

# SMALL BUSINESS EXCHANGE

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October 15, 2020

## Small businesses in California need financial relief now

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

By Josh Reeves, Pat Fong Kushida, Julian Cañete, Edwin Lombard, CalMatters,

Nearly half of Californians who work in the private sector – 7 million people – work in small businesses. Small businesses make up 99.8% of California businesses and, sadly, due to COVID-19, those small businesses are closing at an alarming rate, with those owned by women and Black, Indigenous and People of Color closing at an even faster pace.

Many more of them will fail while we wait for Congress to act. This is why we call on Gov. Gavin Newsom and the Legislature immediately to develop a large-scale small-business relief program to support those businesses that need the most help. This can be done in an extraordinary session or in the budget with a fast-track to implementation. What matters most is that it happens without further delay.

As California works to get the pandemic under control, small businesses are crippled by shutdowns, restricted operations and decreased traffic. We've seen many of our California small businesses navigate this crisis with agility and creativity.

But these businesses are facing new challenges: while revenue has cratered, operational costs are skyrocketing. The vast majority of small businesses are only partially reopened, and many cannot fully operate outdoors, especially with unprecedented heat waves, rolling blackouts and raging fires throughout the state. Many businesses have put in place caps on the number of customers they can serve at a time. And, on the cost side, companies are now required to purchase new safety equipment and extra cleaning supplies to serve the few customers they do have.

Some businesses were able to stay afloat using the federal Paycheck Protection Program. Gusto's June PPP Impact report showed that Pay-

■ Continued on page 11

## Why Construction Holds the Key to Digital Infrastructure's Future

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

By Grace Ellis,

The world has been rapidly going digital over the past several years, and COVID-19 has undoubtedly accelerated this trend. Between lockdown measures and the sudden shift to remote work, the need for digital platforms and services around ecommerce, communication, and collaboration has increased exponentially.

Thanks to COVID-19, Zoom is now more valuable than Hilton, Expedia, and American Airlines combined. Microsoft Teams saw a 775% increase in monthly users in Italy, and AT&T's VPN saw a 700% rise in demand.

The need to digitize various activities has been so great that in a recent earnings call, Microsoft CEO Satya Nadella said, "we've seen two years worth of digital transformation in two months."

And with the world changing at a rapid pace, you can bet that this trend will continue.

Enter digital infrastructure.

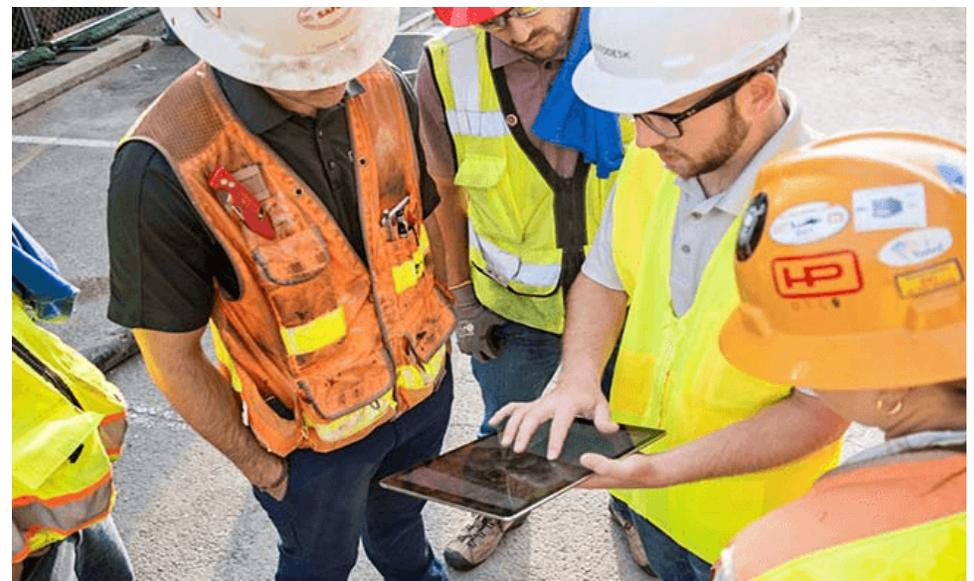
### What is Digital Infrastructure and Why is It Important?

Digital infrastructure represents the building blocks of computing, data storage, and digital communications. The term refers to the physical assets — i.e., servers, fiber optic cables, and machines — that power the data centers which make the storage, computing, and distribution of data possible.

Without digital infrastructure and data centers, we wouldn't have any of the cloud-based services, apps, and experiences we enjoy today.

As such, data centers are considered to be "mission-critical" facilities, which means they need to maintain "always on" reliability.

To accomplish that, data centers need to be built on a strong foundation.



### Construction's Role in Building Digital Infrastructure

Various sectors, ranging from government and healthcare to education and entertainment are continuing to move online. As the need for digital transformation grows, the demand for data center construction will increase along with it.

This presents a massive and appealing opportunity for construction professionals, but it's important to note that building data centers can be a challenging undertaking. Setting up digital infrastructure involves complex and mechanical electrical systems. There are numerous factors to consider, including wiring and fiber for data transmission, power capacity, climate control, and more. Data centers need to be fail-proof, which means redundancies are a must.

It's a tall order, which is why the right construction processes and technologies are essential.

### How Construction Can Build Better Digital Infrastructure

#### Refine Collaboration and Coordination

Success in constructing digital infrastructure starts with having a solid team. To keep the project running smoothly, have team members use a robust construction management platform on which they could communicate and collaborate.

That's what general contractor Mace Technology Ireland did when it led the construction of Facebook's Clonee Data Center. The project included a pair of 25,000-square-meter (approximately 269,000 square feet) data halls, and as many as 1,500 people per day contributed to the construction of the data center.

Mace used BIM 360's cloud-based platform to facilitate preconstruction coordination for phase 3 of the project. BIM 360 gave team members access to design models and various construction management tools. Since everyone was coordinating in the cloud, those working on the project were able to stay on the same page. This helped Mace avoid any timing and clash issues that could've delayed the project.

Needless to say, the team members at Mace were happy with the results.

"You can have the best technology, but it doesn't really do much good unless you have backing from the whole team," said Paddy Ryan, BIM Lead at Mace. "We had that on the Clonee Data Centre project for Facebook. From the client to the trades, everyone on the project bought into the use of BIM and cloud technology. Now, it's hard to imagine doing a project like this any other way."

#### Integrate Prefabricated Elements

The growing demand for digital infrastructure means data centers need to be constructed in an expeditious and scalable way. While no two projects are the same, construction firms can efficiently build data centers by integrating prefabricated elements.

Instead of configuring the infrastructure from scratch, consider leveraging prefabrication. Companies such as IBM and Schneider Electric offer pre-configured but flexible cloud designs, allowing companies to rapidly deploy data center solutions.

Aside from increased speed, using prefabricated modules also improves the reliability of the digi-

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# Community Outreach

## When legislators delay housing reform, people of color lose the most

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

By Adam Briones, *CalMatters*

At the start of the last legislative session, Californians were assured that 2020 would be the year our representatives addressed our extreme housing shortage.

Early on, both houses introduced 15 bills in packages that were promising, if not the bold reforms needed to fully solve the crisis or close the racial wealth gap. But instead of even these modest fixes, in the end only three bills, each offering important but minor changes, made it to Gov. Gavin Newsom's desk due to fierce opposition.

Patricia McCloskey addressed the Republican National Convention months after she and her husband waved guns at Black Lives Matter protesters. She echoed recent comments by President Donald Trump saying that Democrats "want to abolish the suburbs all together by ending single-family home zoning" and that this would bring "crime, lawlessness and low-quality apartments into now thriving suburban neighborhoods."

McCloskey's comments are alarmingly similar to those from affluent California neighborhood associations and advocates who have opposed policies that would even incrementally impact single-family zoning.

Fear of people of color moving into white neighborhoods is nothing new in California. In light of court rulings and federal bills that invalidated racial housing zoning and redlining, white communities and NIMBY activists began imposing codes that restricted the construction of multi-family housing in most neighborhoods starting in the early 1970s. Many still exist today.

Single-family zoning laws hold people of color and low-income families back by making homeownership cost-prohibitive. A recent Sacramento Bee headline: "California's median home price just broke a record. Here's how much it is" underscored the urgency of housing reform and went on to point to a new median of \$700,000. The inability of all but the wealthy to access good schools or accumulate wealth through homeownership has kept generations of Californians in poverty.

