, assess your costs and ask for the minimum that you need to get you through three months. Once you have shown your ability to repay that initial investment, you'll be in a better position to ask for more money should you need it. And always remember to show and communicate your business progress along

the way, even if it's correcting mistakes you've made with your business strategy.

- 4. Decide What You Want – A Loan or a Share in the Business?** – Think carefully about this one. A loan will require repayment over time (which you'll need to be confident you can do) while a direct investment in your business is usually made in exchange for an active role in how the business is run. The latter can be helpful if you need mentoring guidance or "skin in the game" from someone who knows the business and can help you succeed. However, think hard about whether you want your family or a friend involved in your business operations on a day-to-day basis. Likewise, what are the emotional consequences if you are unable to repay the loan? These are all things to think about.

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California Sub-Bid Request Ads



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

Subs

Asphalt Paving, Biologist, Bridge, CAS, Clearing & Grubbing, Concrete Flatwork, Erosion Control, Fencing, Landscaping, Rip Rap, Striping & Signage, SWPPP

Vendors

Import Dirt, Asphalt, Class 2 Aggregate, Rock 4" Aggregate, Concrete, Erosion Control, Dump Fees - PCC & AC, Filter Fabric, K-Rail purchase, Miscellaneous Iron - Drainage Inlets and Manholes, Rip Rap, Traffic Control

FOR CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY NEAR SMARTSVILLE FROM THE YUBA RIVER BRIDGE TO 0.3 MILE EAST OF SMARTVILLE ROAD

In District 03 On Route 20

Contract No. 03-3F5104 Federal-Aid Project ACHSNH-P020(189)E

DBE Goal 12%

BID DATE September 12, 2019 @ 2:00 p.m.

Sub & Vendor Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

An Equal Opportunity Employer

LSB and M/WBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit District
Sewage Pumps Replacement Project
Contract No. 54RR-110**

BID DATE: October 1, 2019 at 2:00 p.m.

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on: Demolition, Electrical, Instrumentation, Mechanical, Miscellaneous Metal, Pipe-Steel, Pump, Utility Pipe-Steel, Valves and Fittings

Please visit www.bart.gov/about/business/procurement to register for access to Contract Documents. You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Jerry Blazek by email at jblazek@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences

ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com



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 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 or via fax to (858) 586-0164 or 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

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

www.rivconstruct.com

Portrait Construction, Inc. INVITATION TO BID FOR SUMMIT VIEWAPARTMENTS SYLMAR, LOS ANGELES, CA

Portrait Construction, Inc., General Contractor, is seeking qualified D/M/WBE Subcontractors to submit bids. **This project is subject to State and Federal prevailing wages.**

Scope of work: Includes, but is not limited to New Construction of: Type V product on slab construction consisting of four structures ranging from two to four-stories providing 49 residential units. This project will be a LEED building. A separate bid for B-Permit work is also being requested. Scope includes work on Foothill Blvd., Kagel Canyon and Gladstone Avenue.

All building trades and CSI Code trades are being requested to bid.

Project Requirements:

Local Hire and HUD Section 3

Davis-Bacon and Prevailing Wage Requirements - This project is subject to **SB-854**, proof of registration with DIR is required to be submitted with your bid to be considered. State and Federal, higher or most stringent of the two.

Affirmative Action - This project must comply with LA-HCID affirmative action requirements.

OCIP Insurance - The project may be required to maintain an Owner Controlled Insurance Program (OCIP) to provide general liability insurance to qualified subcontractors. Please provide your OCIP deduction as a separate item in your bid.

Due Date:

**Bids are due on or before
Tuesday, Sept 24, 2019**

Send Bids to:

Christian Vidrio at

cvidrio@portraitconstructioninc.com

David Day at dday@portraitconstructioninc.com

Plans/Specs: Available in Portrait's Corona office and via download link upon request.

Bid assistance is available, if needed, by request.

Portrait Construction, Inc. is an equal opportunity employer. Applicants are considered for positions without regard to race, religion, sex, national origin, age, disability or any other consideration made unlawful by applicable federal, state, or local laws.

Portrait Construction, Inc.

265 N. Joy Street, Suite 200
Corona, CA 92879
(951) 520-8898 • (951) 520-8878 fax
www.portraitconstructioninc.com

DESILVA GATES CONSTRUCTION

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
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,
Sacramento, CA 95816

REVISED BID DATE:

SEPTEMBER 11TH, 2019 @ 2:00 P.M.

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

AC DIKE, POLYESTER CONCRETE INLAY, BRIDGE, BRIDGE REMOVAL, CIDH SUB, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EROSION CONTROL, JOINT SEAL, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, MBGR, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, PILING, REINFORCED STEEL, ROADSIDE SIGNS, ROADWAY EXCAVATION, ROCK SLOPE PROTECTION, SIGN STRUCTURE, SOUNDWALL (MASONRY), STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE 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

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 questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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

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



Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBEs) 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 programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

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

Barnard Bessac Joint Venture (BBJV) is soliciting pricing for tunnel spoils off-haul trucking and disposal from permitted disposal sites in and around the San Francisco Bay Area as part of the Silicon Valley Clean Water (SVCW) Gravity Pipeline Project. Approximately 135,000 bank cubic yards of excavated 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**

**Ben Weldin:
ben.weldin@barnard-inc.com**

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,
(415) 677-0611.

