BUSIN SS EXCHANGE



Vol 41, Edition 32 Weekly Publication October 30, 2025

California invests nearly \$5 billion for local projects to improve roadways, new alternative transport options

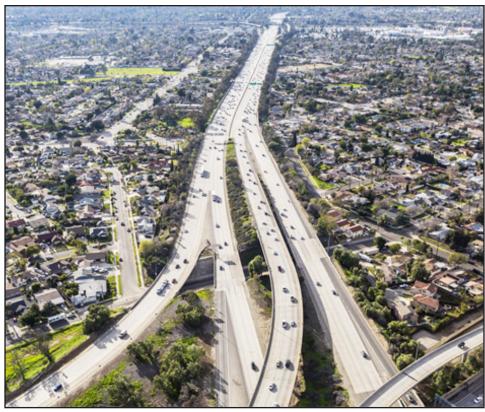


Image credit by https://californiapolicycenter.org

[Article originally appeared in https://greenlining.org]

Continuing to improve regional roadways and enhance public transportation overall, today Governor Gavin Newsom announced nearly \$5 billion to improve safety and mobility on local streets and state highways, as well as fund new alternative transportation options and zero emissions projects.

More than half of today's allocation will provide 600 local governments and regional transportation agencies with their annual funding to fix roads, bridges and other transportation needs statewide.

California is investing in itself — in our communities, our people, and the places we drive, walk, and ride every day. We're making our roads safer, our commutes smoother, and our transportation system cleaner and more connected.

- Governor Gavin Newsom

Among the projects approved is \$700 million for repairs and critical upgrades needed for the Vincent Thomas Bridge, a 60-year-old span in the Port of Los Angeles that will soon undergo a major deck refurbishment. Another \$140 million will fund truck climbing lanes among other im-

provements to Interstate 80 in the Sierra foothills between Applegate and Emigrant Gap, a major west coast freight thoroughfare.

"This nearly \$5 billion investment highlights California's strong commitment to creating a modern, resilient transportation system that enhances local streets and strengthens connections between neighborhoods, job centers and schools," said California Transportation Secretary Toks Omishakin. "Thanks to Governor Newsom's leadership, Caltrans' work and the Commission, we are building a safer, more connected and future-ready transportation network that serves all Californians."

Pedestrian facilities also received support from the allocations, including an award of \$97 million to replace a pedestrian bridge that connects neighborhoods south of the City College of San Francisco campus and other improvements to Interstate 280 between San Francisco and San Mateo counties. And \$6.3 million will be spent on new sidewalks, bike lanes and traffic controls in the cities of Santa Barbara and Santa Rosa and in Santa Clara County.

"Our local partners are steadfast contributors and valued partners in keeping California's vast

Continued on page 8

Shine LA Continues to Inspire Civic Participation By Bring Angelenos Together In Service

[Article originally appeared in https://mayor.lacity.gov]

Mayor Bass joined volunteers across Los Angeles for Shine LA, continuing the momentum to inspire civic participation and service within communities across the city. Volunteers gathered at service sites in the Fashion District, Boyle Heights, Rampart Village, Fairfax, South LA, and Bundy Triangle.

"Shine LA shows the world that Angelenos stand united and are proud of their city," said Mayor Karen Bass. "By rolling up our sleeves we are getting communities activated and excited for what the future holds. With the world

coming to Los Angeles in a few short months, I encourage Angelenos to join our movement at mayor.lacity.gov/shinela."

"By preparing together, we build a sturdy bridge between vision and action," said Council President Marqueece Harris-Dawson. "And shared goals become lasting impact within our neighbors and in the city."

"Keeping our neighborhoods clean and safe takes all of us — residents, community stake-holders, and local leaders — working together with shared purpose," said Councilmember Eunisses Hernandez. "I'm grateful to Mayor Bass and our partners in Rampart Village for

helping build a city that reflects the pride and dignity of the people who call it home. When we invest in our neighborhoods and empower residents to lead, we create change that lasts."

"Thank you to Mayor Bass and all the incredible volunteers who came out to Shine LA in West Los Angeles today," said Councilmember Traci Park. "With global events on the horizon, it's inspiring to see Angelenos taking such pride in their communities. Together — LA truly shines."

"Today's Shine LA cleanups show what's possible when neighbors come together to take care of the places we all call home," said Councilmember Hugo Soto-Martinez. "Thank you to Mayor Bass for spearheading this effort to keep our neighborhoods clean, safe, and full of pride."

Mayor Bass kick-off Shine LA in the Fashion District where volunteers participated in beautification efforts and loose-litter pickup. With LA's Fashion District playing a critical role in LA's economy and the overall culture of Downtown, Mayor Bass has announced new investments to support the ongoing revitalization of the Downtown LA area.

Joining members of her executive team and Assemblymember Mark Gonzalez at the Weingart

YMCA, Mayor Bass helped pack care packages for families impacted by the recent reckless immigration raids. In face of these unprecedented attacks against Angelenos, Mayor Bass is proud that LA is a city of immigrants and has continued to fight for the rights of all who call Los Angeles home.

Working alongside faith leaders and local congregations in South LA, Mayor Bass participated in beautification efforts, bulky item pick-up and a resource fair for residents. By bringing together multiple congregations, Shine LA helped foster new partnerships that will continue civic engagement along the Figueroa Corridor.

Since launching in April, Shine LA has brought thousands of Angelenos together at more than 40 service sites across Los Angeles, demonstrating what's possible when neighbors work together.

Mayor Bass will continue to host community gatherings like Shine LA to bring Angelenos together ahead of the City stepping on the world stage for upcoming major global events. Angelenos can go to mayor.lacity.gov/ShineLA to sign-up for notifications when Shine LA comes to their neighborhood.

SOURCE: https://tinyurl.com/2dz8dtrb

This is a Complimentary Copy. Paid subscribers receive first class mail.

PUBLISHED BY SMALL BUSINESS EXCHANGE, INC. 1160 Battery Street East, Suite #100 • San Francisco, CA 94111

PRSRT STD U.S. Postage PAID San Fran CA 941 Permit No. 820 2 SMALL BUSINESS EXCHANGE OCTOBER 30, 2025 - NOVEMBER 05, 2025



PUBLIC POLICY

Caltrans Office of Civil Rights News

On September 30, 2025, the U.S. Department of Transportation (DOT) issued an **Interim Final Rule** (IFR) making sweeping changes to the Disadvantaged Business Enterprise (DBE) and Airport Concession DBE (ACDBE) Programs.

The DOT is providing stakeholders with an opportunity for public comments while the rule is in effect.

Please use this link to submit your comments on these changes.

https://www.federalregister.gov/documents/2025/10/03/2025-19460/disadvantaged-business-enterprise-program-and-disadvantaged-business-enterprise-in-airport#open-comment

Key points for commenters:

- · Be specific about how the rule affects your business, project delivery, or workforce.
- · Note any immediate impacts during the DBE Certification reevaluation period.
- · Offer practical recommendations (e.g., timelines, guidance needed, data/reporting clarifications).

Deadline: Please submit comments by November 3, 2025.

Thank you for helping ensure broad participation in this process.



BUSINESS TOOLKIT

How to Win More Construction Bids in 2026

[Article originally appeared in www.constructconnect.com]

By Johnny Bradigan

In short:

- Look for good leads and make strong connections with owners and contractors to find projects that fit your skills and abilities.
- Decide carefully if a project is worth your time by checking if it can make money, is the right size, and doesn't have big risks.
- Keep track of how many bids you win compared to how many you've made. Use this to focus on project types where you're more likely to succeed.
- Double-check your estimates by measuring accurately and making sure you've counted materials, labor, equipment costs, and subcontractor prices correctly.

Raise your hand if you want to win more • construction bids this year.

We're guessing your hand is raised because who doesn't want more business? Whether you're planning to grow your brand or just looking to get better at estimating and bidding, we all want to be successful and do the best we can.

It doesn't matter if you're a big name in construction, a small company, or just a single tradesperson; everyone in the industry can bid smarter by following some simple steps. The good news is we've collected them for you.

So, what does it take to win more construction bids? Check out the steps below.

Find Quality Construction Leads

Don't bid on every opportunity that comes your way, or expect project leads to just come to you. You need to find the right amount of quality leads. Here's how:

- Search for owners and general contractors you want to work with.
- Promote your business to them by showcasing your experience and expertise in your trade. Make sure they know what kind of projects you want to bid on and what skills you have. It is worth taking the time to build these relationships. Respect and trust can help lead to more invitations to bid (ITBs).
- Reach out to your network to find out about new and upcoming projects.
- If you don't have a network or are new to networking, we've got a list of tips for you. Your subs and suppliers are great sources for upcoming projects, too. There are also organizations like the Association of General Contractors that you can join. Organizations for specific trades and locations are also out there. Do a quick Google search to see if there's a group for your trade or hometown!

Think about subscribing to a leads service.

ConstructConnect® Project Intelligence has a searchable database, up-to-the-minute project details, and plans and specifications attached.

All the above are great sources for finding the right opportunities for your business.

Find the Right Projects to Bid

Now that you know how to find quality projects, you must find the right ones for your business. If you win a bid for a project, your business can't do well; it's just as bad as losing the bid.

Please remember that it is never too late to drop a bid—even after you've started working on it. Once you start looking at how much it costs, you may see that you would not get a profit from the job. If you notice this, the best thing to do is dump the bid and look for another project.

Continued on page 7

Editorial Staff
President & CEO:
Gerald W. Johnson

gwj@sbeinc.com

Managing Editor:

vvv@sbeinc.com

Production Manager: Nabil Vo nvo@sbeinc.com

Diversity Outreach Manager: Rosalie Vivanco rvivanco@sbeinc.com Graphics Design: Domingo Johnson doming0@mac.com

Webmaster: Umer Farooq umer@octadyne.com Writers: Kato Cooks

kato@constructioncontractorsalliance.org Cheryl Hentz cheryl.hentz@gmail.com

SBE Northeast & Louisiana Business Journal Manager: Leslie McMillan Imcmillan@sbeinc.com Contact Info:

Small Business Exchange, Inc. 1160 Battery Street East, Suite #100 · San Francisco, CA 94111 Email: sbe@sbeinc.com · Website: www.sbeinc.com Phone: (415) 778-6250, (800) 800-8534 · Fax: (415) 778-6255

CALIFORNIA CERTIFICATIONS

CA DOT UCP DBE #5988 Los Angeles Metro

EDITORIAL POLICY-The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday. Copyright © 2025 Small Business Exchange, Inc.