Likely the biggest disappointment this year was the death of Senate Bill 1120 in the final mo-

ments, despite passing both the Assembly and Senate. The premise of the bill was simple: allow homeowners to turn their single-family lots into duplexes and or split into two parcels. The bill did not remove anyone's ability to purchase or own a single-family home. It simply ended the bans on smaller housing units that exist in two-thirds of residential communities in California.

SB 1120 fell victim to the end of session clock, but it never should have been controversial to begin with. The intense opposition campaigns against SB 1120 and other modest reforms demonstrated that any change that allows more working families, who are likely to be people of color, to live in wealthy, exclusive neighborhoods is too much for affluent homeowners in California's "progressive" cities.

Their excuses are weak tropes claiming that the bill "crushes single-family streets and directly attacks homeownership;" "steals yards from children;" "destroys backyard vegetable gardens" and creates "unhealthy surroundings for children and the elderly."

Again, these are the comments that came not from far-right actors, but from those in affluent

cities that are happy to put a sign in their window supporting racial justice while at the same time employing the same, albeit watered-down, rhetoric to uphold discriminatory single-family zoning.

By blocking the construction of new housing in wealthy areas and preventing affordable housing options in white communities, single-family zoning laws make it disproportionately harder for people of color to own, or even rent homes.

If our Legislature wants 2021 to be the real year we tackle housing, elected officials must reckon with our state's ugly history of discriminatory zoning and aggressively pursue policies that enable our state's housing stock to grow and meet the needs of all families.

Until we can abandon the racist attitudes that have underpinned policies and undermined people of color for decades, we will continue to see failures at the state level to pass meaningful housing reform.

**SOURCE:**

<https://greenlining.org/press/2020/legislators-delay-housing-reform-people-of-color-lose-most/>



## Veterans Corner

### Military veterans in construction: the perfect fit

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

By Brian Swindel, *President, Troop International*

It's been several years since I was in the Marine Corps. On Nov. 25, 1995, I was honorably discharged and joined the ranks of "1st Civ Div." I had been to Kuwait during Operation Desert Storm with the 8th Marine Regiment; Turkey for training operations; Twentynine Palms, California, for back-to-back Combined Arms Exercises; Puerto Rico on the USS Nassau; and the Bahamas (because the USS Nassau needed repairs). I

also spent three years at Recruiting Station Twin Cities. My time in the Marine Corps was a great six-and-a-half years, and I think about it every day. It showed me the importance of having a positive attitude, being able to persevere, not tolerating excuses and several other characteristics that have undoubtedly contributed to my success in business. These characteristics helped me survive several hurricanes, monumental floods, economic downturns, and extreme highs and lows throughout my post-military career.

After I got out of the Marine Corps, it wasn't long before I landed a job selling fasteners to companies in the oil and gas industry. I seemed

to naturally gravitate toward contractors and men and women with dirty boots who were a little rough-talking, drove four-wheel drive trucks, and could be found having a good time on Friday and Saturday nights.

I always felt comfortable on a jobsite. I liked seeing familiar faces, delivering material and dealing with the superintendent (who always seemed to razz me about something). We would all joke around, talk about family and catch up on what was going on with the job. We all became friends, and it was always great to be in the field communicating with different personalities, overcoming challenges, and trying to make life

easier and more productive for customers. Since I really enjoyed working with my customers, I didn't even consider it "work." I never had a problem being on a jobsite early in the morning or on nights and the weekends. I was already used to long hours because of the Marine Corps.

I never understood why I gravitated toward construction until my company, Troop Industrial, set up an on-site store on a recent megaproject. I went on-site to help set up, and I coordinated with multiple disciplines, which helped put up our tent, run electrical to our office, assist with position containers, etc.

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ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## How Legit Are Online Business Loans?

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

By Ben Luthi,

Building a business isn't easy, especially when you're starting out. While countless commercial lenders offer business loans, it can be tough to get approved unless you've been in business for a while and have a strong track record.

What's more, the application process includes a lot of paperwork and waiting until you get approved.

In recent years, though, online business lenders have emerged, making it easier for business owners to get approved for financing. Not only do they offer faster funding times, but they also tend to have less intense eligibility requirements.

### What to know about online business loans

There are plenty of legitimate online business lenders out there, and they can provide business owners with an easier and quicker way to get the capital they need. But there are a few trade-offs you'll make when you choose an online business loan over a bank loan.

For starters, online business loans tend to charge higher interest rates than bank loans. This is partly because their underwriting process isn't as intense, so there's more risk involved for the lender.

Depending on the lender, you may also end up with a prepayment penalty on your loan, making it expensive to pay off the loan in full before it's due.

Finally, getting a business loan online could expose your business to scams if you're not care-

ful. You can avoid this risk entirely by comparing online lenders on reputable websites like Nav. But if you expand your search, it's important to know how to recognize the red flags.

### How to spot online business loan scams

If you don't qualify for a bank business loan or you need money fast, it's essential that you do your research on potential lenders. Here are some things to watch out for along the way.

#### 1. They're asking for money up front

Scammers don't actually have the money they promise to borrowers, so they may tell you they'll get you the money after you pay an advance fee with your application. Depending on the scam, it can be anywhere between hundreds and thousands of dollars. Once you pay the

"fee," though, the scammer disappears.

No reputable business lender will ask for money from you up front, so if that happens, move onto the next option.

#### 2. There's little information online

While online business lenders typically don't have brick-and-mortar branches like a bank, they do have headquarters. As you research lenders, look up their physical address and other information about the company.

If there is no physical address or you can't find any other information about the company, it may simply not exist.

#### 3. They're contacting you

You may get a pre-approval letter in the mail from a lender or an email if you've signed up for

■ Continued on page 8



## California Sub-Bid Request Ads



An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 23C-0152  
SACRAMENTO STREET BRIDGE (23C-0152) REPLACEMENT PROJECT  
FEDERAL AID PROJECT NO STPLZ-5030(056)  
Bid Closing Date: October 21, 2020 @ 2:00PM  
DBE GOAL: 11%

#### CONTACT:

David Aboujudom  
Brosamer & Wall Inc.  
1777 Oakland Blvd, Suite 300  
Walnut Creek, California 94596  
PH: 925-932-7900 FAX: 925-279-2269

#### PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- AC GRINDING
- AC PAVING
- BIRD PROTECTION
- BRIDGE REMOVAL
- CAST IN DRILLED HOLE PILE
- CLEAR & GRUB
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- ELECTRICAL
- EROSION CONTROL
- FENCE
- GROUND ANCHOR
- JOINT SEAL
- MINOR CONCRETE
- PAINT
- PRESTRESSING
- REBAR
- ROADWAY EXCAVATION
- ROCK SLOPE PROTECTION
- SHEET PILING
- SIGNS
- SLOPE PAVING
- SOLDIER PILE
- STRIPPING
- STRUCTURE CONCRETE
- SURVEY
- SWPPP
- TRAFFIC CONTROL
- UNDERGROUND

For the complete list of the Actual Project Bid Items go to:  
<https://www.planetbids.com/portal/portal.cfm?CompanyID=42510>  
Please contact David Aboujudom for additional assistance.

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email David Aboujudom contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email [daboujudom@brosamerwall.com](mailto:daboujudom@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact DAVID ABOUJUDOM at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-269804  
PRECAST JOINTED CONCRETE PAVEMENT, INDIVIDUAL SLABS REPLACEMENT, HMA & RHMA.  
CONSTRUCTION ON STATE HIGHWAY IN CONTRA COSTA COUNTY IN CONCORD FROM ROUTE 242/680 SEPARATION  
TO BUCHANAN FIELD VIADUCT.