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, (415) 677-0611.



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 required. Worker's Compensation Waiver of Subrogation 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 willing to breakout any portion of work to encourage LIABE/LBABA/SBE/VSBE participation. Plans & Specs are available for viewing at our office.

SMALL
BUSINESS
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California Sub-Bid Request Ads



Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • 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. 46S003-46S15-0553-46320
Owner: City of San Mateo

Bid Date: September 9, 2019 by 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized 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 Reinforcing, Concrete Supply, Concrete Precast, Concrete Pumping, Demo, Electrical, Elevators, Equipment, Hazardous Abatement, HVAC, Landscaping, Masonry, Metals, Painting & Coatings, Pipe Inspection, Piping & Valves, Quality Control, Structural Steel, SWPPP, Survey, Trucking & 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 available to interested DBE, MBE, SBE, SBRA, LSAF or HUB certified suppliers, service providers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers, 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> 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



1395 Evans Avenue, San Francisco, CA 94124
Phone: (415) 227-1040 Fax: (415) 227-1046

Contact: Endah Hart - ehart@mitchell-engineering.com

An Equal Opportunity Employer & Comply with San Francisco Fair Chance Ordinance.

ALL QUALIFIED AND/OR CERTIFIED SBE & DBE Subcontractors, Truckers and Material/Equipment Suppliers are requested to forward bids/quotes for the following Project,

L Taraval Improvement Project - Sunset Boulevard to West Portal, Contract No. 1308
Location: San Francisco

Bid Date: September 12, 2019 @ 3:00PM

The project is also subject to have all subcontractors listed in the bid with a DIR Number.

Mitchell Engineering is seeking qualified subcontractors and supplier the following trades: Trucking/Hauling including Hazardous Waste Disposal, AWSS, Pavement, Concrete, OCS, Television Inspection, Rail Procurement, Electrical, Street Lighting, Valves & Fittings, Landscape, Ductile Iron Pipe, Steel Casing Pipe.

Bid Package can be seen at <https://sfcitypartner.sfgov.org/pages/Events-BS3/event-search.aspx>
City of San Francisco bonding assistance website: <https://sfgov.org/cmd/surety-bond-assistance-program>.
Don Hart - dhart@mitchell-engineering.com, Kathy - kstreblow@mitchell-engineering.com

INVITATION TO BID – Request for Quotes from Certified SBE/DVBE Subcontractors and Suppliers

Project: Division 20 Portal Widening Turnback
Contract No. C59596C1136
Owner: Los Angeles County Metropolitan Transportation Authority (METRO)

REVISED BID SUBMITTAL DATE:

September 26, 2019 at 2:00 PM

Request for quotes from Certified SBE's/DVBE's Subcontractors and Suppliers for the following, but not limited to scopes of work: A/C Pavement, Access Doors, Aggregates, Asbestos Removal, Asphalt Paving, Brick Pavers, Concrete Pavers, Concrete Supply, Construction & Temp Fencing, Dampproofing and Waterproofing, Demolition, Dewatering, Elastomeric Bearing Pads, Electrical, Emergency Exit Hatches, Erosion Control, Fencing and Gates, Fire suppression, Floating Slabs, Floor Hatches, Formliners, FRP Fabrications, Grouting, HVAC, Joint Sealants, Landscaping and Irrigation, Lead Abatement, Manholes, Masonry, Metal Fabrications, Metal Railings, Micro Piles, Minor Concrete, Noise and Vibration Control, Painting and Coatings, PCC Supplies, Pipe Supply, Plumbing, Post Tensioning, Precast Concrete, Preconstruction Survey, Project Quality Program, Reinforcing Steel, Security, Seismic Expansion Joints, Sheet Metal, Shotcrete, Signage, Site Flatwork, Site Furnishings, Steel Sheet Piling, Striping, Structural Steel, Temp & Post Construction Ventilation, Tieback Anchors, Track Work Construction.

PLEASE SUBMIT QUOTES BY FAX TO (909) 597-8635 OR EMAIL TO SoCalBids@FlatironCorp.com

Access to Bidding Documents (plans and specifications) is available in electronic format from Flatiron. Additionally, Bidding Documents are available to view at our Chino Hills, CA or San Diego, CA offices. Please send an email to request access to the Bidding Documents or to make an appointment to view the documents at one of our offices (between the hours of 7:30 a.m. and 4:00 p.m.)

This project has a 19% SBE Goal and a 3% DVBE Goal. In addition to request for participation from Certified SBE/DVBE subcontractors and suppliers, Flatiron requests non-SBE/non-DVBE subcontractors to provide lower-tier SBE/DVBE subcontractor and/or supplier participation. Bidders are required to indicate lower-tier SBE/DBVE participation as it will be evaluated as part of their quote.