The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

ISSN 0892-5992





TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE • VENTURA, CA 93003 • Phone: (805) 642-0121 • Fax: (805) 644-1542

Contact: Derrick Means • Email: estimating@taftelectric.com

Invites sub-bids from qualified DBE including Small Businesses, Minority Businesses, Woman Owned Small Businesses, Veteran Owned Small Businesses for the following project: North Terminal Shore Power Project • Contract NO. CMCRPL-6197(010)

Location: Port Hueneme California
REVISED BID DATE: 11/14/25 @ 2:00 PM

Scope of work/Trades:

532490 - TRAFFIC CONTROL FOUIPMENT

561990 - FLAGGING (TRAFFIC CONTROL) SERVICE 924110 - POLLUTION CONTROL PROGRAM

237310 - CURBS AND STREET GUTTERS, HIGHWAY, ROAD AND STREET, CONSTRUCTION

238910 - EXCAVATION AND FILL

238190 - CONCRETE FORMING AND ACCESSORIES

238110 - CAST-IN-PLACE CONCRETE

238990 - UNIT PAVING

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged ${\bf Business\ Enterprise\ (DBE)\ subcontractors\ and\ suppliers\ for\ project\ participation.}$

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities, we will help with bonds/insurance/ credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

REQUEST FOR QUALIFICATION (RFQ) and RFQ's FROM LBABE/LIABE/SBE/VSBE RFO Period: October 27th. 2025 – November 7th. 2025 er Construction Company (Turner) is seeking RFQs for the following Trade Packages for: Oakland International Airport

M103 AHU and Roof Replacement eximate Construction Value: \$34,000,000 Owner: Port of Oakland

Truner has been awarded the Oakland International Airport M103 AHU project designed by Gensler Architects, located at the Oakland International Airport. This project involves the replacement of four (4) existing rooftop air handling units (AHUs), roofing membrane, and associated components on Building M-103. This project is classified as a Level 1 Alteration per the 2022 California Existing Building Code.

Only those Subcontractors who meet pre-qualification criteria and are deemed pre-qualified to perform work on their respective trades will be invited to submit a bid. Trade Subcontractors who do not submit the prequalification information and are not prequalified will not be allowed to bid the project.

PREQUALIFICATION OF PROSPECTIVE TRADE PARTNERS:

Prequalification's are to be submitted online via www.Turnerconstruction.com. Contact Max Hanna mahanna@tcco.com for more information. In addition to the online Prequalification, the documents listed below will need to be provided by the trade partner.

(Note: Turner has a 40% LBABE/LIABE goal which includes a 20% SBE/VSBE goal for this project.)

1. Oakland Port Certifications: (Local Business Area Business Enterprise (LBABE), Local Impact Area Business Enterprise (LIABE), Small Business Enterprise (SBE) & Very Small Business Enterprise (VSBE)).

2. Include your Department of Industrial Relations Certificate. (Note: For trades submitting multiple packages, please pre-qualify for each trade package.)

Turner is currently seeking RFQs for the following Trade Packages:

Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to propose on the project.

Turner is currently seeking RFQs for the following Trade Packages:

Bid Package #	Trade Package	Approximate Value
BP-01	HAZMAT	\$575 K
BP-01	DEMOLITION	\$1.6 M
BP-01	CONCRETE	\$350 K
BP-01	SCAFFOLD	\$1.5 M
BP-01	MISC METAL	\$3.75 M
BP-01	ROOFING	\$3.3 M
BP-01	FIREPROOFING	\$275 K
BP-01	GLAZING	\$75 K
BP-01	DRYWALL	\$500 K
BP-01	ACOUSTICAL CEILING TILE	\$300 K
BP-01	FLOORING	\$30 K
BP-01	PAINTING	\$30 K
BP-01	FIRE PROTECTION	\$125 K
BP-01	PLUMBING	\$400 K
BP-01	HVAC	\$5.8 M
BP-01	ELECTRICAL	\$1.6 M

Project Goals: Turner has a 40% LBABE/LIABE goal which includes a 20% SBE/VSBE goal for this project. Persons claiming local business status shall apply to the Social Responsibility Division at least seven (7) business days before the bid or proposal due date for certification as a local business and return the application with documentation evidencing its business location, the length of time its business was located and operated in the LIA or LBA. Applications may be downloaded at https://www.portofoakland.com/business/small-local-business/certification-application.

Social Justice Fund: The Port of Oakland Maritime and Aviation Project Labor Agreement (MAPLA) contains a provision (Section 6.4) that requires contractors to pay into the Social Justice Labor Management Cooperation Trust Fund. Contractors shall pay thirty cents (\$0.30) per hour worked or paid into the Social Justice Trust Fund established.

For information on how to Pre-Qualify with Turner, please contact Max Hanna- Subject: OIA M103 AHU at the following email address: mahanna@tcco.com



REQUEST FOR PROPOSALS

Request for Proposals - The Residences at Liberation Park GC Bid

Black Cultural Zone CDC, in partnership with Eden Housing, Inc., invites qualified General Contractors to submit proposals for general contracting services for the Residences at Liberation Park development. Our mission is to ensure an equitable, inclusive, and

Please review the Request for Proposals by visiting:

community-driven process that aligns with local and funding requirements. https://edenhousing.org/request-for-proposals-the-residences-at-liberation-park-gc-bid/

Important Dates
RFP Questions Due: Monday, November 3, 2025
FAQ / RFI Responses Published: Monday, November 17, 2025 RFP Responses / Submissions Due: Monday, December 1, 2025 RFP Shortlist Interviews (in-person): Monday, December 15, 2025 GC Selection Announced: Monday, January 5, 2025 Contract negotiation / execution: Through April 2026

How Smart Construction Technology Is Powering the Next Wave of Sustainable Building

[Article originally appeared in www.forconstructionpros.com]

By Ashish Patel

The push for sustainable building is no longer optional. From government regulations to tenant demand, the construction industry is under mounting pressure to reduce its environmental footprint. Yet for many developers, "going green" raises a tough question: how do you meet ambitious sustainability targets without sacrificing efficiency, budgets or delivery timelines?

The answer lies in how we use technology. Integrated digital systems, when built with the jobsite in mind, are proving to be one of the most powerful tools for keeping projects efficient and sustainable. Rather than adding cost or complexity, the right tech stack can help teams track materials, cut waste and streamline workflows while making it easier to hit green targets.

The Hidden Cost of Inefficiency

The construction sector is notorious for inefficiencies, which show up as rework, idle labor and wasted materials. According to industry research, contractors lost between \$30 billion and \$40 billion to labor inefficiencies in 2023 alone. Every delay or error not only hurts profitability. it also means wasted resources - extra drywall, discarded wiring or duplicate deliveries that carry their own carbon footprints.

Technology can help close these gaps, but only if it's designed to work where it matters most: on the jobsite. Too often, software built for boardrooms ends up creating more headaches than help. Clunky dashboards, endless logins and excessive data entry frustrate workers and sap productivity. Sustainable construction isn't just about what materials we use, but how well our teams can work with the tools they're given.

Smarter Systems, Greener Outcomes

The most effective construction tech follows a simple principle: keep the back end robust but make the front end easy. Trade workers don't need access to every KPI or company-wide metric. What they need is role-specific, easy-to-use tools that help them get the job done without extra steps.

When systems are designed this way, sustainability follows naturally. Consider three areas where integrated tech systems make a measurable difference:

- Material Tracking: Real-time procurement platforms let teams see what's on order, what's arriving and what's already on site. This reduces over-ordering and ensures materials don't sit unused, cutting down on both cost and waste.
- Waste Reduction: Digital inspection and scheduling tools make it easier to identify errors before they require rework. Every mistake avoided means fewer materials sent to the landfill.
- Efficiency Gains: AI-driven forecasting can flag supply chain risks or scheduling bottlenecks before they stall a project. When crews stay productive and projects stay on track, resource use is optimized.

Off-the-Shelf vs. Custom Solutions

There are plenty of standard platforms available - Buildertrend for tracking tasks, Procore Inspections for compliance and so on. These tools are great starting points. But the biggest gains often come from custom solutions tailored to how teams actually work.

Custom-built applications can eliminate unnecessary steps, integrate with legacy systems and adapt to unique site conditions. They make it possible to align sustainability tracking with daily workflows, ensuring that "green goals" aren't just top-down mandates but practical parts of everyday operations.

A Win for People and the Planet

The green building movement is often framed as a tradeoff between cost and conscience. Smart technology is proving that sustainability and profitability can go hand in hand. Worker-friendly systems reduce frustration and turnover, which is critical in an industry already facing severe labor shortages. At the same time, efficient workflows reduce wasted resources, helping projects finish on time, on budget and with a smaller environmental impact.

We've seen first-hand that the most successful solutions are the ones workers barely notice. When apps feel as easy as sending a text, adoption rises, errors fall and sustainability targets stop being a burden. The goal isn't to force new technology onto crews but to create systems that support their craft.

Visit the link for the full article: https://tinyurl.com/2yv8fl56



CALIFORNIA SUB-BID REQUEST ADS



REQUEST FOR SUBCONTRACTORS/SUPPLIERS/SERVICE PROVIDERS

Caltrans Contract 03-3H51U4

FOR CONSTRUCTION ON STATE HIGHWAY IN NEVADA COUNTY NEAR GRASS VALLEY FROM 0.2 MILE SOUTH OF LA BARR MEADOWS ROAD TO 0.1 MILE NORTH OF SOUTH GRASS VALLEY OVERCROSSING (General work description: Rdwy excavation, place HMA, trenchless culverts, and retaining walls.)