Bid Closing Date: NOVEMBER 5, 2020 @ 2:00 PM

DBE GOAL: 11%

#### CONTACT:

David Aboujudom  
Brosamer & Wall Inc.  
1777 Oakland Blvd, Suite 300  
Walnut Creek, California 94596  
PH: 925-932-7900 FAX: 925-279-2269

#### PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- AC DIKE
- AGGREGATE BASE AND ASPHALT PAVING
- CEMENT COMPACTING GROUT
- CLEAR & GRUB
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- DEMOLITION
- DRAINAGE PIPES
- DRILL AND BOND DOWELS
- EARTHWORK/ROADWAY/STRUCTURAL EXCAVATION
- ELECTRICAL
- EROSION CONTROL
- FENCE
- HIGH DENSITY POLYURETHANE INJECTION
- JOB SITE MANAGEMENT
- JOINT SEAL
- LEAD COMPLIANCE PLAN
- METAL BEAM GUARD RAIL
- PERMANENT STRIPING
- PRECAST CONCRETE
- ROADSIDE SIGNS
- ROCK SLOPE PROTECTION
- SCHEDULING
- STREET SWEEPING
- STRIPING & PAVEMENT MARKERS
- STRUCTURE CONCRETE
- SWPPP
- TRAFFIC CONTROL
- TRUCKING

For the complete list of the Actual Project Bid Items go to:  
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-269804>

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email David Aboujudom contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email [daboujudom@brosamerwall.com](mailto:daboujudom@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact DAVID ABOUJUDOM at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

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

### GRANT LINE ROAD WIDENING PHASE 2 (WATERMAN TO BRADSHAW) PROJECT WTR002

FEDERAL AID NO. STPL-5479(070)  
Disadvantaged Business Enterprise Goal  
Assigned is 15%

OWNER: CITY OF ELK GROVE  
8401 Laguna Palms Way, Elk Grove, CA 95758  
**Bid Date: OCTOBER 22nd, 2020 @ 10:00 A.M.**

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

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, DELINEATOR, BARRICADE, CONCRETE RETAINING WALL, SOUNDWALL(MASONRY), STRIPING, SWEEPING, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the City of Elk Grove's website: [http://www.elkgrovecity.org/city\\_hall/departments\\_divisions/purchasing/request\\_for\\_proposals\\_bids/](http://www.elkgrovecity.org/city_hall/departments_divisions/purchasing/request_for_proposals_bids/).

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

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

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

## DESILVA GATES CONSTRUCTION

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

DeSilva Gates Construction (DGC) is preparing a bid as a Subcontractor to Flatiron on the following project. DGC will be looking for DBE subcontractors for the Pavement Demolition, Drainage, Earthwork & AC Paving portion of this project.

### US 50 MULTIMODAL CORRIDOR ENHANCEMENT AND REHABILITATION PROJECT Project ID 0319000029

Contract No. 03-0H08U4  
Federal Aid Project No. STPL-5916(132)  
Disadvantaged Business Enterprise Goal  
Assigned is 16%

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

**REVISED Bid Date:**  
**November 4th, 2020 @ 2:00 P.M.**

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

AC DIKE, ADL BURIAL LOCATION REPORT, AGGREGATE CRUSHING SUBCONTRACTOR, COLD PLANE, EMULSION SUPPLIER, FILTER FABRIC, LEAD COMPLIANCE PLAN, PIPE LINING, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, SAWCUTTING, TESTING, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from Flatiron's electronic data room: <https://app.buildingconnected.com/public/54ef40ccc3e104070053c371>.

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

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

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

## DESILVA GATES CONSTRUCTION

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

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

### 2018 RSTP Arterial Resurfacing Project Contract No. 400096 Federal Aid # 5182(077) Disadvantaged Business Enterprise Goal Assigned is 15%

OWNER:  
City of Roseville  
311 Vernon Street, Roseville, CA 95678  
**Bid Date: October 27th, 2020 @ 3:00 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:

Adjust Iron, Cold Plane, Construction Area Signs, Electrical, Emulsion supplier, Minor Concrete, Slurry Seal, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion control, Testing, Traffic Control Material Supplier, Traffic Control/Engineer, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at [https://www.roseville.ca.us/business/procurement\\_services/bids\\_rfps](https://www.roseville.ca.us/business/procurement_services/bids_rfps)

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

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

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



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

PMI requests proposals/quotes from all qualified and certified Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

### CONSTRUCTION OF TURNTABLE REPLACEMENT PROJECT CONCORD YARD (OCY) BART #54RR-350

**bids: 11/17/2020 @ 2pm**

The work consists but not limited to the following: SWPPP; Demolition; PCC & CIP Concrete; Rebar; Metal Fabrications; Metal Stairs & Metal Railings; Mechanical Vehicle Turntable; Electronic Circuits, Wires, Cables; Indoor Cabinets, Racks, Frames & Enclosures; Electrical Systems; Low-Voltage Wires & Cables; Circuit Breakers & Panelboards; Lighting; SCADA System, Computer & Communications Sub-Systems; Earthwork; Clearing & Grubbing; Excavation Support & Protection; Utilities; Ballasted Track

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

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

We are an Equal Opportunity Employer

**WESTERN WATER (WW)**, is seeking quotes from qualified subcontractors and suppliers, including DBE and/or San Francisco (Local) Small & Micro LBE certified firms, for the construction of:

**SEP Scope III Solicitation 5 - New Headworks Construction Process Pipe & Pipe Rack Steel Engineer's Estimate: \$40,000,000 - \$50,000,000**

**Bid Date & Time: October 22nd at 2:00 P.M.**  
Project Location: San Francisco, CA

Contracting opportunities for qualified subcontractors and suppliers on this project may include, but not be limited to, the following types of work: **General Engineering (A), Painting/Waterproofing (C-33), Pipeline (C-34), Plumbing (C-36), Structural Steel (C-51), Machinery and Pumps (D-21), & Metal Products (D-24).**

Information regarding bonding, insurance, lines of credit, and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms. Plans and specs are available to view at our office and access to digital copies will be provided upon request.

For more information or to provide quotes, please contact:

**Western Water,**  
707 Aviation Blvd, Santa Rosa, CA  
Ken Leef, Project Procurement Manager  
[bids@westernwater.com](mailto:bids@westernwater.com), Phone: (707) 540-9640, Fax: (707) 540-9641

Subcontractors will be required to comply with all subcontract insurance requirements, which include

providing a waiver of subrogation endorsement to their worker's compensation insurance.

The City has a surety bond program, which assists LBE contractors in obtaining bonding and financing for contracts awarded by the San Francisco Public Utilities Commission. For further information contact: Jennifer Elmore at (415) 217-6578.

The SFPUC has adopted a Project Labor Agreement (PLA) which will apply to this Project. All contractors must sign a letter of assent, binding the contractor to the terms of the PLA. Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid.

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





# California Sub-Bid Request Ads

## CAHILL CONTRACTORS LLC

requests bids from Certified SBE Subcontractors and Suppliers for the following  
**SELECT TRADES ONLY:**

Demolition & Earthwork / Shoring (Design Build) / Exterior Building Maintenance (Design Build) / Fire Sprinklers (Design Build) / Elevators (Design Assist) / Photovoltaic Systems (Design Build) / Tower Crane

**FRANCIS SCOTT KEY - EARLY TRADES**  
1351 42nd Avenue, San Francisco CA

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

**BID DATE: 10/19/20 @ 2 PM**

Voluntary Virtual Pre-Bid Meeting: 10/1/20 @ 10AM

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

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

Con-Quest Contractors, Inc.  
290 Toland Street • San Francisco, Ca 94124  
Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)  
Fax: 415-206-0528

REQUEST FOR QUALIFIED SBE/DVBE  
SUBCONTRACTORS & SUPPLIERS FOR:

**Department of Water Resources**  
**Preemptive Internal Joint Seal Installation**

**DWR Contract No. C51611**  
**DWR Specification No. 20-19**

**Bid Date: October 21, 2020**

**Quotes needed:** SWPPP, Dewatering, Material Testing/Inspection, Environment Monitoring, Trucking, Traffic Control Measures

**An Equal Opportunity Employer**

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00pm on October 19, 2020.**



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Julie Bradhurst at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Palo Alto, Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project in Palo Alto, CA.

Subcontractors and Suppliers for the following project:

**Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project**  
CIP: WQ-1400  
Owner: City of Palo Alto

**REVISED Bid Date: October 23, 2020 @ 3:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[www.mbda.gov](http://www.mbda.gov) ; [www.epa.gov](http://www.epa.gov) ;  
[www.sba.gov](http://www.sba.gov) ; [dot.ca.gov](http://dot.ca.gov)

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 • Asphalt Paving • Bird Control Devices • Cathodic Protection • Concrete Forms & Accessories • Concrete Pumping • Concrete Reinforcement • Concrete Supply • Concrete, Cast-in-Place • Concrete, Pre-cast • Coring • Crack Injection • Demolition • Disposal • Diving • Drilled Shafts • Earthwork • Electrical • Electrical Supply • Electrical Install • Electrical Testing • Fire Suppression • FRP • Instrumentation & Controls • Lighting • Metals • Minor Concrete • Openings • Paintings & Coatings • Piping & Valves • Potholing • Quality Control • Saw cutting • Scaffolding • Street Sweeping • Surveying • SWPPP • Temp Fencing • Thermal & Moisture Protection • Trucking & Hauling • Water Truck • Welding

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due October 16, 2020 and Quotes NO LATER THAN October 22, 2020 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 <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies  
American Iron and Steel requirements apply  
Davis-Bacon Wages apply

CA Lic. 433176  
DIR #: 1000001147

**An Equal Opportunity Employer**



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Krista Christensen at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Santa Cruz, Graham Hill Water Treatment Plant Concrete Tanks Replacement Project in Santa Cruz, CA.