Flatiron analyzes and considers each SBE/DVBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit and insurance is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

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

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety. WE ARE AN EQUAL OPPORTUNITY EMPLOYER.

Flatiron West, Inc.
16470 W. Bernardo Drive, Suite 120
San Diego, CA 92127
Phone (909) 597-8413 / FAX (909) 597-8635
Email: SoCalBids@flatironcorp.com
Point of Contact: Veronica Garcia, Estimating Admin.



JAMES E. ROBERTS-OBAYASHI CORP.
20 Oak Court, Danville, CA 94526
925-820-0600 FAX 925-820-1993

WE ARE REQUESTING QUOTATIONS FROM ALL SUBCONTRACTORS/SUPPLIERS ON THE FOLLOWING PROJECT:

Casa De La Mision GMP Bid
in San Francisco, CA

BIDS DUE: Tuesday October 1, 2019 @ 5:00 PM

Casa De La Mision consists of the construction of a new five (5) story affordable senior housing development with forty-five (45) residential apartment units and associated amenities. The project encompasses four (4) levels of type V-A wood framed construction over one (1) level of type I-A concrete construction. This work includes, but is not limited to: abatement, demolition, mass excavation, shoring, soil improvements, structural concrete, site concrete, structural steel, brick veneer, glazed tile siding, fiber cement siding, stucco, drywall, windows, storefront, doors and hardware, roofing, interior and exterior finishes, elevator, fire sprinklers, plumbing, HVAC and electrical.

This is a **Prevailing Wage** project. No less than the wages in the Federal Wage Determination, CA20190018 Modification #5* shall be paid. <https://beta.sam.gov/wage-determination/CA20190018/5> *The actual Davis Bacon Wage Determination to be used in contracts may be updated just prior to contract signing. Classifications used in performing work on this project must be listed on the wage determination. See Instructions to Bidders for more information.

A **jobwalk** for the Demo and Abatement subs is currently TBD. However, we are looking to schedule this for the week of September 16th.

Bids to be emailed should be sent to June Gilmore at june@erocorp.com and Dustin Gianotti at dusting@erocorp.com.

When is Information Informative?

Continued from page 2

the information you receive. Cut the unnecessary by removing yourself from lists that provide streams of data but very little consistently helpful information.

- 4. Make a distinction between raw data and useful information.** Factoids of information probably do not stick with you very long. Think about all of those newsletters that give you the secrets of business success in 100 words or less. Really? After you read them, do you remember anything? Do not confuse random bits and pieces of information with data that builds on what you currently know and strengthens your knowledge and wisdom.
- 5. Consider timeliness.** Be ruthless about what you retain and for how long. Will you use it again in the next three months? If not toss it. There will be a revision or update by then anyway.

Ultimately, information is only useful if you can access it. A huge stack of unfiled items, magazines and books to read, is useless. It is better to subscribe to fewer publications and read them when they arrive than to subscribe to many and have a reading stack that is aging faster than you are. Here is a sanity tip. Rather than attempt to catch up on your backlog of reading, concentrate on making changes that increase your control and focus on staying current from this point forward.

SOURCE: www.smartwaystowork.com/



Economy at a Glance: Infographic by Alex Carrick, ConstructConnect®

U.S. Airport Construction

Groundbreaking and upcoming stages

UNDERWAY - Airport Construction
Groundbreakings from Jan 2017 to Present, \$ Billions.



Proposed Transit Projects Connecting to Airports (\$ Billions);

\$8.8 Hi-Speed Rail, Chattanooga-Atlanta

\$2.0 Brightline, Orlando-Miami

\$8.0 LYNX Silver Line, Charlotte

\$1.0 Chicago O'Hare Express System

How to Sell Yourself as a Professional Contractor to DIYers

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

By John Lack,

The ability to be handy and perform some maintenance around the house can have its advantages—especially when it comes to saving money. But there is a fine line between what a homeowner can do and where someone more experienced is needed.

Over the years, I have seen homeowners take on projects that have resulted in needing to hire a professional to repair their work. That often ends up costing more than having a professional do the work in the first place. On top of that, the finished product may be affected by how the work was originally started.

When working with an avid DIYer, it's important to know how to sell your services without belittling their abilities. Below are five things to keep in mind.