Bid Date: November 6, 2025 at 2:00 PM

Engineers Estimate: \$83M

This is an Electronic bid submittal

Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated

Flatiron Dragados Constructors, Inc. (FDCI) requests subcontractor/supplier/service participation for the following Items of work, but not limited to: Construction Area Signs & Roadway Signs, Clear & Grub, Erosion Control, AC Paving, Cold Plane AC, Rebar, Tie Back Anchors, Overhead Signs 60" CIDH Sign Foundation, Painting/Concrete Staining, Asphalt Dike/Curbs, Underground Utilities, Fences & Gates, Metal Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping & Markings, Electrical, Minor Concrete, Jack & Bore, Abandon Well, Traffic Control, Aggregates including: CL2 AB, Rip Rap(20lb to ½ ton), Ready Mix Concrete, Concrete Pumping Services, Steel Soldier Pile, Misc. Metals, Iron & Steel, Trucking Services, SWPP Plan & SWPP Materials, Lead Compliance Plan, Geotextile Materials, Form Liner, Underground Precast, QC Testing, Street Sweeping, Treated Wood Waste.

Refer to Caltrans new Spec Section 2-1.11 IN-USE OFF-ROAD DIESEL-FUELED VEHICLE LIST.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact FDCI for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all firms. FDCI will reimburse for bond premium up to 2%. Firms must possess & provide current contractor's license number & DIR Registration number on the quote. Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact FDCI for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com the standard general terms & conditions. Copies are available for review on our Box.com

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Bidding Connect. Use the following link: **DES-PPM&OE** - **Advertised Projects** (ca.gov) (https://ppmoe.dot.ca.gov/des?q=03-3H5604) select Advertised Projects page and enter the Contract number: 03-3H51U4. Sign in is required to access project plans.

To access FREE project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com
You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Please send an
email if you would like to schedule an appointment to review project docs virtually or meet with an estimator in our office. These
services are offered by appointment only.

Please send all quotes by email to NORCALBIDS@flatironcorp.com

Flatiron Dragados Constructors, Inc. 1200 Concord Avenue, Suite 465 Concord, CA 94520 Phone 707-742-6000 • Fax 707-746-1603 Equal Opportunity Employer License No. 1134655



Kiewit Infrastructure West Co.
4650 Business Center Drive • Fairfield, CA 94534
Attn: Julie Bradhurst at norcal.bids@kiewit.com • Fax: 707-439-7301

Requests bids from qualified California Department of General Services (DGS) certified Small Business, Microbusiness, Small Business for the Purpose of Public Works, Subcontractors, Consultants, and/or Suppliers seeking to participate in the following project in San Jose, CA:

PENITENCIA WATER TREATMENT PLANT RESIDUALS MANAGEMENT PROJECT Project No. 93234044 Contract No. C0711 Owner: Santa Clara Valley Water District

REVISED Bid Date: November 12th, 2025 @ 2:00 P.M.

Scopes are due November 5th, 2025, and Quotes NO LATER THAN November 11th, 2025, at 2 PM.

Small Business, Microbusiness & Small Business for the Purpose of Public Works

wanted for the following scopes, including, but not limited to: AC Paving • Aggregates • Bird Control Devices • Lockers • Window Blinds • Building Insulation • Toilet Accessories • Casework and Countertops • Clearing & Grubbing • Concrete Paving • Concrete Pumping • Concrete Readymix • Cranes & Hoists • Dampproofing • Demolition • Doors, Frames and Hardware • Electrical • Erosion Control Supplies • Final Cleaning & Janitorial • Fire Alarm • Fire Extinguishers • Fire Suppression • Flooring • Framing and Drywall • FRP Fabrications • FRP Tanks • Glass and Glazing • HVAC • Joint Seal and Firestopping • Landscaping & Irrigation • Masonry • Mechanical Equipment • Metal Roofing • Minor Concrete • Misc. Metals and Structural Steel • Overhead Coiling Doors • Painting and Coating • Piping & Valves • Plaster • Plumbing • Potholing • Precast Concrete • Pre-Engineered Building and Canopy • Quality Control • Rebar • Scales • Sound Absorbing Panels • Tiling • Trucking & Hauling

Bonding, insurance and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to interested DGS certified, Small Business, Microbusiness, Small Business for the Purpose of Public Works, suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Plans are available for viewing through BuildingConnected after completion of a Non-Disclosure Agreement (NDA) provided by Santa Clara Valley Water. Please email norcal.bids@kiewit.com to have your company be able to receive the NDA, bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Bond requirements can be waived on a case-by-case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit

 $Subcontractors\ must\ possess\ \&\ provide\ current\ California\ contractor's\ license\ number\ \&\ DIR\ Registration\ number\ number\$

Subcontractors and Suppliers will be required to execute Kiewit standard agreements and agree to Kiewit standard general terms and conditions. Copies are available for review through our BuildingConnected site.

An Equal Opportunity Employer CA Lic. 433176 DIR# 1000001147

BARNARD

DBE Subcontractors/Supplier Bids/Proposals Requested Vista Grande Drainage Basin Improvements Project

Bid Proposal Submittal Date: December 23, 2025 at 2:00 P.M.

Owner: City of Daly City

Performance/Payment/Supply Bond may be required

This advertisement is in response to City of Daly City's DBE Program, Barnard Construction Company, Inc. intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Drawings and specs will be available via Isqft. Quotes are required by COB December 2, 2025. Quotes are fairly evaluated.

Please submit bids/proposals for the following work scopes:

Traffic maintenance; Sewer bypass; Geotechnical instrumentation; Temporary roads; Landscaping; Drilled concrete piers; Disposal of excavated material; Support of excavation; Erosion control; Water treatment and disposal; Earthwork/Sitework; Storm drain system; Lake intake; Slip-lining existing pipes; Shotcrete; Curb, gutter, asphalt paving; Cured in place pipe (CIPP); Grouting; Precast vaults; Wetlands liner; Masonry; Potable water system; Concrete framework; Structural steel; Video inspection of pipes; Cast-in place concrete; Steel roof deck; Railing, gates, stairs; Self-priming pumps; Debris/solids screens; Fencing; Submersible pumps; Steel pipe; Metal roof; Fish screen; Ductile iron pipe; Steel slide gates; Debris/solids screens; Pipe connections/valves; Electrical work; Wetland planting; Janitorial; Instrumentation & controls; Hauling / Trucking; Security; Striping; Flagging; Temp site facilities; Temp Offices; Environmental; QA/QC Testing; Concrete; Planting; Irrigation.

Contact: Christian Beesing - Barnard Construction Company, Inc. 3520 Royal Wolf Way, Bozeman, MT 59718
Phone: 406-586-1995 • Fax: 406-586-3530 • Email: Christian.Beesing@barnard-inc.com



HANFORD APPLIED RESTORATION & CONSERVATION
California Contractors License No. 461167
775 Baywood Drive, Suite 207, Petaluma, CA 94954
(0) 707.996.6633 (F) 707.996.6641
SEEKING CERTIFIED & QUALIFIED SBE
TRUCKERS/SUBCONTRACTORS/SUPPLIERS PERFORMING A

COMMERCIALLY USEFUL FUNCTION

Project: Upper Llagas Flood Protection Project Phase 1 Mitigation Maintenance
ITB No. VW0618

Scope of work: Maintain 55 acres of riparian and upland mitigation and restoration for Phase 1 of the Upper Llagas Flood Protection Project.

Location: Morgan Hill and Gilroy, CA
Owner: Santa Clara Valley Water District

Bid Date & Time: November 12, 2025 @ 2:00 p.m.

Hanford is requesting the following trades including but not limited to: Water Truck, Irrigation Materials, Erosion Control Materials, Equipment Rental, Plants and Seeds.

David Leyva is the estimator this project, he can be reached at d.leyva@hanfordarc.com or 707-782-3454. Contact him with any questions regarding the scope of work, interpretation of plans or specifications, or if you need assistance in obtaining bonding, lines of credit or insurance. Prevailing wages and certified payroll reports are required. You must be registered with the Dept. of Industrial Relations. Please submit a copy of your contractor's license (if applicable) and a current copy of your SBE certification with your quote. Please send all quotes by end of business November 11, 2025.

Plans and specs can be downloaded for free at https://www.valleywater.org/contractors/doing-businesses-with-the-district/construction-administration or at local builder's exchanges. You can also send an e-mail to our estimating dept. (estimating@hanfordarc.com) for an e-mailed copy of the plans and specs.

HANFORD APPLIED RESTORATION & CONSERVATION IS AN EQUAL OPPORTUNITY EMPLOYER

With Small Businesss Exchange



Advertise your

- Sub-Bid Request Ads
- Public Legal Notices
- Fictitious Business Name Statement (also known as a DBA Statement)
 - Job Listings (Classified ad)
 - Upcoming events or seminars



You Can find:

- Subcontractors
 - Vendors
 - Suppliers



You can reach a Diverse Audience



CALIFORNIA SUB-BID REQUEST ADS



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370. Fax (925) 373-0940

Project: FY 2021 Onsite and Young's Farmland Non- Potable Water Pipeline Projects Specification No. 2024-03 Owner: Coachella Valley Water District

Revised Bid Date: November 12th, 2025 @ 2:00 p.m.

Please note this is an electronic bid, to ensure your quote has been received and reviewed please have all quotes to MCl by 12pm *

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, PIPE SUPPLIERS, AC OILS, ADJUST MH/WV, ASPHALT GRINDING, CATHODIC PROTECTION, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS EROSION CONTROL, LANDSCAPING/IRRIGATION, SAWCUTTING, SWPPP, TRAFFIC CONTROL, TRUCKING, CPM SCHEDULE, DIP.

The project consists of onsite non-potable water pipelines in the facilities: Annenberg Estates, Jack Ivey Ranch Palm Royale Country Club, Southwest Church, Suncrest Golf Course, Tamarisk Country Club and Young's Farmland. The work includes installing approx.. 14,450 lf. of C900 PVC pipe and installing zinc coated DIP with V-Bio Polyethylene encasement, including valves, fittings, restrained joints.

Additional facilities include:

- 1. Five meter vaults with electromagnetic flow meters & electronic pressure regulating valves
- 2. Six control valve vaults
- 3. Six lake discharge structures Engineers Estimate: \$2,010,000

Project information, including plans & specifications can be found by contacting:

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

> Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Sedco Hills to Septic Sewer Conversion Package 3 Owner: Elsinore Valley Municipal Water District <u>Bid Date: November 6, 2025 @ 2:00 p.m.</u>

Please note this is an electronic bid, to ensure your quote has been received and reviewed please have all quotes to MCI by 12pm *

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, SLURRY, PIPESUPPLIERS, PECAST MATERIALS, CCTV, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, SAWCUTTING, STRIPING, TRUCKING.