Subcontractors and Suppliers for the following project:

**Graham Hill Water Treatment Plant Concrete Tanks Replacement Project CWO #2019-002**  
Owner: City of Santa Cruz

**REVISED Bid Date: October 22, 2020 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[www.mbda.gov](http://www.mbda.gov) ; [www.epa.gov](http://www.epa.gov) ;  
[www.sba.gov](http://www.sba.gov) ; [dot.ca.gov](http://dot.ca.gov)

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 • Asphalt Paving • Building • Building Insulation • Bypass Pumping • Concrete Crack Injection • Concrete Formwork • Concrete Pumping • Concrete Reinforcement • Concrete Supply • Concrete, Pre-cast • Demolition • Dewatering • Drywall • Electrical • Electrical Supply • Erosion Control • Fire Alarm • FRP • FRP Building • HVAC • Instrumentation • Joint Sealant • Lighting • Masonry • Mechanical Equipment • Metal Decking & Roofing • Miscellaneous Metals & Structural Steel • Openings • Paintings & Coatings • Piping & Valves • Potholing • Pre-Stressed Concrete Tanks • Quality Assurance/Quality Control • Segmental Retaining Walls • Signage • Soil Nail Wall • Soldier Pile Wall • Sweeper Truck • SWPPP • Thermal & Moisture Protection • Trucking & Hauling • Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due October 15, 2020 and Quotes NO LATER THAN October 21, 2020 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 <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State R evolving Fund (CASRF) applies  
American Iron and Steel requirements apply  
Davis-Bacon and California prevailing wage rates apply

CA Lic. 433176  
DIR #: 1000001147

**An Equal Opportunity Employer**



**CAHILL / NIBBI**  
JOINT VENTURE

**HUNTERS VIEW**  
425 California Street, Suite 2200, San Francisco, CA 94104  
P (415) 986-0600 F (415) 986-4406

**Project Name: Hunters View Phase 3 - Infrastructure**  
**Location: San Francisco, California**  
**Bid Date: November 6, 2020 @ 2:00pm**

Cahill-Nibbi Joint Venture has been selected as the General Contractor for the Hunters View Phase 3 - Infrastructure project in San Francisco. We are in receipt of the Submittal documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) for DIV 05 & 31-33. **The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 50% and 20% MBE/WBE goal.** For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division by email, [Selormey.Dzikunu@sfdpw.org](mailto:Selormey.Dzikunu@sfdpw.org). THIS IS A CAHILL-NIBBI PROJECT. Project is in Hunters View Neighborhood, San Francisco in the last of 3 phases. It includes mass excavation and grading and construction of new infrastructure with new underground utilities, Storm Water Management & Treatment unit, street improvements, Joint Trench & Street Lights.

Bids are due Friday, November 6, 2020 @ 2:00pm. To obtain bid documents please contact Kevin Young, Precon & Estimating Coordinator via email, [kevin@nibbi.com](mailto:kevin@nibbi.com).

For specific questions regarding this project, please email Paris Paraskeva, [ParisP@nibbi.com](mailto:ParisP@nibbi.com).

## Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621  
Phone (510) 777-5000 • Fax (510) 777-5099

**An Equal Opportunity Employer**

District Local Small Business (LSB) and M/WBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit District**  
**34.5kV Cable Replacement and Fiber Optic Cable Installation, R-Line, RCP to RRY**  
Contract No. 15EJ-182  
**BID DATE: November 3rd, 2020 @ 2PM**

Fax all quotes to 510-777-5099 or email to [northwest.estimating@shimmick.com](mailto:northwest.estimating@shimmick.com)

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:

**SUBCONTRACTORS:** Clear & Grub, Contaminated Soil, Demolition, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Grinding AC Concrete, Instrumentation, Landscape, Masonry, Paving, General Piles, Precast Structural, Rebar, Shoring, Signs, Stray Current, Stripes & Markers, Survey

**SUPPLIERS:** Aggregate, Fabric, Lumber, Misc. Metals, Sheet Pile, Precast Utility, Ready Mix, Steel Fabrication, Trench Shoring, Plastic Utility Pipe, Steel Utility Pipe

Contract Documents are available free of charge from the owner after registering on the BART portal located at [suppliers.bart.gov](http://suppliers.bart.gov). You may view the documents during business hours at our office located at 1 Harbor Center, Suite 200, Suisun City, CA 94585. We can also provide you with a link to download plans and specifications. To make an appointment for viewing or to receive the download link, please contact Jamie Miranda at [jmiranda@shimmick.com](mailto:jmiranda@shimmick.com).

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, or related assistance or services may contact our estimator Aron Oshio at [aoshio@shimmick.com](mailto:aoshio@shimmick.com).

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 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 Shimmick Construction at (707) 759-6858.

## NBC Construction & Engineering INC.

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

**PROJECT TITLE: Construct Kayak Ramp, Point Pinole Regional Shoreline**  
**BID NO. 137M-20-496**

**BID DATE & TIME: 11/5/2020 @ 2:00PM**

**PROJECT LOCATION: Point Pinole Regional Shoreline 5551 Giant Hwy., Richmond, CA 94806**  
**Owner: East Bay Regional Park District**

**NBC Construction & Engineering Inc.**  
850 South Van Ness Avenue • San Francisco, CA 94110  
Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at <https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm>. Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication. Bidder is responsible for all shipping and handling fees.

Documents and plans are available for viewing on the Park District Planroom's site, <https://www.ebparksplanroom.com/>. Or contact us.

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



# California Sub-Bid Request Ads



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Widen shoulders and replace bridge  
with box culvert  
Hwy 20 Lake County  
Caltrans #01-0G33U4**

**BID DATE: October 21, 2020 @ 2:00 PM**

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

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Radar Speed Feedback Sign System, Portable Changeable Message Signs, Temporary Thrie Beam Barrier, Alternative Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Sweeping, Temporary Fencing, Temporary Creek Diversion System, Treated Wood Waste, Contractor Supplied Biologist, Natural Resource Protection Plan, Clearing & Grubbing, Shoulder Backing, Rammed Aggregate Columns, Biaxial Geogrid, Cone Penetration Test, Hydroseed, Compost, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Temporary Shoring, Structural Concrete, Bar Reinforcing Steel, Geomembrane (Water Barrier), Engineered Streambed Material, Concrete, Rock Slope Protection, Misc. Iron & Steel, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Milepost Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control, Cable Railing, Alternative In-Line Terminal System, Striping, Rumble Strip, Maintain Existing Traffic Management System Elements, and Construction Materials.

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



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

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**West Texas Street Gateway Improvement  
District 04, Route 80  
Contract No. 04-4G3204  
04-SOL-80-17.2  
City of Fairfield**

**BID DATE: November 3, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type II Barricade, Temporary Marking and Striping, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temporary Fencing, Sweeping, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Imported Borrow, Highway Planting & Irrigation, Hydroseed, AC Dike, Tack Coat, Cold Plane AC, Jointed Plane Concrete Pavement, Structural Concrete, Minor Concrete, Reinforced Concrete Pipe, Junction Box, Adjust Utilities to Grade, Minor Concrete, Misc. Iron & Steel, Electrical, Survey Monument, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Striping & Marking, Signals/Lighting, and Construction Materials

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 pm on the date of the bid. Quotes from DVBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

## Success Stories

### Entrepreneur Obtains Venture Capital

**Superior Water Technologies, Inc.**  
2973 Harbor Blvd., Costa Mesa, CA 92626  
[www.superiorwatertechnologies.com](http://www.superiorwatertechnologies.com)

Superior Water Technologies Inc. has been designing and servicing water disinfection facilities and systems for municipal and private clients since 2003. After a dip in sales during the recession, the company got back on track and doubled its sales every year for three years since 2012.