1. **Safety.** If it's a dangerous job for the DIYer, let them know and don't assume they understand the full extent of the work involved. Safety should always be a concern. You can show you have the proper scaffolding and fall protection for heights, ventilation equipment for indoor work, and strong labor for removing windows and other work that requires heavy lifting or carrying.
2. **Existing Conditions.** Fixing a problem without knowing what caused it may be difficult for the DIYer. Deteriorating siding can be caused by poor flashing from the roof. Changing out windows using the same rough openings (RO) can save time and money. Adding a few outlets can overload a circuit. Your knowledge can be valuable to the DIYer. As an experienced contractor, you can look at the existing conditions of the project and see the overall extent of the work.
3. **Products.** There are a variety of building products on the market, and they're not all equal. Your experience and knowledge in this area can be an asset to the DIYer. This can include windows, plumbing fixtures, water heaters, roofing, siding, paints, and other materials.
4. **Timing.** No one wants a project to drag on, especially when it involves work in a home. Having the ability to accurately estimate how long it will take to complete the work and handing the DIYer a schedule with proposed start and completion dates can be a great way to get the project. This is especially true when the work interferes with the family's lifestyle.
5. **Warranty.** Knowing a warranty comes with your work when you furnish the equipment can also be a great motivating factor. This is especially true when looking at changing out a furnace, water heater, or window glass due to leaky seals.

The DIYer may want to do some of the work, and that is fine. Painting the walls you built or planting flowers in their new landscaping can make them feel like they are part of the construction and help them take pride in the project. With good people skills, you can determine the right balance, resulting in a win-win situation for all.

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

Business Toolkit

Inclusive Design: Making Your Site Accessible to the Hearing Impaired

By Marcus Lansky,

People who use websites come from a diverse range of backgrounds and perspectives. When it comes to designing a website for your business, it's crucial to ensure your site works for all potential clients and customers. That includes individuals with different abilities, such as people living with hearing impairments.

Designing a site that accommodates all types of customers, including those with hearing impairments, doesn't just give you a competitive edge. More importantly, it builds trust, communication, and rapport with potential customers, showing them you're an ethical, compassionate business. If anyone can access your site content, regardless of ability or impairment, you'll reach more customers and, hopefully, make more sales.

Here's how to design a site that's accessible for people with hearing impairments:

Why Accommodate Hearing Impairments?

Before changing your website, it helps to understand why you should make your site accessible to individuals with hearing impairments. First, there's a good chance that many of your prospective clients and customers are hearing impaired. According to statistics, 36 million Americans have a hearing impairment. Hearing loss can range from tinnitus to disabling hearing impairments, such as deafness, so it's important to design your website to meet every type of hearing impairment.

The World Health Organization (WHO) estimates that at least 900 million individuals "will have disabling hearing loss" by the year 2050. As your business grows, the number of people

with hearing impairments who use your website will probably increase, too. It's essential to prepare in advance so you can accommodate them.

Understanding Inclusive Design

Websites that cater to all people, regardless of ability or impairment, provide a more respectful, delightful experience. The strategy of building these websites is called inclusive design.

Believing inclusive design is "universally" beneficial, Microsoft offers recommendations and downloadable files to help you make your site more inclusive. Because features like video captions help everyone, designing for the hearing impaired can benefit many of your visitors.

Creating Inclusion

Here are three ways to make your site accessible and inclusive:

- Captions, subtitles, and transcripts. Many businesses ranging from education to healthcare to the arts are legally required to provide written versions of any audio or video content on their website. Captions, subtitles, and transcripts help hearing-impaired visitors access your content.

Rather than hand typing every word, especially for large sites with hundreds or thousands of pages, it may be easier to hire a service to create a transcript of your audio or video content. There are services that provide affordable transcription and subtitle services with a 24-hour turnaround and 99 percent accuracy.

- Online chat. Customers who are deaf or hard of hearing may not be able to call you for assistance. Online chat services



Photo courtesy of Pixabay

provide them with the same real-time responses they'd experience if they were talking to you on the phone. Research chat services to find one that offers the specific features and price range your business needs.

- Contact options. In addition to a phone number, your Contact page should provide alternative methods for getting in touch with you. Consider offering a contact form, email address, physical address, or links to social profiles.

Legalities

You might be legally required to accommodate hearing impairments. For instance, several laws require online videos to include accessibility features like captions.

Many companies break online laws without even realizing it. To stay legal, familiarize yourself with FCC legal requirements like the 21st Century Communications and Video Accessibility Act. Update your site to comply with these requirements.

It's your responsibility as a business owner to ensure your site works for anyone who uses it. Ensure your online presence is responsive, accessible, and welcoming of people with various disabilities and hearing impairments. Captions, subtitles, and transcripts are simple steps to help demonstrate that you value all prospective clients and customers -- regardless of their backgrounds or abilities.

Website: <https://abilitator.biz/>

World Letter Writing Day: Take Your Business Email Seriously

Professional Way To Set Up Your Business Email

When starting a business, there is a lot of matters to consider. The business email shouldn't be the last one on the list. Since September 1st was World Letter Writing Day, it is a perfect time to create your business email for your future letters.

Make It Personal

When people receive a letter from your business, all they see at a first glance is a sender name and the subject. And it shouldn't be a puzzle for them to understand who is writing and why. You should make it personal with a decent sender name, that would mention not only your business name but your own name as well.