The Project consists of installing approximately 12,930 linear feet of gravity sewer to serve about 127 residences. In addition to the gravity main system, the project includes on-site lateral installation, grinder pump installation where required, connections to each property, and septic tank destruction. The project includes all work located on private property to complete conversion of each address opted into the program.

Project information, including plans & specifications can be found by contacting:

https://vendors.planetbids.com/portal/32069/bo/bo-detail/133451 or: estimating@

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Construction on State Highway in Fresno County in and Near Clovis at Various locations from 0.1 mile east of Fowler Avenue overcrossing to 0.1 miles east of Warbler Lane Contract No. 06-0X2204 **Owner: Caltrans**

Bid Date: November 5th, 2025 @2:00 PM ELECTRONIC BID

DBE Goal: 19%

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPAHLT, CONCRETE MATERIALS, CURIED IN PLACE PIPE, SLURRY PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, PRECAST MATERIALS, AC DIKES, AC OILS, ANALYTICAL TESTING, COCNRETE FLATWORK, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, DEMOLITION, EROSION CONTROL, FENCING, METAL BEAM GUARDRAIL, HYDROSEEDING, REINFORCED CONCRETE PIPE, CORRUGATES METAL PIPE (CSP), REINFORCING STEEL, SAWCUTTING, STRIPING, SWPP PLAN ONLY, TRAFFIC CONTROL, TRUCKING, RUMBLE STRIP.

Project Description:

The project includes, but not limited to, RCP culverts, CIPP, structural concrete (DI), and HMA (Type A). Engineers Estimate: \$8.900.000

Plans and specs can be obtained at: http://ppmoe.dot.ca.gov/des/oe/weekly-ads

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Ventura-Santa Barbara Counties Intertie Specification No. 22-451 **Owner: Casitas Municipal Water District** Bid Date: November 12, 2025 @ 2:00 p.m.

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS. AGGREGATES, ASPHALI, CONCRETE MATERIAL, SLURRY, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, AC DIKES/OILS, ADJUST MH/WV, ASPHALT GRINDING/PAVING/ STAMPED, BORE & JACK, BYPASS-PUMPING, CATHODIC PROTECTION, CCTV, CDS UNITS, CHIPSEAL/SLURRY SEAL, CONCRETE FLATWORK/PAVEMENT/PUMPING/STRUCTURES, DEMOLITION, DEWATERING, DIRECTIONAL DRILLING, HDD, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, ENVIRONMENTAL SERVICES, EROSION CONTROL, FALSEWORK/SCAFFOLDING/FORMWORK, GEOTECH ENGI-NEERS, GUARDRAIL, HANDRAILING, HYDROSEEDING, PIPE LINING (CEMENT MORTAR), CAST-IN-PLACE CON-CRETE PIPE, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, PLASTIC PIPE, JOINT SEAL, K-RAIL, LANDSCAPING/IRRIGATION, MASONRY, MICROTUNNELING, SAW-PIPE, PLASTIC PIPE, JOINT SEAL, K-RAIL, LANDSCAPING/IRRIGATION, MASONRY, MICROTUNNELING, SAWCUTTING, SHORING SUBS, SOIL REMEDIATION, STRIPING, STRUCTURAL STEEL, SURVEYING, SWPPP, TRAFFIC CONTROL, TREE REMOVAL/ARBORIST, VIBRATION MONITORING, WELDED STEEL/JACK WELDED STEEL PIPE, CRANE RENTAL, CONVEYOR/EQUIPMENT RENTAL, TRUCKING, ACCESS DOORS/HARDWARE, ACOUSTICAL, BATHROOM FIXTURES, BLDG. MASONRY, BLDG. CONSTRUCTION, PUMPING PLANT ELECTRICAL EQUIPMENT, DRYWALL, EARTHWORK, FIRE PROTECTION, GENERATORS/SWITHC GEAR, HVAC/MECHANICAL, DRAINAGE PUMPING EQUIPMENT, PAINTING/COATINGS, PIPE INSULATION, PLUMBING, ROOFING, STUCCO, TANKS, WATERPROOFING, HAZMAT, GRATLEB-DECKING, WOOD TRUSS, ROAD SIGNS/SIGNAGE, VALVES/WATER MAIN/TEMP EACH ITIES BLDG. INSULATION Project Description: TER MAIN/TEMP FACILITIES, BLDG. INSULATION.Project Description:

The project includes:

- Open trench pipeline installation and horizontal directional drill (HDD) pipeline installation in both Ventura County and Santa Barbara County;
- Two pipeline relocation segments;
- Installation of two booster pump stations; and
- Bypass piping at the Rincon Control Reservoir, Rincon Chlorine Station and Rincon Pump Plant. The work location spans Highway 192 near Highway 150 and multiple sites along the District's existing Rincon Main

Project information, including plans & specifications can be found by contacting:

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your respon

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370. Fax (925) 373-0940

Project: Construction on State Highway in Monterey County at Various Locations, from 0.1 Mile North Paris Valley Road overcrossing to 0.4 mile south of Mallory Canyon Road Contract No. 05-1J8904

Owner: Caltrans
Bid Date: November 06th, 2025 @2:00 PM ELECTRONIC BID

DBE Goal: 22%

We are requesting quotes from all qualified DVBE/SBE Subcontractors and Suppliers but not limited to: AGGREGATES, ASPHALT, CONCRETE MATERAILS, SLURRY, LOW DENSITY CELLULAR GROUT, PIPE, SUPPLI-

ERS, PRECAST MATERAILS, AC OILS, ASPHALT GRINDING, CIDH PILES, CONCRTETE FLATWORK, CONCRETE PAVEMENT, CONCRET EPUMPING, CONCRETE STRUCTURES, CONCTRUCTION AREA SIGNS, DEMOLITION, FAVEMENT, CONCRETE FOMEING, CONCRETE STROTURES, CONCITOR THOM, ELECTRICAL- STREET LIGHTS/ TRAFFIC SIGNALS/LOOPS, EROSION CONTROL, FENCING, GUARDRAIL, HYDROSEEDING, REINFORCED CONCRETE PIPE, CORRUGATES METAL PIPE (CSP), JOINT SEAL, K-RAIL, LANDSCAPING/ IRRIGATION, REINFORCING STEEL, SAWCUTTING, STRIPING, SWPP PLAN ONLY, TRAFFIC OCNTROL, CONVEYOR/EQUIPMENT RENTAL, TRUCKING, ACCESS DOORS/ DOORS & HARDWARE, PUMPING PLANT ELECTRICAL EQUIPMENT, DRAINAGE PUMPING EQUIPMENT, PAINTING/ COATING, HAZMAT, GRATE, ROADSIGN/ SIGNAGE, VALVES/ WATER MAIN/ TEMP FACILITIES, MISC METALS

Project Description:

The project includes, but not limited to, Repair and replace drainage culverts, and modify pump plants.

Engineers Estimate: \$18,900,000

Plans and specs can be obtained at: http://ppmoe.dot.ca.gov/des/oe/weekly-ads

Or contact: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response Mountain Cascade Inc. is an Equal Opportunity Employe California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated

The Small **Business** Exchange DEI

- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up(Live)
- Agency/Organization Letters
- Computer Generated Dated/Timed Documentation
- Customized Reports Available

For more info contact Valerie Voorhies at wvv@sbeinc.com



CALIFORNIA SUB-BID REQUEST ADS



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: IIGC Downtown Water and Sewer Improvements Bid File No. 12600298 **Owner: City of Fresno**

Bid Date: November 4th ,2025 @ 3:00 P.M.

*** THIS IS AN ELECTRONIC BID PLEASE HAVE ALL QUOTES TO ESTIMATING BY 12PM ON BID DAY TO ENSURE THEY HAVE BEEN RECEIVED AND REVIEWED***

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, PIPE SUPPLIERS, PRECAST CONCRETE MATERIALS, AC OILS, ASPHALT GRINDING/PAVING/STAMPED, BYPASS PUMPING, CATHODIC PROTECTION, PIPELINE CLEAN-ING & CCTV INSPECTION, CONCRETE FLATWORK/PAVEMENT, CONSTRUCTION AREA SIGNS, ELECTRICAL – STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, EROSION CONTROL, GEOTECH ENGINEERS, REINFORCED CONCRETE PIPE, PLASTIC PIPE, MANHOLE REHAB & COATINGS, REINFORCING STEEL, SAW CUTTING, STRIPING, SURVEYING, SWPPP, TRAFFIC CONTROL, REINFORCED CONCRETE DRAINAGE PIPE, DIP & FITTINGS, TRUCK ING, CIPP/CURED IN PLACE PIPE LINING.

Project Description:

The scope of work includes but is not limited to; Installation of 12-inch, 16-inch and 24-inch ductile iron water mains and installation of 10-inch and 12-inch sewer mains within the Downtown area bounded by State Routes 41, 180 and 99. Project Bid alternate work provides the potential for installation of additional 8-inch, 12-inch, and 16-inch ductile iron water main, as well as fire hydrants, water service transfers and 30-inch and 36-inch Cured-in-Place sewer main rehabilitation, 10-inch Cured-in-Place pipe liner with Vinyl Ester Resin and all pertinent

Project information, including plans & specifications can be found by contacting:

http://www.fresno.gov/

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer • California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Sun City Palm Desert Water Main Replacement
Phase 2B Project
Specification No. 2025-7
Owner: Coachella Valley Water District
Bid Date: November 20th, 2025 @ 2:00 P.M.

*** THIS IS AN ELECTRONIC BID PLEASE HAVE ALL OUOTES TO ESTIMATING BY 12PM ON BID DAY TO ENSURE THEY HAVE BEEN RECEIVED AND REVIEWED

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, LOW DENISTY CELLULAR GROUT, PIPE SUPPLIERS, AC OILS, ADJUST MH/WV, ASPHLAT GRINDING, CCTV, CONCRETE FLATWORK, CONSTRUCTION AREA SIGNS, DEMOLITION, EROSION CONTROL, LANDSCAPING/IRRIGATION, SAW CUTTING, STRIPING, SURVEYING, SWPPP, TRAFFIC CONTROL, CONVEYOR/EQUIPMENT RENTAL, TRUCKING, FLOWABLE FILL, DIP.