#### Challenges

As a small business competing with global corporations for customers, Superior Water Technologies frequently struggled with cash flow. In 2014, company founder Mark Malmquist turned to two investors who had previously lent the company operating capital. "We were talking to them about borrowing more," Malmquist recalls. "They liked our business model, and suggested rather than just borrowing from them, they'd like to [invest venture capital] and become partners." To make a decision on how best to grow the company, Malmquist visited the Small Business Development Center hosted by the University of La Verne.

#### Best Advice

Business Advisor Malcolm Geffen, who had a pre-

vious consulting relationship with Malmquist and had guided Superior Water Technologies through the 2008 recession, helped Malmquist position the company to promote the opportunity to investors, review the investment proposal, and structure a \$200,000 investment that aligned with his long-term growth strategy.

#### Client Impact

Superior Water Technologies obtained \$200,000 in funding from its new shareholders, which the company is investing in strengthening its management team and growing its customer base. The company is on track to double revenues in 2015.

Although Superior Water Technologies operates now with six employees, it projects expanding to twenty employees over the next two years and over forty within the next five years.

National expansion is next, and Malmquist believes the business ultimately has global potential. "We'll pace growth so we do it intelligently—and Malcolm, of course, is participating on an ongoing basis to help us do it properly."

**SOURCE:** <https://smallbizla.org/stories/entrepreneur-obtains-venture-capital-with-help-from-the-sbdc/>



**Manson Construction Co.**  
1401 Marina Way South • Richmond CA 94804 • (510) 232-6319  
Email: [proposals@mansonconstruction.com](mailto:proposals@mansonconstruction.com)

**MANSON CONSTRUCTION CO. REQUESTS SUB-BIDS AND SUPPLIER QUOTES**

From qualified SF CMD LBE, California Unified Certification Program DBE, State of California SBE, and Caltrans DBE Certifications for:

**SFPD Marine Unit Dock Replacement  
Port of San Francisco**

**PRIME CONTRACTOR BID DUE DATE: OCT 27 10:30 AM PDT**

Manson Construction Co. intends to seriously negotiate with qualified SBE/DBE/LBE firms for project participation in all applicable disciplines. To maximize participation, Mason will work with individual firms to divide scopes of work to best fit the capabilities of each firm. We will assist interested firms with questions regarding insurance, bonding, equipment, supplies, etc. Please direct inquiries to: [proposals@mansonconstruction.com](mailto:proposals@mansonconstruction.com).

#### POTENTIAL SUBCONTRACTOR & SUPPLIER SCOPES:

Furnish Pre-cast Concrete piling; Furnish Pre-cast Concrete Floats; Furnish Fabricated Steel; Furnish and Install Security Fence; Furnish and Install Mechanical/Plumbing Utilities; Furnish & Install Electrical Systems and Equipment; Trucking; Surveying.

#### PROJECT DESCRIPTION:

The scope of work includes the procurement and installation of 10 concrete piles, procurement and installation of a new floating dock system and all appurtenances, including a security gate, utilities, and the salvage and reuse of existing SFPD jet docks on the Hyde Street Pier.

**SUB-BIDS AND SUPPLIER QUOTES ARE DUE NO LATER THAN OCT 23, 2020 AT 5:00 P.M.**

Contract documents and bid instructions are available online at the Port of San Francisco website: <https://sfport.com/opportunity/contract-no-2831-new-sf-police-dock-advertised-9252020>

Performance & Payment Bonds are required. Bonding, Insurance, Project Scope, and Equipment assistance available. Manson Construction Co. is an Equal Opportunity Employer



# Business Toolkit

## How Purchase Orders Can Help Improve Financial Control in Construction

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

By Ed Williams,

When it comes to construction, it is extremely important to have control over finances. Though it is one of those industries that have shown significant growth during the last two decades, construction firms are expected to face maximum loss on profit margin due to improper project control.

This mismanagement can make contractors jeopardize revenue and cash flow declining the scope of opportunities. However, the introduction of construction accounting and project management software solutions have made it easier for contractors to manage subcontracts and related purchase orders. Not only this, these construction specific technology solutions can help streamline project progress with improved decision making.

However, another good way that expert contractors practice to keep their finances in control is the use of purchase orders. Though it is a conventional concept, it can help manage resources and material very well.

Purchase orders are designed to specify and track all the material purchases without losing sight of the costs committed by the vendors. Also, purchase orders can help with:

1. Flexibility with material orders to avoid delays due to stock unavailability
2. Ensure the delivery of ordered goods
3. Resist overpayments or double-payment of invoices
4. Retain Subcontracts.

Even though purchase orders offer so many unique benefits to the projects, most contractors

avoid the practice due to its laborious nature. For this reason, the contractors or construction firms who understand the benefit of working with purchase orders prefer to use construction accounting and project management software that can offer such capabilities. Consequently, with the ability to track and manage material and regulate subcontract expenses, the use of advanced accounting tools that can support purchase orders is becoming more popular.

### Why Contractors Use Purchase Orders

When it comes to purchase orders, it allows the project managers to track the entire costs of a project. Purchase orders are sales conditions as they specify the details related to the delivery, payment terms, etc. Besides this, there are numerous good reasons why purchase orders have started to become a compulsion over time:

- Purchase orders help to track the billings, transactions, and other monetary aspects of the subcontract.
- It allows a user to see existing costs as well as forthcoming expenses that need to be billed as per the committed costs throughout the project lifecycle.
- Purchase orders let you track the quantity aspect of the purchase agreement
- Purchase orders let you ensure material supply before the beginning of project activity to ensure stock availability in inventory the whole time.

### Tracking Committed Costs with Purchase Orders

Purchase orders are meant to track billings for the material purchased by the contractor as per the committed prices. Also, it is an essential part of subcontract management that enables control over billings and retainage with subcontractors.

However, a construction accounting software which does not support purchase orders increases the chances of loss. It increases the risk of considering a job as a profitable move while bringing control to overpayments or loss of entire cash flow.

When it comes to modern-day accounting tools and technology, it allows contractors to take command over project-related purchases. They are designed to ensure that all the billings and payments are cross verified as it links the orders, billings, and invoices.

Besides this, the initial process of creating purchase orders becomes easy with a construction accounting software as they allow custom purchase order templates, default entry options, and ease to search or sort data by job, payment status, or vendor.

Also, the use of advanced construction accounting and project management software not only improves the effectiveness of the purchase orders but also adds to job cost reporting. The contemporary accounting solution even allows users to experience integrated purchase order and subcontract management.

Further, it can help project managers to create job cost reports that have detailed entries related to change orders, invoices, paid to date status, and outstanding committed costs. The users can simply assign the job codes to each activity of the project to keep track of labor payments and prevent any overpayments.

### Managing Material and Supply Quantities

The inability of the contractors and project owners to keep a record of material and supply, it may lead to increased expenses and even a shortage of cash. Purchase orders could help keep the material supply in control as it brings the insights to existing inventory and future purchases.

The best part of using a construction accounting software to manage purchase orders is the big save on time and assumptions related to order and supplies. The advanced accounting solutions allow purchase orders to connect with the packing list giving the contractor a complete walk-around of the inventory for the available units of every item mentioned in the list. Also, the system allows the users to identify any items or their prices which is exceeding the required quantity or committed cost.

### The Crux

When it comes to construction project management, contractors always keep their goals to business productivity and revenue. However, dealing with multiple projects and numerous activities at the same time creates the chances of error with the supplies and payment control.

Since managing purchase orders and budget control could turn out to be the most time-consuming tasks with construction projects. For this reason, using a construction accounting and project management software can help streamline the workflow with essential control on costs and material.

All in all, implementing purchase orders and integrating it with the existing accounting technology could help translate the revenue goals. When purchase orders keep a check on committed costs and supplies, the accounting system can help verify the purchase with invoices for optimized cash flow.

Good Luck!

### SOURCE:

<https://www.constructconnect.com/blog/how-purchase-orders-can-help-improve-financial-control-in-construction>

## Differentiate Your Construction Company to Make More Money

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

By George Hedley,

The construction economy is difficult to navigate for every contractor. Contractors who relied almost exclusively on their reputation and being low bidder to win contracts are hurting the most. These contractors are now really scrambling because they never needed or had a solid business development plan or program in place during the boom times.