Letters with a generic sender name, such as "Example Company", might seem like a plain advertisement. People tend to avoid that. A man named George should use "George from Example" instead. It's best when the email address mentions your name as well. Email marketing software Pin-

pointe conducted research and found out that using a specific personal name as the send-from address can improve the open rate by 15% - 35%.

Make It Recognizable

It is valuable to set up a good senders' name. But once the letter is opened, the email address becomes visible. And it should be recognizable. It might seem like a scam if it looks like Example_Company@gmail.com. No reliable business should use a generic inbox.

To be recognizable, you should make your business email address with a business name in the domain. In George's case, it would be best to create a george@example.com email address. This way it is both recognizable and more trustworthy.

Make It Professional

When you are using your email to reach out to people, it is good to make it personal. But when people

are reaching out to your business, they don't know who exactly handles what. So it is better to make it professional and use the role-based email addresses. You can use press@example.com for media inquiries, or sales@example.com for sales matters. If your business is located in different cities you can give them separate addresses, such as newyork@example.com and london@example.com.

Make It To The Inbox

Since you have your email set, it is essential to look after your email address reputation. You should take good care of your correspondence in order to make it to the inbox. Even if the letter was delivered for the recipient, it might have landed in the spam folder. Web hosting company Hostinger suggests seven steps to follow, to keep your business emails away from spam inboxes:

1. Don't use spam trigger words, such as Click here, Act now, Lowest price, and so on;

2. Send only relevant content for the recipient;
3. Do not in any circumstances buy an email list;
4. For newsletters, you must include an "Unsubscribe" link;
5. Your subject line shouldn't be misleading, you can't use RE: if you are not responding;
6. Don't use all caps;
7. Make your subject line longer than one word.

World Letter Writing Day started with a focus on handwritten letters, but since then, a lot has changed. Now people send their letters online and use an email for that. We use email not only for personal letters but for the work-related topics as well. No business could operate without an email. So if you are on the way of starting a new business, don't forget to take care of your business email, and not only on the World Letter Writing Day.

Public Legal Notices



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 or by contacting:

Joe Chappelle
Manager of Administrative Services
Eastern Contra Costa Transit Authority
801 Wilbur Avenue, Antioch, CA 94509
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

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

Oral, telegraphic, facsimile, telephone or email RFQ/P Packets will not be accepted. RFQ/P Packets received after this date and time will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets. The District also reserves the right to reject any and all RFQ/P Packets and to negotiate contract terms with one or more Respondents.

If you have any questions regarding this RFQ/P please email Tadashi Nakadegawa, Acting Executive Director at tadashi.nakadegawa@ousd.org, and cc: to Colland Jang, Facilities Planning Consultant at colland.jang@ousd.org.

LOCAL, SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM The Local Business Utilization Policy requires that there is a mandatory fifty percent (50%) LBU participation with a 25% or less Local Business (LBE) participation and a 25% or more Small Local or Small Local Resident Business (SLBE/SLRBE) participation for all capital program/construction-related contracts and professional services agreements. The full version of OUSD's latest Local, Small Local and Small Local Resident Business Enterprise Program can be found by going to the OUSD home page: ousd.org > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2014 Amendment to Local Business Participation Policy.

Oakland Unified School District
Tadashi Nakadegawa, Acting Executive Director
Department of Facilities Planning and Management
955 High Street, Oakland, CA 94601

DEPARTMENT OF MOTOR VEHICLES (DMV)

Scheduled Preventative Maintenance, Technical Support Services, and Nonscheduled Services for the Security and Access Control System at DMV Headquarters. Project No. 19-316

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to perform scheduled preventative maintenance, technical support services, and nonscheduled services on the Security and Access Control System at DMV Headquarters for the term of this Agreement. The Contractor is responsible for field verifying all dimensions and existing site conditions pertinent to this Agreement.

A mandatory pre-bid conference is scheduled at 9:00 a.m. on 09/19/19 at 2415 First Avenue, Sacramento, CA 95818. Meeting in the lobby.

The bidder shall possess a valid C-7 or C-10 contractor license issued by the California Department of

Consumer Affairs, Contractors State License Board (CSLB). In addition, the bidder shall be **Software House, C-CURE 9000 certified**. All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract. All bidder and subcontractor contractor licenses shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. (Estimate: \$409,000.00)

Bid Opening: 10/2/19 at 3:00 p.m.

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.dgs.ca.gov>.

9/5, 9/12/19
CNS-3290356#
SMALL BUSINESS EXCHANGE

Angela Battle, Director of Subcontractor Diversity at Sellen Construction, on building a more inclusive construction industry



Continued from page 2

One of the biggest barriers to this line of work is getting people to open their minds. There are incredible businesses out there that can bring new ideas to the table and introduce innovative ways of doing things — you just have to give them a voice.

Have you encountered any challenges being a female leader in a traditionally male-dominated industry?

There's one example I remember so well. My team was meeting with a large mechanical and electrical plumbing company in the area, and there were about 35 people total. We walked into the meeting, and I realized I was the only woman in the room. It's tough being in those situations because you're seen less as a contributor and more of a representative of a group.