The scope of work includes but is not limited to; furnish and install all labor, material and equipment to construct approximately 19,164 linear feet of 8-inch diameter ductile-iron watermain pipe, 542 linear feet of 12-inch ductile-iron watermain pipe and 990 linear feet of 18-inch ductile-iron watermain pipe, including water service connections, fire hydrant assemblies, valves (including air & vacuum and blow-off), flanged fittings.

Project information, including plans & specifications can be found by contacting:

http://www.planetbids.com or estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your respons

Mountain Cascade Inc. is an Equal Opportunity Employer • California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Milliken Raw Water Pipeline Hardening HMGP

Owner: City of Napa
Bid Date: November 20th, 2025 @ 3:00 P.M. Engineers Estimate: \$5,000,000

We are requesting quotes from all qualified DBE/ HUD Subcontractors and Suppliers but not limited to: AGGREGATES, CONCRETE MATERIAL, PIPE SUPPLIERS, EROSION CONTROL, FENCING, PLASTIC PIPE, WELDED STEEL PIPE, TRUCKING, PAINTINGS/ COATINGS, VALVES/ WATERT MAIN/ TEMP FACILITIES

The Project is located at 630 Chaparral Circle, Napa, CA 94558and is described as follows: Installation of approximately 6,200 feet of 16-inch Steel Raw Water Pipeline on a narrow canyon trail from the Milliken Diversion Dam to the Milliken Water Treatment Plant, approximately 3,500 feet of which will be buried, and 2,700 feet of which will be above ground with a shield cover.

Project information, including plans & specifications can be found by contacting:

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Proiect: Skyview Reservoir Replacement Project WT7099

Owner: City of Vallejo Bid Date: November 20th, 2025 @ 2:00 P.M.

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

PIPE SUPPLIERS, PRECAST MATERIALS, CONCRETE TANK, ELECTRICAL- PUMPING PLANT, PLASTIC PIPE. HATCHES, ACCESS DOORS/DOORS & HARDWARE, HVAC/MECHANICAL, PAINTING/COATINGS, PROOFING, DEMOLITION, DEWATERING, FENCING, GEOTECH ENGINEERS, GUARDRAIL, STEEL PIPE.

Project Description:

The scope of work includes but is not limited to: construction of a new 6.0 MG AWWA D110 Type I, strand-wound. prestressed concrete reservoir, demo of existing reservoir, erosion & dust control, SWPPP, dew prestressed concrete steel reinforcement

Project information, including plans & specifications can be found by contacting:

http://www.planetbids.com

estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: City of Parlier Wastewater Treatment Plant Improvements (REBID) **Owner: City of Parlier**

Bid Date: December 3rd, 2025 @ 2:00 P.M. We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

PIPE SUPPLIERS, PIPE SUPPORTS, PRECAST MATERIALS, MISC. METALS, CONCRETE STRUCTURES, ELECTRICAL, HANDRAILING, STEEL PIPE, MASONRY, ROLL-UP DOORS/ACCESS DOORS/DOORS & HARDWARE, PUMPING PLANT ELECTRICAL EQUIPMENT, GENERATORS/SWITCHGEAR, HVAC/MECAHNCIAL, DRAINAGE PUMPING EQUIPMENT, PAINTING/COATINGS, ROOFING, GRATE, WOOD TRUSS, VALVES/WATER MAIN/ TEMP FACILITIES, LINER.

Project Description:

The major work consists of the replacement of an existing aerated lagoon wastewater treatment plant with a new extended aeration treatment facility. The new treatment facility will provide aeration via turbo blowers and floating aerator chains with motorized butterfly valves. Secondary treatment will be provided by two circular clarifiers with spiral blade scrapers, density current baffles, and fiber glass weirs. Sludge will be pumped by three self-priming chopper pumps and either recirculated to the plants new influent structure or directed to the high-rate textile media sludge drying beds for dewatering. Polymer will be injected prior to the discharge of the sludge into the sludge drying beds. Scum collected by the secondary clarifiers will also be pumped via submersible pumps to the sludge drying beds. The water collected by the sludge drying beds will be directed to a drain pump station where two submersible pumps will recirculate the drain water back into the plant. Plant effluent will be collected within existing storage ponds and distributed to four new reclamation fields via two mixed flow impeller vertical turbine pumps.

All new equipment will be housed in CMU buildings.

Project information, including plans & specifications can be found by contacting:

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your respo

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Sedco Hills to Septic Sewer Conversion Package 1 Owner: Elsinore Valley Municipal Water District
Bid Date: November 20, 2025 @ 2:00 p.m.

Please note this is an electronic bid, to ensure your quote has been received and reviewed please have all quotes to MCI by 12pm

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to: AGGREGATES, ASPHALT, SLURRY, PIPESUPPLIERS, PECAST MATERIALS, CCTV, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, SAWCUTTING, STRIPING, TRUCKING.

Project Description:

The Project consists of installing approximately 12,930 linear feet of gravity sewer to serve about 127 residences. In addition to the gravity main system, the project includes on-site lateral installation, grinder pump installation where required, connections to each property, and septic tank destruction. The project includes all work located on private property to complete conversion of each address opted into the program.

Project information, including plans & specifications can be found by contacting:

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated

Dirty Work: Waste Management on Construction Jobsites

[Article originally appeared in https://constructionexec.com]

By Stephen Wiles

Completing any kind of large-scale construction project takes a coordinated effort. Builders, plumbers, electricians and countless other experts must work together to get the job done right. While contractors may provide leadership and direction, they can't do everything on their own. Getting the project completed with both quality and efficiency requires all hands on deck.

One of the most effective ways contractors can keep projects on track—while managing costs, meeting deadlines and protecting their reputation—is by building a strong network of reliable partners. Among the most essential of these is a dependable waste management provider. With the right partner, contractors can ensure jobsites stay clean, organized and free of unnecessary debris that can slow progress.

WASTE MANAGEMENT IS MISSION-CRITICAL

Construction projects inevitably generate a significant amount of waste, from general trash to discarded building materials. Renovation jobs often add even more complexity with old wood, drywall, furniture and sometimes large volumes of ripped-up concrete needing removal.

When waste starts to accumulate, it can create a jobsite that is unsafe, or simply too cluttered and cramped. Productivity slows and project timelines quickly fall off track. To solve this problem, construction crews need more than a

few trash cans; they need a dependable waste management partner. That means someone who can provide the right dumpsters in the right sizes and quantities, and who can be counted on for timely pickups to prevent overflow. With the right support, crews can maintain a clean, safe and efficient jobsite.

Choosing the right waste management partner can benefit construction projects in countless ways:

- By scheduling waste pickups at strategic times, waste management partners can prevent traffic issues and needless congestion on the jobsite—further promoting efficiency.
- An experienced waste management partner will also help control costs by minimizing unnecessary pickups and preventing any fees that could come from improper disposal.
- A knowledgeable waste management partner will help contractors avoid friction with the municipal government—potentially safeguarding their reputation.

FINDING THE RIGHT WASTE MANAGEMENT PARTNER

Not all dumpster companies are created equal. To ensure the best outcomes, construction teams will want to do their due diligence to find a partner who can truly meet their needs.

When evaluating waste management companies, there are several factors to consider:

A range of dumpster options—One of the most important things to look for is a va-

riety of dumpster sizes. Many companies offer smaller units (10 yards), which are ideal for cleanouts with a modest footprint. However, larger construction projects typically require 20-, 30- or even 40-yard dumpsters. Size isn't the only factor; also ensure the waste management company can provide heavy-duty options for hauling off weightier materials, like concrete and demolition debris.

- Flexible scheduling for pickups—Waste can accumulate quickly at a construction site, and regular well-timed pickups help keep sites safe and projects moving forward. Contractors need to be strategic, scheduling pickups on days immediately preceding or immediately following major demolition—ensuring the area is uncongested on major workdays. The best waste management partners will make it easy to set a flexible pickup schedule, sticking to optimal timelines that facilitate quick pickups and drop offs to keep the project moving.
- Environmental responsibility—Whether to meet regulatory compliance or simply to achieve project-specific environmental goals, contractors should also ask potential waste management providers about eco-assistance—whether that means different dumpsters for different types of materials, LEED-compliant services for green building projects or simply a robust working knowledge of pertinent environmental standards.

MAINTAINING A HEALTHY PARTNERSHIP

While finding the right waste management partner is an essential first step, maintaining and nurturing that partnership is just as important. Doing so may help establish a working relationship that extends past one project, helping to keep all future work as efficient as possible.

One key to building that partnership is setting clear expectations early on. Contractors should communicate not only about their intended timeline, but also about any compliance requirements. Similarly, noting the scope of the project can help the waste management provider ensure the right range of services and recommendations.

Clear ongoing communication throughout the project is essential, especially as needs evolve. Early conversations with your waste management partner can help identify the correct container sizes and services before work begins, ensuring the best-fit solution from the start. If project needs shift midstream, promptly communicating those changes can lead to quick, effective adjustments without disruption to the project.

INVESTING IN PARTNERSHIPS TO KEEP PROJECTS PRODUCTIVE

Juggling deadlines, regulations and client needs can put serious pressure on any construction team—which is why investing in the right partner is so important. Establishing a partnership with a proven vendor can be a critical step toward greater efficiency and, ultimately, toward smoother and more successful projects.

SOURCE: https://tinyurl.com/23bvw7hz

How to Win More Construction Bids in 2026

Continued from page 2

Finding the right balance between bidding and winning enough jobs can be hard. You don't want to bid and win so much that you can't finish the jobs on time, or so little work that you're not making money.

Choosing the right work to bid on puts you on the right path to more profits. That's why it's important to have a strong bid/no-bid decision process in place.

What is a Bid-Hit Ratio?

Are you keeping track of your bid-hit ratio? If not, you need to start.

Your bid-hit ratio is the number of projects you must bid on to win one job. Understanding this ratio can help you learn how many projects you need to keep your pipeline full. It can also help you cut out bids that you may not be able to win.