They generally started their companies as good field technicians versus experienced solid business people focused on sales as a business growth tool. They offered quality workman-

ship and lower prices than their larger competitors. They kept busy winning enough work against a few other bidders, but they weren't doing any real marketing or offering any differentiating factors in their sales efforts.

Would you think about opening a donut shop without \$200,000 to \$300,000 in the bank? No. And would you open a donut shop without an advertising and marketing plan to attract new customers? No. So why would you think you can run your contracting business without money for marketing or a systemized approach to your sales effort? Especially now with less work and more competition.

### Be different to grow

I coach and work with many contractors trying to improve their companies. When I first meet or talk to them, I do a detailed 'Business Effectiveness Evaluation' of their practices, management systems, people, financials, marketing program, projects, and field operations. After we fix their obvious and urgent problems, we get down to what really matters today: generating more and new profitable sales revenue via differentiation.

What do you do that's different than your competitors? Just doing a really good job isn't enough anymore.

Most competitors do a really good job, or good enough, to get awarded the next job if their price is low enough. So you've got to give your customers real reasons to hire your company. Not the same old answers: quality, service, schedule and technical skills.

These are the same answers your competitors give, and they don't set them apart either! If you can't give them five or six really good reasons, that aren't the exact same thing your competitors are going to say, you've lost and your only differentiating factor is price.

# Military veterans in construction: the perfect fit

## Continued from page 2

On a jobsite, bathroom facilities are typically “porta-potties”; you usually have dusty or muddy boots, depending on the current weather conditions; and you are always a stone’s throw away from a curse word used as a term of endearment or for encouragement. Subconsciously, I was in familiar territory. When I was in the field in the Marine Corps, we always had to coordinate with others to help set up and provide assets to support our mission. The Navy’s Seabees built porta-potties out of wood, which were open to the environment, and we always had dirty boots and used the same kind of language I now hear on a jobsite.

In both environments, there are leaders walking around who are not afraid to express their opinions. In the Marine Corps, it was usually a gunnery sergeant or first sergeant who would make sure your hands weren’t in your pockets, your

blouse was buttoned up and your cover (hat) was on properly. They were always on you about something. Similarly, on a construction site, there’s always someone walking around doing the same. These are the safety managers. Do you see the similarities?

When Troop Industrial successfully completed its work on that megaproject I mentioned earlier, we went on to another in Louisiana. When I got to see the same people on this job as I’d seen on the previous one, it was like a family reunion. It was genuinely great to see the same people from the previous job. It was at this point I understood the psychology behind my attraction to the construction industry and why veterans are a perfect fit.

If you’re searching for someone who’s used to unpredictable jobsite conditions, carries a strong work ethic and sense of discipline, and knows how to work well with others, look for a veteran from the U.S. Armed Forces.



Thank you to my construction family for always welcoming me. It’s been a great ride, and I’m excited to see what the future has in store for the industry and Troop Industrial. Semper Fi!

For more information, contact Brian Swindel at [projexx@troopindustrial.com](mailto:projexx@troopindustrial.com) or (713) 475-6100.

**SOURCE:** <https://www.bicmagazine.com/resources/bic-alliance-members/military-veterans-in-construction-the-perfect-fit/>

# Differentiate Your Construction Company to Make More Money

## Continued from page 7

### Get out of your comfort zone

Contractors need to get out of their comfort zone and offer more. You have to take on more trades and more risk. If you’re a metal building contractor, you must also offer to do the demolition, earthwork, complete site-work, full-service construction, guarantee the completion date, provide annual maintenance and property management, and provide financing.

You’ve got to offer more turnkey and ongoing value-added services to make your company more attractive to customers and prospects.

Before the construction slowdown, you could make it by specializing in a small scope of services and products. Now you have triple the number of competitors bidding against you on every opportunity, some from thousands of miles away or more. You’re old marketing system to wait for the phone to ring, pick up plans and turn in bids with lots of exclusions won’t work.

If you try to compete like you did in the past, you’re going to be one of two things: busy and broke or not busy and out of business.

Other ways to set your company apart and offer more is to find service accounts at large national corporations or manufacturing companies who need ongoing service. Go to the headquarters of a big chain, like Starbucks, and talk about servicing all their stores. Or joint venture with a minority or disabled veteran and get on government set-aside programs with the Small Business Administration, or the military base nearby, or the Department of Transportation in your area.

These types of work have difficult barriers to entry and, therefore, less competition. Contractors never had to do that before. Unless you’re willing to step up and do more, you’re going to go backwards. You’ve got to change your business strategy. What used to work doesn’t work today, unless you want to go out of business.

### Make marketing mandatory

Traditionally, contractors would wait for a developer or general contractor to call and say “come on in to pick up a set of plans and give us a bid.” That was their marketing program. After they’d submitted the bid, their one sales effort was to call and ask, “How does my bid look?”

That was it. No continuous sales or marketing effort was needed to win contracts. That doesn’t work now. Most contractors don’t have a dedicated full-time professional accountable for generating profitable revenue and looking for new opportunities, customers, services and projects. Is your estimator accountable for revenue or just bidding what comes across from the traditional job sources, referrals or your yellow page ad?

When no one is in charge of generating and creating new and different revenue streams and customers, all you get is the same old easy jobs to bid with too many competitors. Hire a

professional who will focus 24-7 on growing your business, or put yourself 100% in charge 100% of your time. Invest enough money (and time) to develop glossy sales brochures, printed postcards with photographs of past projects, videos of successful jobs and customer testimonials, a powerful interactive website that expresses your value-added services, a targeted list of potential customers, and draft a working marketing business development plan.

Don’t continue to look for work to keep you busy until the economy turns around. All that dead strategy will do is keep you busy and broke. Get uncomfortable and stop doing what you’ve always done.

### SOURCE:

[www.forconstructionpros.com/profit-matters/article/21119939/differentiate-your-construction-company-to-make-more-money](http://www.forconstructionpros.com/profit-matters/article/21119939/differentiate-your-construction-company-to-make-more-money)

# How Legit Are Online Business Loans?

## Continued from page 3

its mailing list. But legitimate business lenders will never email you personally with a loan offer, especially with specific terms.

The same goes for loan offers on websites like Reddit, Craigslist, or Facebook. If you see one of these, just keep scrolling.

### 4. They’re a cash advance lender

Scammers try to capitalize on your emotions to snare you, and desperation is their favorite one. If you need cash fast, cash advance lenders can get you what you need. And while they’re technically not a scam, they are predatory in nature, charging exorbitant interest rates and fees.

Keep in mind that many reputable online business lenders offer merchant cash advances, which are a good option if you have bad credit or you have seasonal cash flow problems. But check the terms of the loan before you sign.

### 5. They guarantee approval

Even if you have stellar personal credit and your business is in great shape, lenders are still taking on risk when lending you money.

And because some business owners have terrible personal credit and no track record of success in their business, it’s hard to believe that any legitimate online business lender would offer guaranteed-approval loans.

### 6. The terms are too good to be true

If you’re a brand-new business owner or have problems with your credit, it’ll be tough to get an online business loan with a low interest rate, if at all. So if you get an offer with unbelievably favorable terms, chances are that the person who shared the offer is up to no good.

### 7. They’re aggressive

Reputable online business lenders want business, but they’re not desperate for it. If the person you’re working with gets pushy because you’re taking your time with your research, it’s safe to say that you’d be better off looking elsewhere.

### The bottom line

Online business loans are a legitimate way to get financing for your business, but they’re generally best for business owners who can’t qualify for a bank loan or need capital fast.

As you shop around, though, keep an eye out for scams that could pose a threat to your and your business’ financial stability. With the red flags discussed above, you have a good start. But even if you don’t see any red flags on the surface, still listen to your gut. If it’s telling you something isn’t right, it’s probably right.

### SOURCE:

[www.nav.com/blog/how-legit-are-online-business-loans-32765/](http://www.nav.com/blog/how-legit-are-online-business-loans-32765/)

# Public Legal Notices

## NOTICE OF PETITION TO ADMINISTER ESTATE OF MARY ANNE THOMPSON HINKLE CASE NO. PES-20-303856

To all heirs, beneficiaries, creditors, contingent creditors, and persons who may otherwise be interested in the will or estate, or both, of: **Mary Anne Thompson Hinkle**

A PETITION FOR PROBATE has been filed by **Robert J. Thompson** in the Superior Court of California, County of San Francisco.