It happens all the time at different scales, but at the end of the day, it's all about promoting awareness that representation and diversity really do matter. People in this industry often don't think about these issues, but when it's brought to their attention, they say, "Wait a minute. We really should do something about this." More often than not, leaders understand that bringing new voices to the table helps ensure the business is continually moving forward.

I will say, I have encountered a few "salty dogs" along the way — those who are more resistant to change. But honestly, it's the women out in the field that are really struggling: the apprentices, the laborers, the carpenters. I'm seeing more and more women interested in this line of work, but it's tough out there for them, and they aren't getting as many projects because they often don't have the same established relationships as other business owners. But that's a huge part of why I do what I do: to ensure that everyone has equal opportunity to grow and work in our field.

What advice would you give women who are just starting out in the industry?

I'd tell them to find mentors. Choose mentors of both genders who can be allies to you as you grow your career in construction, and align your path with women who have been in your shoes before and understand what it takes to forge a path forward. The more people you have in your corner, the easier it will be to succeed.

SOURCE: <https://blog.buildingconnected.com/angela-battle-director-of-subcontractor-diversity-at-sellen-construction-on-building-a-more-inclusive-and-innovative-construction-industry/>

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 requirements. 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>.

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

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

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

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

6 Tips for Borrowing Startup Funds from Friends or Family

Continued from page 3

5. **Use a Peer-to-Peer Lending Service** – To help keep business and emotions separate, consider structuring a loan through a peer-to-peer (P2P) lending company. P2P firms don't provide the loan; instead they act as an intermediary or broker between you and the person who has given you the loan. You and your lender decide on the repayment terms and the P2P company manages the loan repayment on your behalf – for a fee. This eliminates the inconvenience of writing a check each month and also gives your lender confidence that he will actually see money being repaid without having to chase you.
6. **Come up with an Agreement With a Repayment Plan** – Even though you may know your lender or investor well, remember that this is a business agreement. Treat it as such. The agreement

should detail your business plan, how the funds will be used, how progress will be measured, and how repayment will be made. If the investment is a stake in your company as opposed to a loan, clearly outline the potential risks so your family and friends are 100 percent sure about what they are getting into.

Good luck!

About the Author

Caron Beesley is a small business owner, a writer, and marketing communications consultant. Caron works with the SBA.gov team to promote essential government resources that help entrepreneurs and small business owners start-up, grow and succeed.

SOURCE:

www.mbda.gov/news/blog/2012/01/6-tips-borrowing-startup-funds-friends-or-family

DEPARTMENT OF MOTOR VEHICLES (DMV)

Upgrade the Existing Heating, Ventilation, and Air Conditioning (HVAC) Control Systems at the Merced, Oakland Coliseum, Corte Madera and Sacramento DMV office buildings. Project No. 19-255

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to upgrade the existing heating, ventilation, and air conditioning (HVAC) control systems at the Merced, Oakland Coliseum, Corte Madera and Sacramento DMV office buildings for the term of this Agreement. The Contractor is responsible for field verifying all dimensions and existing site conditions pertinent to this Agreement.

A mandatory pre-bid conference is scheduled at 9:00 a.m. on 09/24/19 at 2415 First Avenue, Sacramento, CA 95818. Meeting in the lobby.

An optional pre-bid conference is scheduled at 10:00 a.m. on 10/1/19 at the Merced DMV Field Office located at 1313 West 12th Street, Merced, CA 95341 (Meeting at the flagpole.), for the purpose of viewing the location and equipment relevant to this IFB.

An optional pre-bid conference is scheduled at 10:00 a.m. on 10/8/19 at the Oakland Coliseum DMV field office, located at 501 85th Avenue, Oakland, CA 94621, (Meeting at the flagpole.), for

the purpose of viewing the location and equipment relevant to this IFB.

An optional pre-bid conference is scheduled 10:00 a.m. on 10/8/19 at the Corte Madera DMV located at 75 Tamal Vista Blvd., Corte Madera, CA 94925, (Meeting at the flagpole.), for the purpose of viewing the location and equipment relevant to this IFB.

The bidder shall possess a valid **C-20** contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract. All bidder and subcontractor contractor licenses shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. (Estimate: **\$324,500.00**)

Bid Opening: 10/23/19 at 3:00 p.m.

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.dgs.ca.gov>.