To make your bid-hit ratio work best for your business, you should perform an in-depth study:

- List the projects you've bid on and put them into specific groups. These groups can be things like:
- Public projects
- Private projects
- Types of buildings
- Trades required

- Locations of the projects
- Who is the general contractor?
- Who is the project owner?
- 2. After putting your bids into groups, mark the ones you've won.
- 3. Now, you are ready to calculate your ratio. It is the number of bids you have made compared to the ones you have won.
- For example, if you've bid on seven public projects and won one of them, you would give a bid-hit ratio of 7:1.
- 4. Do this calculation for all your categories.
- 5. Now, compare all your ratios.

The goal is to find the ratio with the smallest difference between the two numbers.

Here's an example:

If your public project bid-hit ratio is 7:1 and your bid-hit ratio for private projects is 4:1, you have a better ratio with private projects. This is because you are putting in fewer bids to win those projects. That means you should focus more on those private opportunities and spend less time bidding on public projects.

Review Profitability

Once you know which kind of projects to go for, it's time to look at how much profit they bring you. To do this right, you must first keep track

of accurate job costs for materials, labor, and equipment. Next, you need to compare your actual costs to your estimates and ask the following questions:

- Were my estimates for labor and materials accurate?
- Did I include all the job costs in my estimate, including bonding, supplies, and equipment?
- Did I factor in my profit and overhead markup correctly?
- Was my contingency budget enough?

If your profit margins aren't what you expect, you have either made your estimates too low or there are productivity issues on site, which caused costs to increase.

Regardless of the cause, you should work to resolve the issues to get your profit margins where they need to be.

By combining the data from your bid-hit ratios and your profit margin analysis, you can better seek out the projects you have the best chance of winning and making the most money on.

Conduct a Bid/No-Bid Review

Before you start investing your time into a bid proposal, you need to do a thorough bid/no-bid review of each opportunity.

Here's how:

- Get all the project documents, plans, and specifications.
- Take the time to read them carefully.
- Run calculations on the numbers to see if you can make a decent profit.
- Determine that you have the workforce and equipment to complete the job on time.
- Make sure you can also handle the project's size and scope.
- Look out for any "red flags" that might cause problems if you win the project. Red flags can be things like unknown site conditions, safety concerns, sped-up timelines, or incomplete or incorrect bidding documents.

There are a couple of other things you may want to consider in your review:

- Project location.
- Duration of the project.
- Other companies you may be competing against for the project.
- The client or project owner.

Doing the bid/no bid review and determining which of the other things are most important to your company will help you when it's time to choose an opportunity.

Visit the link for the full article: https://tinyurl.com/2aoem872



EVENTS





Alameda County Transportation Commission Office 1111 Broadway #800, Oakland, CA 94607

V 4:00PM - 6:00PM (PT)

Don't miss this opportunity to meet and network with some of the largest established prime consultants working on numerous local projects that are seeking to partner with your small and local firm!













STACYWITBECK

Jacobs

Kimley » Horn

HERZOG

Registration is limited! Register today at the following link:

https://forms.gle/mLocih7REUmLHQM57





2026 Summer Internship

+ Scholarship Application



One simple on-line application for an opportunity to secure an internship, scholarship, or both!

Who Can Apply:

- Southern California Students
- Students interested in Construction Management (CM) Careers

Benefits:

- Hands-on Experience
- 10-week minimum paid internship
- Interns receive equivalent of \$25/HR
- Scholarships range between \$2 K to

Free Membership:

- Volunteer Activities
- Discounted Event Registration
- CMAA Membership Application

https://www.cmaanet.org/join

Application Deadline: December 18, 2025

Apply Here:

Internship/Scholarship Overview & Application

www.cmaascfndn.org/Internships-&-Scholarships



www.cmaasc.org

California invests nearly \$5 billion for local projects

Continued from page 1

transportation network safe and efficient," said Caltrans Director Dina El-Tawansy. "When added to the various highway projects also approved, this month's action ensures that hundreds of essential improvements in our cities and neighborhoods will better enable people and goods to flow throughout the state and beyond."

"The Commission is committed to ensuring that California's transportation system is safe and reliable for everyone who uses it." said California Transportation Commission Executive Director Tanisha Taylor. "Today's nearly \$5 billion investment in projects will improve multimodal

access to schools and employment centers, boost our growing economy, and reduce out-of-pocket expenses for all Californians.'

Other notable projects include:

- \$10 million to build a floating charging station for zero emission ferries in San Fran-
- \$9.7 million to purchase electric buses for use around the University of California, Los Angeles campus.
- \$8 million to restore fire-damaged irrigation systems and landscaping near Lake Forest in Orange County.

Of the total allocation this month, \$470 million comes through Senate Bill (SB) 1, the Road Repair and Accountability Act of 2017, and \$4.2 billion from the federal Infrastructure Investment and Jobs Act. The larger than normal funding relates almost exclusively to the annual allocation provided to local governments and regional transportation agencies.

California is expected to receive nearly \$42 billion in federal infrastructure funding over a span of five years. These investments will upgrade the state's roads, bridges, rail, public transit, airports, ports and the electric vehicle charging network

SB 1 has invested approximately \$5 billion annually toward transportation projects since 2017. It provides funding split between the state and local agencies. Road projects progress through construction phases more quickly based on the availability of funds, including projects that are partially funded by SB 1.

For more information about transportation and other infrastructure projects funded with state and federal investments, visit build.ca.gov.

SOURCE: https://tinyurl.com/25w3on8o



PUBLIC LEGAL NOTICE ADVERTISEMENTS

UNION SCHOOL DISTRICT

NOTICE TO BIDDERS

- 1. Notice is hereby given that the governing board ("Board") of the Union School District ("District") will receive sealed bids for the following project, Bid No. 200180-LTZ: Lietz Elementary School HVAC Replacement
- 2. The Project consists of:

Removal and replacement of rooftop HVAC equipment at Lietz Elementary School.

3. To bid on this Project, the Bidder is required to possess one or more of the following State of California contractors' license(s): B or C-20

The Bidder's license(s) must remain active and in good standing throughout the term of the Contract.

- 4. To bid on this Project, the Bidder is required to be registered as a public works contractor with the Department of Industrial Relations pursuant to the Labor Code.
- 5. Contract Documents will be available on or after November 3, 2025, and may be downloaded from the District's website, https://www.unionsd.org/community/request-for-proposals-rfp.
- 6. Sealed bids will be received until 1:00 p.m., November 21, 2025, at the District Facilities Office, 5175 Union Avenue, San Jose, California 95124 at or after which time the bids will be opened and publicly read

aloud. Any bid that is submitted after this time shall be nonresponsive and returned to the bidder. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code

- 7. Pursuant to Public Contract Code section 20111.6, only prequalified bidders will be eligible to submit a bid for a public project involving a projected expenditure of \$1 million or more using or planning to use state general fund or state school bond funds. Any bid submitted by a bidder who is not prequalified shall be non-responsive and returned unopened to the bidder. Moreover, any bid listing subcontractors holding C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43 or C-46 licenses for the performance of electrical, mechanical or plumbing components who have not been prequalified shall be deemed nonresponsive.
- 8. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.
- 9. A bid bond by an admitted surety insurer on the form provided by the District a cashier's check or a certified check, drawn to the order of the Union School District, in the amount of ten percent (10%) of the total bid price, shall accompany the Bid Form and Proposal, as a guarantee that the Bidder will, within seven (7) calendar days after the date of the Notice of Award, enter into a contract with the District for the performance of the services as stipulated in the bid.

10. A mandatory pre-bid conference and site visit will be held on November 10, 2025, at 9:00 a.m. at Lietz Elementary School (5300 Carter Ave, San Jose, CA 95118), California. All participants are required to sign in front of the Administration Building. The site visit is expected to take approximately 1 hour. Failure to attend or tardiness will render bid ineligible.

- 11. The successful Bidder shall be required to furnish a 100% Performance Bond and a 100% Payment Bond if it is awarded the Contract for the Work.
- 12. The successful Bidder and its subcontractors shall comply with sections 2449, 2449.1, 2449.2 of Title 13 of the California Code of Regulations, including by providing Certificate(s) of Reported Compliance for In-Use Off-Road Diesel-Fueled Fleets for the fleet selected for the contract and their listed subcontractors, if applicable, with its executed Contract.
- 13. The successful Bidder may substitute securities for any monies withheld by the District to ensure performance under the Contract, in accordance with the provisions of section 22300 of the Public Contract Code.
- 14. The successful Bidder will be required to certify that it either meets the Disabled Veteran Business Enterprise ("DVBE") goal of three percent (3%) participation or made a good faith effort to solicit DVBE participation in this Contract if it is awarded the Contract for the Work.
- 15. The Contractor and all Subcontractors under the Contractor shall pay all workers on all Work performed pursuant to this Contract not less than the

general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the Department of Industrial Relations, State of California, for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to section 1770 et seq. of the California Labor Code. Prevailing wage rates are also available from the District or on the Internet at:

16. This Project is subject to labor compliance monitoring and enforcement by the Department of Industrial Relations pursuant to Labor Code section 1771.4 and subject to the requirements of Title 8 of the California Code of Regulations. The successful Bidder shall comply with all requirements of Division 2, Part 7, Chapter 1, Articles 1-5 of the Labor Code.

17. The District shall award the Contract, if it awards it at all, to the lowest responsive responsible bidder based on:

A. The base bid amount only.

18. The Board reserves the right to reject any and all bids and/or waive any irregularity in any bid received. If the District awards the Contract, the security of unsuccessful bidder(s) shall be returned within sixty (60) days from the time the award is made. Unless otherwise required by law, no bidder may withdraw its bid for ninety (90) days after the date of the bid opening.

10/30, 11/6/25 CNS-3981189# SMALL BUSINESS EXCHANGE



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. 2025-F-071, Scheduled Drydocking and Capital Improve-

ments for MV Golden Gate. Interested Bidders must submit bids by way of upload to the District's Procurement Portal: https://ggbhtd.bonfirehub.com by November 17, 2025, at 2:00 p.m., PT, at which time bids will be publicly opened and read.

A non-mandatory pre-bid conference will be held online only via Microsoft Teams on Monday, October 27, 2025, at 11:30 A.M., PT.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by November 3, 2025, at 4:00 p.m., PT. Conference link/information can be found in the bid documents The Bid Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1. Go to the District's Procurement Portal: https://ggbhtd.bonfirehub.com.
- 2. Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.

3. Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this Contract, please contact Johnathan Lucas, Contracts Officer, at (415)-923-2091.