THE PETITION FOR PROBATE requests that **Robert J. Thompson** be appointed as personal representative to administer the estate of the decedent.

THE PETITION requests the decedent's will and codicils, if any, be admitted to probate. The will and any codicils are available for examination in the file kept by the court.

THE PETITION requests authority to administer the estate under the Independent Administration of Estates Act. (This authority will allow the personal representative to take many actions without obtaining court approval. Before taking certain very important actions, however, the personal representative will be required to give notice to interested persons unless they have waived notice or consented to the proposed action.) The independent administration authority will be granted unless an interested person files an objection to the petition and shows good cause why the court should not grant the authority

A HEARING on the petition will be held on **October 21, 2020 at 9:00 a.m. in Dept. 204, Room 204** located at +400 McAllister Street, San Francisco, CA 94102, Probate Department

IF YOU OBJECT to the granting of the petition, you should appear at the hearing and state your objections or file written objections with the court before the hearing. Your appearance may be in person or by your attorney.

IF YOU ARE A CREDITOR or a contingent creditor of the decedent, you must file your claim with the court and mail a copy to the personal representative appointed by the court within the later of either (1) four months from the date of first issuance of letters to a general personal representative, as defined in section 58(b) of the California Probate Code, or (2) 60 days from the date of mailing or personal delivery to you of a notice under section 9052 of the California Probate Code. Other California statutes and legal authority may affect your rights as a creditor. You may want to consult with an attorney knowledgeable in California law.

YOU MAY EXAMINE the file kept by the court. If you are a person interested in the estate, you may file with the court a Request for Special Notice (form DE-154) of the filing of an inventory and appraisal of estate assets or of any petition or account as provided in Probate Code section 1250. A Request for Special Notice form is available from the court clerk.

Attorney for Petitioner:  
**Jim Filippi, Esq.**  
5701 Lonetree Blvd., Suite 224, Rocklin, CA 95765  
Phone: (916) 333-7910

Run Date: 10/01/20 + 10/08/20 + 10/15/20



### SAN FRANCISCO HOUSING AUTHORITY

#### HOUSING AUTHORITY OF THE CITY AND COUNTY OF SAN FRANCISCO NOTICE OF INVITATION FOR BIDS IFB No. 20-050-IFB-0004 Office Building Roof Replacement

AGENCY CONTACT PERSON  
Cindy Gamez, Procurement Analyst  
Telephone: (415)715-3232  
E-mail: [RFPprocurement@sfha.org](mailto:RFPprocurement@sfha.org)  
TDD/TTY: (415)467-6754

#### HOW TO OBTAIN THE IFB DOCUMENTS ON THE EPROCUREMENT MARKETPLACE

1. Access [ha.internationaleprocurement.com](http://ha.internationaleprocurement.com) (no "www").
2. Click on the "Login" button in the upper left side.
3. Follow the listed directions.
4. If you have any problems in accessing or registering on the Marketplace, please call customer support at (866)526-9266.

#### PRE-BID CONFERENCE

Thursday, October 22, 2020, 9:30 AM PT  
Via Teleconference Only: Dial (628)204-4317  
Conference ID: 964 125 059#  
Walk-through: By appt only on 10/22/2020.  
Contact [RFPprocurement@sfha.org](mailto:RFPprocurement@sfha.org)  
to schedule a visit.

#### DEADLINE TO SUBMIT QUESTIONS

Friday, October 23, 2020 3:00 PM PT  
Submit questions to: [RFPprocurement@sfha.org](mailto:RFPprocurement@sfha.org)

#### BID SUBMITTAL RETURN

Attn: Cindy Gamez,  
Procurement Analyst, Finance  
1815 Egbert Ave, 3rd floor,  
San Francisco, CA 94124  
Cost proposals should only be submitted to the  
e-procurement website.

#### BID SUBMITTAL DEADLINE

Friday, October 30, 2020, 3:00 PM PT

[Section 3, Minority- and/or women-owned  
businesses are encouraged to respond]

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



## Why Construction Holds the Key to Digital Infrastructure's Future

Continued from page 1

tal infrastructure. As Wendy Torell, a senior research analyst at Schneider Electric points out, a pre-integrated approach "ensures that every system is pre-tested prior to delivery for operational reliability and is compliant with the highest security standards."

Another benefit? Modular and prefabricated elements pave the way for more flexibility. They make it easier to adjust a data center's infrastructure as IT needs change.

#### Focus on Sustainability

Data centers consume huge amounts of energy, and this can take its toll on the environment. Forward-thinking companies recognize this, and many — including Google, Facebook, Amazon Web Services, and Microsoft — are now taking steps to be more environment-friendly with their data centers.

When taking on these projects, construction companies need to keep sustainability in mind. This isn't only in best practice; it's increasingly becoming a must. Currently, 29 states have a renewable portfolio standard (RPS), which mandates that a specific percentage of the electricity that utilities sell must come from renewable resources

Going green with data centers starts with sustainable design. Opt for materials and equipment that are energy-efficient, and see to it that some or most of the data center's components are powered by renewable energy.

Reduce hot spots by ensuring that raised floor tiles are positioned well and by designing a facility with good airflow. Also, strive to minimize energy waste. For instance, the facility's lighting could be linked to motion sensors so they don't switch on when they're not in use.

#### Gain Control of Assets and Equipment

When it comes to large, complex projects like constructing data centers, it's all too easy to lose track of assets like equipment, system components, and building materials. Prevent that by using a solution that simplifies how stakeholders track and manage these construction assets.

Use a platform that makes all the necessary information readily available to operations teams. Facility teams should be able to easily retrieve asset information such as PDFs, 3D models, training videos, and more.

Aside from improving collaboration and overall project quality, having a solid handle on your assets, data, and equipment streamlines the commissioning and handover phase of the project. When information and assets are stored in a centralized platform, you can quickly put together asset and equipment information (e.g., serial numbers, warranty dates, etc.) for the owner while installing and starting the equipment.

#### Construction Will Play a Major Role in Building the Digital Infrastructure of the Future. Are You Prepared?

The demand for digital won't be slowing down anytime soon, which means the need for more data centers is inevitable. Construction professionals who want to capitalize on this opportunity have to be prepared. Arm yourself with the digital infrastructure knowledge and tools you need to see your projects to success.

To learn more about digital infrastructure, check out Infrastructure Masons, an association of technical professionals responsible for building and operating the foundation of the digital age.

SOURCE: <https://constructionblog.autodesk.com/digital-infrastructure-construction/>

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391557

Fictitious Business Name(s):  
**1. 20th Avenue Suite**  
**2. EAMD**  
**3. Elizabeth Alan Mark Design**  
 Address  
**45 20th Avenue San Francisco, CA 94121**  
 Full Name of Registrant #1  
**Elizabeth Wurzweiler**  
 Address of Registrant #1  
**45 20th 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 **10/25/2017**

Signed: **Elizabeth Wurzweiler**

This statement was filed with the County Clerk of San Francisco County on **09-15-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-15-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391651

Fictitious Business Name(s):  
**BrewVino SF**  
 Address  
**2706 24th Street, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Brew VIno, LLC. (CA)**  
 Address of Registrant #1  
**1860 Turk Street, Apt #3, San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**  
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Carly Buck**

This statement was filed with the County Clerk of San Francisco County on **10-01-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**10-01-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391603

Fictitious Business Name(s):  
**Cookies by Katrice**  
 Address  
**103 Horne Avenue, San Francisco, CA 94124**  
 Full Name of Registrant #1  
**Katrice Deanne Riley**  
 Address of Registrant #1  
**1048 Union Street, Apt #21, San Francisco, CA 94133**

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: **Katrice Riley**

This statement was filed with the County Clerk of San Francisco County on **09-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-24-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391595

Fictitious Business Name(s):  
**Dagwood & Scoops**  
 Address  
**2736 24th Street, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Steve Samir Dabai**  
 Address of Registrant #1  
**102 Village Ln, Daly City, CA 94015**

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: **Steve Samir Dabai**

This statement was filed with the County Clerk of San Francisco County on **09-23-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**09-23-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391546

Fictitious Business Name(s):  
**Filiflavors**  
 Address  
**6025 Mission Street #143, Daly City, CA 94014**  
 Full Name of Registrant #1  
**Bianca Trinidad**  
 Address of Registrant #1  
**6025 Mission Street #143, Daly City, CA 94014**

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

Signed: **Bianca Trinidad**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391607