9/5, 9/12/19

CNS-3290939#

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-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-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-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-0387784-00

Fictitious Business Name(s):
SPRING AHEAD COACHING
Address
582 Market Street, Ste #1011, San Francisco, CA 94104
Full Name of Registrant #1
Kealy Spring
Address of Registrant # 1
7 Ortega Court, Pacifica, CA 94044

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/01/2019**

Signed: **Kealy C. Spring**

This statement was filed with the County Clerk of San Francisco County on **08/29/2019**

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
08/29/2019

09/05/19 + 09/12/19 + 09/19/19 + 09/26/19

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

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-0387092-00

Fictitious Business Name(s):
RIVERA
Address
2790 Mission Street, San Francisco, CA 94110
Full Name of Registrant #1
Ailin Amariliz Rivera
Address of Registrant # 1
2790 Mission Street, San Francisco, CA 94110

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/02/2019**

Signed: **Ailin Rivera**

This statement was filed with the County Clerk of San Francisco County on **07/03/19**

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
07/03/2019

07/11/19 + 07/18/19 + 07/25/19 + 08/01/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387235-00

Fictitious Business Name(s):
Amber Lokatys Photography
Address
168 Hyde Street, Ste. 201, San Francisco CA, 94102
Full Name of Registrant #1
Amber Nicole Lokatys
Address of Registrant # 1
168 Hyde Street, Ste. 201, San Francisco CA, 94102

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **July 5, 2019**

Signed: **Amber Lokatys**

This statement was filed with the County Clerk of San Francisco County on **07/18/19**

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: **Melvin Galvez**
Deputy County Clerk
07/18/2019

07/25/19 + 08/01/19 + 08/08/19 + 08/15/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387853-00

Fictitious Business Name(s):
GM Construction Services
Address
160 Cargo Way #300, San Francisco, CA 94124
Full Name of Registrant #1
GM Truck Rental Inc., (CA)
Address of Registrant #1
160 Cargo Way #300, San Francisco, CA 94124

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-01-2019**

Signed: **Gustavo De Leon**

This statement was filed with the County Clerk of San Francisco County on **09-04-2019**

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
09/04/2019

09/05/19 + 09/12/19 + 19/19/19 + 19/26/19

6 Predictions for the Future of Construction Equipment Rental

Continued from page 1

Rental software continues to grow, making it easy to manage asset utilization and fleet rotation.

This most tangible sign that times are changing are what is going on with rental companies like United Rentals, marketplaces like BigRentz, and part suppliers like Grainger.

A few stats:

- BigRentz, an online rental marketplace launched in 2012, does an estimated \$35M a year in revenue according to Crunchbase and doesn't own any equipment.
- BigRentz is also currently receiving the fourth most organic site traffic of any equipment rental company, almost as much organic site traffic as Herc Rentals.
- In 2018, United Rentals realized more than 50% year-over-year growth in e-commerce revenue from UR One®
- In 2018, United Rental's digital commerce across all channels attracted over 30,000 net new customers, resulting in a 45% increase in digitally generated revenue year-over-year
- 56% of Grainger's sales, or \$5.84B, came from their e-commerce channel

The digitization of commerce, asset management, and operations will need to be adopted out of necessity for rental companies to remain competitive in the changing equipment rental landscape.

However, we still have a long way to go.

It's estimated that less than 50% of heavy equipment and tool rental businesses use some sort of rental management software.

Beyond the adoption of currently available tools, the future of construction tech is complete vertical integration between each silo from equipment rental e-commerce to asset management, to customer relationship management to project management.

The rapid M&A activity in the construction tech space is a leading indicator that larger tech companies are beginning to think about "owning more of the process".

There are still many disconnects but expect more of the gaps to be bridged in the coming years.

2. Telematics Adoption

"We are witnessing amazing advancement in telematics. Just about every OEM has either partnered with a third-party provider or created their own telematics system," says Anderson.

According to the ARA, 72 percent of larger contractors with 50 employees or more said they were familiar with telematics.

Telematics today primarily answers two questions:

1. What is my machine doing?
2. Where is my machine located?

"Before, telematics was primarily used for tracking equipment. Now, everything from battery levels to hydraulic fluid levels can be monitored

to help prevent maintenance. I am really impressed with how much telematics has changed over the last five years," adds Anderson.

SkyJack Elevate, Genie Lift Connect, and JLG ClearSky have all been announced in the past year to help rental companies maximize asset utilization and uptime.

"You do not need to be a national rental company to reap the benefits of telematics data. I was with Bob Kendall, President of Star Rentals, who said his business has gone from zero to full implementation of telematics data into their operations to be smarter around fleet management," says Anderson.

Telematics is being implemented into components of equipment as well.

For example, Perkins Engines recently launched the Perkins SmartCap which monitors your engine and sends usage data straight to your smartphone enabling mechanics in the field to be more effective with preventative maintenance and part ordering.

With the amount of data being collected from the equipment coupled with fully integrated data visualization platforms will begin to change the way rental companies think about acquiring, managing, and maintaining their equipment.

With a fully, vertically integrated ecosystem capabilities such as predictive part ordering, artificial intelligence powering fleet composition recommendations, and automatic order fulfillment will start becoming a reality.

3. AR/VR for Training

"With the new ANSI standards, training is going to be required for MEWP operators. Augmented Reality and Virtual Reality are really new to the industry but quickly going to change how training is delivered," says Anderson.

For example, Serious Labs, in collaboration with Skyjack and Nationwide Platforms, launched the MEWP VR Simulator to provide a virtual aerial operator training solution for the rental industry. This allows trainers to safely put trainees in high-risk situations in order to develop safety skills without the risk of physical harm.