/s/ Johnathan Lucas, Contracts Officer Dated: October 14, 2025 10/23, 10/30/25 CNS-3977445# SMALL BUSINESS EXCHANGE

How People Around the World View Al

[Article originally appeared in www.pewresearch.org]

By Jacob Poushter, Moira Fagan and Manolo Corichi

As the use of artificial intelligence (AI) increases rapidly, most people across 25 countries surveyed say they have heard or read at least a little about the technology.

And on balance, people are more concerned than excited about its growing presence in daily life.

A median of 34% of adults across these countries have heard or read a lot about AI, while 47% have heard a little and 14% say they've heard nothing at all, according to a spring 2025 Pew Research Center survey.

But many are worried about AI's effects on daily life. A median of 34% of adults say they are more concerned than excited about the increased use of AI, while 42% are equally concerned and excited. A median of 16% are more excited than concerned.

Concerns about AI are especially common in the United States, Italy, Australia, Brazil and Greece, where about half of adults say they are more concerned than excited. But as few as 16% in South Korea are mainly concerned about the prospect of AI in their lives.

In fact, in many countries surveyed, a larger share of people are equally excited and concerned about the growing use of AI. In no country surveyed do more than three-in-ten adults say they are mainly excited.

The survey also finds a strong correlation between a country's income – as measured by gross domestic product per capita – and awareness of AI. People in higher-income nations tend to have heard more about AI than those in less wealthy economies. For example, around half of adults in the comparatively wealthy countries of Japan, Germany, France and the U.S. have heard a lot about AI, but only 14% in India and 12% in Kenya say the same.

Trust in government to regulate AI

The survey also asked whether people trust their own country, the European Union, the U.S. and China to regulate the use of AI effectively.

Most people trust their own country to regulate AI. This includes 89% of adults in India, 74% in Indonesia and 72% in Israel. At the other end of the spectrum, only 22% of Greeks trust their country to regulate AI effectively.

Americans are almost evenly divided between trust in their country to regulate AI (44%) and distrust (47%).

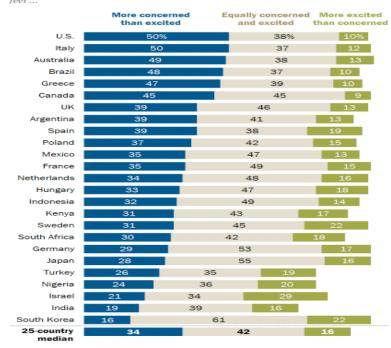
Generally, people who are more enthusiastic about AI are more likely to trust their country to regulate the technology. And in many countries, views on this question are related to party affiliation or support for the governing coalition.

In the U.S., for example, a majority of Republicans and independents who lean toward the Republican Party (54%) trust the U.S. to regulate AI effectively, compared with a smaller share of Democrats and Democratic Party leaners (36%).

Continued on page 11

How do people around the world feel about the rise of AI in daily life?

% who say the increased use of artificial intelligence in daily life makes them



Note: Those who did not answer are not shown Source: Spring 2025 Global Attitudes Survey.

PEW RESEARCH CENTER



FICTITIOUS BUSINESS NAME STATEMENTS

For Fictitious Business Name rate sheet and instructions, please email Nabil Vo at nvo@sbeinc.com

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): **Alta Bella Apartments** 1310 Turk Street, San Francisco, CA 94115 BEMZ Chan Family L.P. (CA) Address of Registrant #1 **58 Condon Ct., San Mateo, CA 94403**

This business is conducted by a limited liability company.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-01-1979**

Signed: Bianne Chan

This statement was filed with the County Clerk of San Francisco County on **10-02-2025.**

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:

Liana Diep-Lee Deputy County Clerk 10-02-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s)

B&C Painting & Decorating

Address 4026 3rd Street #301, San Francisco, CA 94124 Full Name of Registrant #1

Barbara Brooks
Address of Registrant #1
4026 3rd Street #301, 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 06-23-1986.

Signed: Barbara Brooks

This statement was filed with the County Clerk of San Francisco County on 10-16-2025.

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:

Monika Leng Deputy County Clerk 10-16-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407453

Fictitious Business Name(s):

1.) Buffalo Kitchen

Buffalo Canteen BK Canteen Buffalo Catering

BK Catering

6.) Alohana

107 Leland Avenue, San Francisco, CA 94134 Full Name of Registrant #1

Southeast Ohana Group, LLC (CA)

Address of Registrant #1
736 Olmstead Street, San Francisco, CA 94134

This business is conducted by a limited liability company.

The registrant(s) commenced to transact business the fictitious business name(s) listed above on 10-01-2025.

Signed: Wilbur Moy

This statement was filed with the County Clerk of San Francisco County on **10-03-2025.**

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:

Monika Leng Deputy County Clerk 10-03-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):
Cipher Roadways, Professional Corporation

San Francisco, CA 94132

2921 21st Avenue
San Francisco, CA 94132
Full Name of Registrant #1
Cipher Roadway, Professional Corporation (CA)

2921 21st Avenue

This business is conducted by a corporation.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-17-2025.**

Signed: Edward Fok

This statement was filed with the County Clerk of San Francisco County on 10-17-2025.

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:

Mariedyne Nadonza Deputy County Clerk 10-17-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

1.) Climate Smart Coffee

2.) Climate Smart Cocoa

95 3rd Street, 2nd Fl San Francisco, CA 94103 Full Name of Registrant #1 Sprout, Inc (CA)

Address of Registrant #1 95 3rd Street, 2nd Fl San Francisco, CA 94103

This business is conducted by a corporation.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on ${\bf N/A.}$

Signed: Ashley King-Bischof

This statement was filed with the County Clerk of San Francisco County on **10-08-2025.**

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:

Monika Leng Deputy County Clerk 10-08-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407525

Fictitious Business Name(s):
1.) Everstone Mortgage
2.) Yamo Processing

3130 20th Street #311, San Francisco, CA 94110

Full Name of Registrant #1

Speech Intelligence, Inc. (DE)

Address of Registrant #1

3130 20th Street #311, 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: Zhengcheng Shi

This statement was filed with the County Clerk of San Francisco County on **10-10-2025.**

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:

Mariedvne Nadonza Deputy County Clerk 10-10-2025

10/16/25 + 10/23/25 + 10/30/25 + 11/06/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

FanInTee

563 Arballo Drive, San Francisco, CA 94132 Full Name of Registrant
Guillaume Faddoul

Address of Registrant #1
563 Arballo Drive, San Francisco, CA 94132

This business is conducted by an individual.

The registrant(s) commenced to transact business the fictitious business name(s) listed above on 09-01-2025.

Signed: Guillaume Faddoul

This statement was filed with the County Clerk of San Francisco County on **10-09-2025**

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.

Melvin Galvez Deputy County Clerk 10-09-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

1.) Gigi's Soto Mare

Sotto Mare Oysteria & Seafood Restaurant
 Sotto Mare Oysteria & Seafood Restaurant
 Gigi's Sotto Mare Oysteria & Seafood Restaurant
 Sotto Mare Oysteria & Seafood Restaurant
 Sotto Mare Oysteria & Seafood Restaurant

552 Green Street, San Francisco, CA 94133

Full Name of Registrant #1
North Beach Enterprises LLC (CA) Address of Registrant #1

2484 16th 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 **10-01-2014.**

Signed: Richard Azzolino

This statement was filed with the County Clerk of San Francisco County on 10-09-2025

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:

Liana Diep-Lee Deputy County Clerk 10-09-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407428

Fictitious Business Name(s):

Golden Merino

01-01-2025.

Address
845 Hyde Street #3, San Francisco, CA 94109 Jonathan Gurdal
Address of Registrant #1
845 Hyde Street #3, 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

Signed: Jonathan Gurdal

This statement was filed with the County Clerk of San Francisco County on **09-29-2025.**

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:

Monika Leng Deputy County Clerk 09-29-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

InBalance Leadership Group

507 12th Avenue
San Francisco, CA 94118
Full Name of Registrant #1
Clifford Yee

Address of Registrant #1

507 12th Avenue San Francisco, CA 94118

This business is conducted by an individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10-01-2025.

Signed: Clifford Yee

This statement was filed with the County Clerk of San Francisco County on 10-16-2025.

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

Filed: Melvin Galvez

Deputy County Clerk 10-16-2025 10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

Little Valley ABA

Address 272 1/2 Jersey Street San Francisco, CA 94114 Full Name of Registrant #1 Christine Koenig

Address of Registrant #1 272 1/2 Jersey Street 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 under the fictit **09-23-2025.**

Signed: Christine Koenig

This statement was filed with the County Clerk of San Francisco County on **10-16-2025.**

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:

Monika Leng Deputy County Clerk 10-16-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407284

Fictitious Business Name(s):

OT Bay Builders SF

Address
2001 Van Ness Avenue, STE 300
San Francisco, CA 94109
Full Name of Registrant #1
OT Bay Builders Inc (CA)
Address of Registrant #1
1580 Oakland Rd., STE C106
San Jose, CA 95131

This business is conducted by a corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **04-15-2025**

Signed: Yotam Vezumski

This statement was filed with the County Clerk of San Francisco County on **09-08-2025**

Notice: This fictitious name statement expires five years Notice: Inis lictitious name statement expires nive 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:

Monika Leng Deputy County Clerk 09-08-2025

10/16/25 + 10/23/25 + 10/30/25 + 11/06/25



FICTITIOUS BUSINESS NAME STATEMENTS

File No. 2025-0407657

Fictitious Business Name(s): **Empanadisima**

1 California Street San Francisco, CA 94111
Full Name of Registrant #1
LATAMCO LLC (CA)
Address of Registrant #1
1 California Street San Francisco, CA 94111

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

Signed: Carlos E. Hernandez

This statement was filed with the County Clerk of San Francisco County on 10-24-2025

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.

Mariedvne Nadonza Filed: Deputy County Clerk 10-24-2025

10/30/25 + 11/06/25 + 11/13/25 + 11/20/25

FICTITIOUS BUSINESS NAME STATEMENT

File No. 2025-0407534 Fictitious Business Name(s):

Flower Child Studio Address 1444 Taraval Street San Francisco, CA 94116
Full Name of Registrant #1
Flower Child Studio LLC (CA) Address of Registrant #1
1444 Taraval Street 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 N/A.