Fictitious Business Name(s):  
**Hyman IP Law**  
 Address  
**1241 Green Street, San Francisco, CA 94109**  
 Full Name of Registrant #1  
**Laurence J. Hyman**  
 Address of Registrant #1  
**1241 Green Street, 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 **02/03/2010**

Signed: **Laurence J. Hyman**

This statement was filed with the County Clerk of San Francisco County on **09-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-24-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391581

Fictitious Business Name(s):  
**Law Offices of Fellom & Solorio**  
 Address  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
 Full Name of Registrant #1  
**Paula J. Solorio**  
 Address of Registrant #1  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
 Full Name of Registrant #2  
**Pablo A. Lastra**  
 Address of Registrant #2  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
 Full Name of Registrant #3  
**Emma F. Gallardo**  
 Address of Registrant #3  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**

This business is conducted by **A General Partnership**  
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/01/2020**

Signed: **Paula J. Solorio, Managing Partner**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-17-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391642

Fictitious Business Name(s):  
**Lil Willy's Auto Service**  
 Address  
**1751 Carroll Avenue, #210, San Francisco, CA 94124**  
 Full Name of Registrant #1  
**William Dow**  
 Address of Registrant #1  
**1751 Carroll Avenue, #210, San Francisco, CA 94124**

This business is conducted by **An Individual**  
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-02-2020**

Signed: **William Dow**

This statement was filed with the County Clerk of San Francisco County on **10-01-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**10-01-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391661

Fictitious Business Name(s):  
**North Beach Laundry**  
 Address  
**801 Filbert Street, San Francisco, CA 94133**  
 Full Name of Registrant #1  
**Weis & Co, LLC (CA)**  
 Address of Registrant #1  
**42 Russell Street, San Francisco, CA 94109**

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: **Jarret Weis**

This statement was filed with the County Clerk of San Francisco County on **10-02-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**10-02-2020**

10/08/20 + 10/15/20 + 10/22/20 + 11/05/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391548

Fictitious Business Name(s):  
**Smash Life**  
 Address  
**2143 Taylor Street, San Francisco, CA 94133**  
 Full Name of Registrant #1  
**Smash Life LLC (CA)**  
 Address of Registrant #1  
**2143 Taylor Street, San Francisco, CA 94133**

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: **Justin Lam**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391613

Fictitious Business Name(s):  
**Soo Hoo Notary**  
 Address  
**1431 25th Avenue, San Francisco, CA 94122**  
 Full Name of Registrant #1  
**Linda Soo Hoo**  
 Address of Registrant #1  
**1431 25th Avenue, San Francisco, CA 94122**

This business is conducted by **An Individual**  
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-02-2020**

Signed: **Linda Soo Hoo**

This statement was filed with the County Clerk of San Francisco County on **09-28-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-28-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391617

Fictitious Business Name(s):  
**Studio Ganz**  
 Address  
**2245 9th Avenue, San Francisco, CA 94116**  
 Full Name of Registrant #1  
**Studio Ganz LLC (CA)**  
 Address of Registrant #1  
**2245 9th Avenue, San Francisco, CA 94116**

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 **08-01-2020**

Signed: **Aaron Ganz**

This statement was filed with the County Clerk of San Francisco County on **09-28-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-28-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

# Fictitious Business Name Statements

## CHANGE OF NAME

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. 2020-0391700**

Fictitious Business Name(s):  
**Trotzi Records**  
Address  
**32 Rebecca Lane, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Michael James Aguayo**  
Address of Registrant #1  
**32 Rebecca Lane, San Francisco, CA 94124**

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: **Michael James Aguayo**

This statement was filed with the County Clerk of San Francisco County on **10-06-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**10-06-2020**

10/15/20 + 10/22/20 + 10/29/20 + 11/05/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. 2020-0391543**

Fictitious Business Name(s):  
**Bodega SF**  
Address  
**4039 18th Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Matthew Ho**  
Address of Registrant #1  
**150 Escolta Way, San Francisco, CA 94116**

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

Signed: **Matthew Ho**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. 2020-0391520**

Fictitious Business Name(s):  
**Nova BTM**  
Address  
**308 Coleridge Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Nova Machines, Inc. (DE)**  
Address of Registrant #1  
**308 Coleridge Street, San Francisco, CA 94110**

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

Signed: **Linus Chou**

This statement was filed with the County Clerk of San Francisco County on **09-08-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-08-2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. 2020-0391500**

Fictitious Business Name(s):  
**2Sista Products**  
Address  
**198 Avocet Way, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Susan Liang**  
Address of Registrant #1  
**198 Avocet Way, San Francisco, CA 94124**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-19-2020**

Signed: **Susan Liang**

This statement was filed with the County Clerk of San Francisco County on **09-02-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-02-2020**

09/10/20 + 09/17/20 + 09/24/20 + 10/01/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0391440-00**

Fictitious Business Name(s):  
**Henry G Cruz Insurance Agency**  
Address  
**1610 Post Street Suite 21, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Henry De Guzman Cruz**  
Address of Registrant #1  
**712 Haven Avenue, South San Francisco, CA 94080**

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: **Henry Cruz**

This statement was filed with the County Clerk of San Francisco County on **08-26-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**08-26-2020**

09/10/20 + 09/17/20 + 09/24/20 + 10/01/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0391333-00**

Fictitious Business Name(s):  
**The RJ League**  
Address  
**4104 24th Street #403, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Victor Small Jr.**  
Address of Registrant #1  
**4104 24th Street #403, San Francisco, CA 94114**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-03-2020**

Signed: **Victor Small Jr.**

This statement was filed with the County Clerk of San Francisco County on **08-17-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**08-17-2020**

09/10/20 + 09/17/20 + 09/24/20 + 10/01/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. 2020-0391694**

Fictitious Business Name(s):  
**RXSERVATION**  
Address  
**1934 Divisadero Street, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Joseph Curran**  
Address of Registrant #1  
**1934 Divisadero Street, San Francisco, CA 94115**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **June 19, 2020**

Signed: **Joseph Curran**

This statement was filed with the County Clerk of San Francisco County on **10-06-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**10-06-2020**

10/15/20 + 10/22/20 + 10/29/20 + 11/05/20

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

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

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/07/2020**

Signed: **Heather Udomrat**

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

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**08-18-2020**

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

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

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

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/31/2020**

Signed: **Andy Bydalek**

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

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**08-18-2020**

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

**ORDER TO SHOW CAUSE FOR CHANGE OF NAME**  
**CASE NO. CNC 20-555918**

PETITIONER OR ATTORNEY

**Janice Obaro**  
**132 Brewster Street**  
**San Francisco, CA 94110**

TO ALL INTERESTED PERSONS:  
**Janice Obaro and Bambo Obaro**  
for a decree changing names as follows:

**Aiden Stiles Obaro**  
changed to  
**Aiden Quest Obaro**

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING  
Date: **November 17, 2020** Time: **9:00 AM**  
Dept: **103N** Room: **103N**

3. A copy of this Order to Show Cause shall be published in Small Business Exchange, at least once each week for four successive weeks prior to the date set for hearing on the petition in the Small Business Exchange newspaper of general circulation, printed in this county.

**SUPERIOR COURT OF CALIFORNIA,**  
**COUNTY OF SAN FRANCISCO**  
**400 MCALLISTER STREET**  
**SAN FRANCISCO, CA 94102-4515**

**NEYL WEBB** Clerk  
DATED - **September 30, 2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## Small businesses in California need financial relief now

Continued from page 1

check Protection Program loans were beneficial for the small businesses that actually received them. The study found that hiring and rehiring rates between April and June were nearly twice as high for those that received PPP compared to companies that did not.

But while the Paycheck Protection Program was a lifeline to some businesses, millions were left out, particularly very small businesses, minority- and women-owned businesses. Less than 2% of PPP loans went to Black-owned businesses, 8% to Asian-owned businesses, 7% to Latinx-owned businesses, and 16% went to women-owned businesses. Among Black-owned and Latinx-owned businesses, only 12% reported receiving the funds they requested. The Paycheck Protection Program was especially challenging for sole proprietors, and more than 88% of minority-owned businesses fall in that category. In California, 82% of small businesses have no employees and were thus unlikely to be able to use the Paycheck Protection Program.

Visit the link below for the full article:

<https://calmatters.org/commentary/my-turn/2020/10/small-businesses-in-california-need-financial-relief-now/>

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