"With these online courses and simulators (United Rentals has quite a few), you don't have to drive to sit in a classroom for six hours. You can complete the classroom portions on your own time," says Anderson.

The industry continues to innovate around operator safety and adoption should only increase.

4. Semi-Autonomous Equipment

In early 2019, both Skyjack and JLG debuted their own autonomous loading and unloading equipment.

JLG released their R Series scissor lift which allows driving, steering, and loading to be done via mobile app. This adds a layer of safety and versatility for operators navigating in tight corridors or in risky loading and unloading conditions.

SkyJack demonstrated their completely autonomous SJ3215 at the 2019 ARA Show in Anaheim as part of their autonomous equipment research initiative.

"Autonomous loading and unloading adds to the safety of our job sites and rental yards so I see more autonomy happening for these use cases," says Anderson.

Some of the larger equipment rental companies are already embracing autonomous equipment.

For example, Sunstate announced a partnership with Built Robotics to test their line of autonomous equipment with customers over the next 12 months.

The economic and safety benefits coupled with the labor shortage in construction makes autonomous equipment an exciting opportunity. Although we are still a ways off from fully autonomous job sites, there are lots of applications that can create incremental improvements to the safety of the handling and delivery of equipment.

5. More Telehandlers

JLG released their 3rd quarter results which showed a 42% increase in Telehandler sales over their first 9 months of FY 2019 versus the same nine-month period last year. Meanwhile, aerial sales grew just over 1%.

"Telehandlers, with their increasing number of attachments, have been able to fill gaps in product lines and have quickly become the first one on and the last one off jobsites. More and more units are coming into the field that can operate as the jack of all trades, even replacing a lot of crane work in urban areas," notes Anderson.

In fact, according to GlobalNewsWire, the telehandler market is expected to experience a 5% growth rate from 2019 - 2029 and reach a \$4B market size in 2019.

The shift towards telehandlers is hard to ignore. This could be an indication that equipment rental companies, especially among the independents, are now able to do more with less so, therefore, focusing on equipment with more utility versus specialization.

"Independents are on fire. Chicago's Lizzy Lift reported a 53% increase in rentals, Cooper Equipment Rentals 37%, Battlefield Equipment Rentals 11% to name a few. They are quickly growing their fleets while some OEMs, like Snorkel, narrow their focus on independents," says Anderson.

Independent rental companies, which makes up 80% of the \$55B heavy equipment rental industry, need to continue to find ways to compete with the national rental companies while staying lean.

Telehandlers can be one of those areas of opportunity.

6. Fully Electric & Hybrid Fleets

"We are seeing a huge shift towards electric and hybrid fleets. For instance, Haulotte, who just achieved their best quarter in 10 years, announced at Intermat that moving forward all of their machines will be electric with the introduction of the Pulse generation. Manitou also released their Oxygen line, making them the first OEM to have a hybrid and electric telehandler," says Anderson.

Hybrid and electric vehicles are also getting larger. With rough terrain lifts and telehandlers already in circulation, it is safe to expect electric applications to grow into heavier weight classes.

They are a win economically by lowering the total cost of ownership.

They are a win environmentally by reducing emissions.

And they are a win in quiet environments and emerging markets.

"OEMs are going smaller, not bigger. No one has it in their plans to go bigger i.e. with a 190ft - 200ft boom. Instead, Genie, MEC, and Snorkel came out with a 13-foot lift. Hybrid came out with a line of pusharounds as a replacement to ladders. No one is looking to reinvent the wheel with the bread and butter of boom lifts and scissors, more so coming out with more compact, cleaner options," says Anderson.

Recap

It's no secret that technology is changing the way the construction industry operates. What is considered as one of the final frontiers for technology, the construction industry has seen the highest amount of venture capital activity of any technology sector.

Lindsey Anderson broke down her six predictions for the future of the equipment side of the construction industry:

1. Digitization of rental commerce and operations
2. Adoption of telematics for improved preventative maintenance
3. Advancement of VR/AR for improved training in alignment with the new ANSI standards
4. Adoption of semi-autonomous equipment for safer inspection and operation
5. Growth in telehandler sales leading to smaller fleets and higher utilization
6. Adoption of 100% hybrid and electric fleets

Technology needs to be thought of as workforce enablement, not as workforce replacement. To date, there is a reluctance to adopt technology on the commerce side of the business either out of fear of being replaced, dissatisfaction with the status quo, or a lack of urgency to innovate.

The use of technology and the data that comes with it allows equipment rental companies and operators to focus more time and energy on the human element of the business that has built this industry.

It allows us to be smarter around our economic decision making, more efficient with our sales and fulfillment, and more personalized with the customer experience we provide.

The biggest shift is in our perception of technology and our behavior as consumers of it.

SOURCE: <https://www.constructconnect.com/blog/6-predictions-for-the-future-of-construction-equipment-rental>

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