Signed: Ava Kennedy

This statement was filed with the County Clerk of San Francisco County on **10-14-2025**

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 10-14-2025

s10/30/25 + 11/06/25 + 11/13/25 + 11/20/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

Address
3880 Sacramento Street San Francisco, CA 94118 Full Name of Registrant #1 Glo Brooke LLC (DE) Address of Registrant 3880 Sacramento Street San Francisco, CA 94118

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 $\bf 08-08-2025$.

Signed: Gloria Zhu

This statement was filed with the County Clerk of San Francisco County on **09-08-2025**.

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:

Monika Leng Deputy County Clerk 09-08-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407441

Fictitious Business Name(s): **Shukri Soap Co.**

466 Naples Street San Francisco, CA 94112 Full Name of Registrant #1 Amron Chisti Address of Registrant #1
466 Naples Street San Francisco, CA 94112

This business is conducted by an individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-01-2025.**

Signed: Amron Chisti

This statement was filed with the County Clerk of San Francisco County on 10-02-2025.

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.

Monika Leng Deputy County Clerk 10-02-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407411

Fictitious Business Name(s): **Spots Cleaning Services** Address
829 York Street, Apt 3
8an Francisco, CA 94110
Full Name of Registrant #1
Carmen Galarza Hernandez

Address of Registrant #1 829 York Street, Apt 3 San Francisco, CA 94110

This business is conducted by an individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on under the fiction **09-15-2025.**

Signed: Carmen Galarza Hernandez

This statement was filed with the County Clerk of San Francisco County on 09-26-2025.

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.

Giselle Romo Deputy County Clerk 09-26-2025

10/23/25 + 10/30/25 + 11/06/25 + 11/13/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407568

Fictitious Business Name(s): **WITHINSIGHT**

461 Landale Avenue San Francisco, CA 94127 Full Name of Registrant #1 Javson Morris ress of Registrant #1 461 Landale Avenue San Francisco, CA 94127

This business is conducted by an individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 09-23-2025.

Signed: Jayson Morris

This statement was filed with the County Clerk of San Francisco County on 10-16-2025

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:

Monika Leng Deputy County Clerk 10-16-2025

10/30/25 + 11/06/25 + 11/13/25 + 11/20/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407451

Fictitious Business Name(s):

) Wok Shop The Wok Shop

www.wokshop.com

718 Grant Avenue, San Francisco, CA 94108Full Name of Registrant #1 Chan Tane

Address of Registrant #1
718 Grant Avenue, San Francisco, CA 94108

This business is conducted by an individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-01-1997**

Signed: Chan Tane

This statement was filed with the County Clerk of San Francisco County on 10-03-2025.

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

Filed:

Melvin Galvez Deputy County Clerk 10-03-2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): Acorn Home Furnishing & Design Address
1201 California Street Unit 1203 San Francisco, CA 94109 Full Name of Registrant #1 JV Staging, LLC (CA) Address of Registrant #1
1201 California Street #1203 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 **09-26-2025**

Signed: Jane Mudge

This statement was filed with the County Clerk of San Francisco County on **09-26-2025.**

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

Filed:

Maribel Jaldon Deputy County Clerk 09-26-2025

10/02/25 + 10/09/25 + 10/16/25 + 10/23/25

FICTITIOUS BUSINESS NAME STATEMENT File No. 2025-0407696

Fictitious Business Name(s): 1.) KOEHNER BRANDS
2.) BOREL BRANDS

1160 BATTERY ST E STE 100 SAN FRANCISCO, CA 94111 Full Name of Registrant #1 KOEHNER LLC (CA) Address of Registrant #1
1160 BATTERY ST E STE 100 SAN FRANCISCO, CA 94111

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 **10-27-2025.**

Signed: Mitchell E. Harper

This statement was filed with the County Clerk of San Francisco County on 10-29-2025

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

Filed:

Maribel Osoria Deputy County Clerk 10-29-2025

10/30/25 + 11/06/25 + 11/13/25 + 11/20/25



CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME
CASE NO. CNC 25-560138

PETITIONER OR ATTORNEY Lindsay Green 4207 25th Street San Francisco, CA 94114

TO ALL INTERESTED PERSONS: Lindsay Green
for a decree changing names as follows:

Maxwell Oliver Green aka Max Oliver Green Maxwell Jupiter Green

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 06, 2025 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

ANGELICA SUNGA, Clerk of the Court DATED - SEPTEMBER 25, 2025

10/09/25 + 10/16/25 + 10/23/25 + 10/30/25

How People Around the World View Al

Continued from page 9

When it comes to other regulating entities, more people globally tend to trust the EU to regulate AI than trust the U.S. or China.

A median of 53% of adults in the surveyed countries trust the EU to regulate AI, while 37% trust the U.S. and 27% trust China.

Trust in the EU varies widely among the organization's member nations: Adults in Germany and Netherlands are the most trusting, while their counterparts in France, Greece, Italy and Poland are the least trusting. Overall, a median of 54% across the nine member nations surveyed trust the EU to regulate AI, while 48% across the nonmember nations surveyed say the same.

Public trust in various actors to regulate AI is closely tied to how people view them overall. Generally, people with a more positive view of the EU, the U.S. and China are more likely to trust them to regulate AI effectively.

Visit link for the full article: https://tinyurl.com/27xclpz4



12 SMALL BUSINESS EXCHANGE OCTOBER 30, 2025 - NOVEMBER 05, 2025



SUCCESS STORIES

Siege Electric



[Article originally appeared in https://calosba.ca.gov]

Siege Electric, led by owner Joshua Middleton, wanted to expand their business by obtaining certifications and uncovering opportunities as a Small Business Enterprise (SBE) and Disabled Veteran Business Enterprise (DVBE). Joshua turned to the San Diego & Imperial Valley SBDC (SDIV SBDC) for guidance. Working closely with procurement professionals, Siege Electric was able to navigate the complex land-scape of certifications and identify opportunities where they could deliver both competitive value and technical proficiency.

"The SBDC helped me understand how to pursue the right certifications and opportunities," said Joshua. "Their support gave us the tools to compete and succeed in the public works sector."

Over the course of four years, Siege Electric built a strong partnership with the SBDC that helped propel the company forward. Today, Siege Electric proudly showcases more than \$6 million in SBE/DVBE participation work and over 100,000 project hours completed — a milestone that highlights their dedication to excellence and the power of collaboration.

Visit Siege Electric online, here https://siege-electric.com/

And if you're interested in learning more about how we can support your business in pursuing contracts, go to our Doing Business with the State page to get information and find resources like online near you.

SOURCE: https://tinyurl.com/25fexq8j

Tacos Tortas & More



[Article originally appeared in https://sdivsbdc.org]

After nearly two decades working in the restaurant industry and a successful career as a news reporter and producer for Telemundo, the owner realized her true calling was in hospitality. Launching a restaurant is never easy, especially when evaluating the risks and opportunities of taking over an existing business. The Small Business Development Center (SBDC) and consultant Shawn played a pivotal role in this journey.

Through one-on- one consultations, the SBDC helped the owner evaluate business opportunities, develop a comprehensive business plan, and access the capital needed to launch. "Everybody at SBDC has been super helpful, guiding me to get the best resources and to make the best deci-

sions," the owner shared. The SBDC's technical assistance was instrumental, particularly in navigating the complexities of financing. Business Story Summary With their support, the owner secured a \$40,000 small business loan and contributed \$80,000 of personal funds to bring the vision to life.

The SBDC's guidance didn't stop at launch; ongoing support included connecting the owner to additional resources and providing mentorship as the business grew. Since opening, Tacos & Tortas OB has become a beloved local spot, celebrated for its authentic cuisine and warm atmosphere. The owner's journey demonstrates the power of perseverance, community support, and expert guidance.

SOURCE: https://tinyurl.com/26wqhyra

My Sons and Me Cleaning

[Article originally appeared in https://calosba.ca.gov]

Rolesha Anderson wanted to succeed in state contracting but struggled after losing three to four bids. She connected with Victor Londot at the Orange County Inland Empire SBDC (OCIE SBDC), who sat down with her to break down the solicitation — explaining what documents were required and why. Together, they went line by line through the requirements and Victor shared effective ways for her to respond.

"Victor's support helped me finally understand the bid process and what agencies were really looking for," shared Rolesha. "He gave me the tools and confidence to compete."

Now, after experiencing the full contracting lifecycle, Rolesha's business has moved from bid losses to winning two to three contract awards.

Visit My Sons and Me Cleaning online, here https://www.mysonsandmecleaning.com/

And if you're interested in learning more about how we can support your business in pursuing contracts, go to our Doing Business with the State page to get information and find resources like online near you.

SOURCE: https://tinyurl.com/2apu3t8e



Epitope Diagnostics Inc.

[Article originally appeared in https://sdivsbdc.org]

Epitope Diagnostics, Inc., based in San Diego, was founded to deliver accurate diagnostic testing while prioritizing patient care and supporting laboratory staff through innovative solutions. With global demand for medical diagnostics rising, Epitope faced challenges such as regulatory complexity and building international partnerships. To accelerate its global strategy, the company joined World Trade Center San Diego's MetroConnect export accelerator as one of 15 selected companies.

Through MetroConnect, Epitope received a \$5,000 grant, executive workshops, and access to WTC-SD's international network, including the U.S. Commercial Service—resources that helped the company expand into competitive markets like Germany and the United Arab Emirates. These resources enabled the company to connect with vetted partners and customers in key markets such as

Belgium, Germany, India, Iraq, and Saudi Arabia through programs like the International Partner Search and Initial Market Check.

With guidance from Export SBDC advisor Simona Racek, Epitope secured an additional \$7,500 STEP grant, complementing its Metro-Connect support. These funds enabled the company to attend major trade shows in Singapore, Vienna, Malaysia, Dubai, and Germany, and advertise in clinical journals—boosting global visibility. The impact was significant: Epitope finalized eight new distribution agreements, secured 25 contracts, and increased international sales by 55%. To sustain growth, the company added nine full-time employees, six in San Diego. As a top performer, Epitope became a finalist in MetroConnect's Grand Prize PitchFest, earning further exposure and proving how export programs empower small businesses globally.

SOURCE: https://tinyurl.com/28uvn69c