

SMALL BUSINESS EXCHANGE

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34 YEARS

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February 14, 2019

2018 U.S. and Canadian Construction Performances in Review



Image Credit by pixabay.com

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

By ConstructConnect Project Research,

Despite strong economic growth, total construction starts in the US fell by 5.0% in 2018 to reach \$744 billion. Residential construction starts experienced the steepest decline, by 9.5%, dragged down by a 26.7% contraction in new multi-family units. Nonresidential building starts fell by 7.1%, but a number of large projects in 2017 fell out of the annual growth calculation, exacerbating the annual decline. By contrast, civil engineering starts increased 8.8%, boosted by new pipeline and bridge projects.

North of the border, the story was more positive, with Canadian construction starts increasing by 20%. Growth of more than 80% in the nonresidential sector was boosted by large projects in the transportation and industrial sectors. A large bridge project supported growth of 10.1% in civil engineering construction. However there are signs that efforts to cool the housing sector may be starting to bite—residential construction starts dipped by 14.8%.

U.S. Year in Review

U.S. economic activity was robust through the course of 2018. GDP grew at an annual rate of 2.2% in Q1, accelerating to an annual rate above 4% in Q2, before slowing back below an estimated 3% in Q4. In 2018 as a whole, GDP growth is estimated at 2.9% (with data through Q3), equaling the fastest pace since the end of the global financial crisis. Several factors combined to support stronger economic activity. First, the labor market remained strong – the economy added an average of 220,000 jobs per month and the unemployment rate was below 4% for most of the year, the lowest rate since the late-1960s. Wage growth, elusive since the global financial crisis, has improved, with average hourly earnings increasing 2.9% in 2018. The business sector was also strong, boosted by the corporate tax cut at the end of 2017. Despite signs of slowing external demand, exports continued to rise by a healthy 4.1%, but strong domestic demand saw imports rise 4.7%, so net trade made a small negative contribution to GDP growth. Strong economic activity led to the Federal Reserve increasing its benchmark interest rate four times

Continued on page 7

Transitions: A Letter from Greenlining Institute President Orson Aguilar

By Orson Aguilar,

Dear Friends and Allies,

My passion for public service stems from my upbringing in the East Los Angeles neighborhood of Boyle Heights. My parents came to this country as undocumented immigrants seeking better economic opportunities. My birth in Los Angeles in 1974 provided a path to legal residency for my parents. Approximately seven years after their residency, they became U.S. Citizens.

Both of my parents worked extremely hard in working-class jobs while my two older siblings and I attended local public schools. Together we spent the first 18 years of my life in the same two bedroom apartment in The Wyvernwood Gardens, an apartment complex with over 10,000 residents. There, I witnessed families working extremely hard to achieve the American Dream. Over the years, I saw some families thrive while I also saw many struggle. Nearby pollution from factories and freeways led to public health is-

suces, while families struggled to get by, stuck in low-wage jobs. We attended low-performing schools with few options for after-school activities. The police regularly harassed my community, treating us inhumanely and with little respect. Many of us, myself included, fell victims to the criminal justice system.

Thanks to the hard work of civil rights leaders who fought for affirmative action, I was given my ticket out of the barrio. I was admitted to U.C. Santa Cruz under “special circumstance” since I only had a 2.8 GPA and poor test scores. At U.C. Santa Cruz, I was supported by a variety of programs that were created to help students like me succeed. In my junior year of college I was admitted to the Public Policy and International Affairs program that paved the way for me to get a full scholarship for a master’s degree in Public Policy. In summary, I succeeded because other advocates fought to create access and opportunities for people like me.

In between graduate school, I found my way to Greenlining, thanks to our amazing Leadership Academy. Upon graduating with my master’s degree, I arrived at Greenlining in 1999 as a program manager, ready to learn how to advocate for a fair and inclusive economy. Little did I realize then that that I would eventually become the second President in Greenlining’s history.

Twenty years — I almost can’t believe it when I do the math. I came to Greenlining 20 years ago, fueled by all of my community’s struggle and hope. It has been 11 years since the Greenlining Board appointed me as the organization’s second President. Over the last 10 years, our staff has grown from about 13 to almost 50 and our budget has more than doubled. We went from being completely dependent on corporate funding to being more heavily supported by foundations. We completed a successful move to Oakland and further strengthened our asset base to over \$25 million. More importantly, we’ve achieved

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Business Toolkit

Chatbots for Customer Service: How Small Businesses are Using Them

By Anita Campbell,

Chatbots are computer programs that are able to converse with people online using human-like speech. They're common within messaging apps and live chat features to help businesses answer customer queries, increase sales and save time. And they're getting more popular by the day. In fact, 80 percent of businesses plan on using chatbots by 2020, according to a study from Oracle.

Not sure how a chatbot could benefit your organization? Here are some of the most popular ways this type of technology is being deployed currently.

Answering Frequently Asked Questions

At some point throughout the buying process, customers are likely to have questions. Small businesses don't always have the resources to respond 24/7. And doing so manually isn't very efficient. But chatbots can help you respond quickly and save time on answering the same queries over and over again.

Say you have a software company and potential buyers often want to learn more about how to actually deploy the program before purchasing. You can offer a chat option on your website and have a chatbot recognize when someone is asking about deployment. It can then provide step-by-step instructions in a way people understand. If customers then have further questions that

aren't as common, it can direct those customers to an actual customer service agent who will provide more personalized answers. But if 90 percent of the questions you receive are about the same few things, having an automated system for responding can save you a ton of time on customer service.

Creating a Unique Social Experience

Chatbots don't have to only live on your website. In fact, brands like Quartz are reaching out to customers using chatbots in Facebook Messenger to increase engagement. The economic news site shares snippets from stories or unique facts with customers in a message. Then it engages in a back-and-forth conversation with those who respond, diving even deeper into the topic.

This idea doesn't just apply to media companies. Retailers could use the app to ask customers questions about current fashion trends and then make product recommendations based on that information. Or food producers could use it to offer tailored recipes to customers who are looking to use a specific ingredient in their upcoming dinner.

Making Product Recommendations

Whether in a messaging app or your own site or app, chatbots can be especially valuable in helping customers find the products that are best suited to their preferences.

For example, beauty retailer Sephora's mobile app offers a "virtual try-on" feature that lets you see different products over a photo of yourself. Similarly, Zenni Optical does this with the eyeglasses you may want to purchase. Many fashion retailers now have ways in which customers can enter their favorite clothing items and sizes in order to receive suggestions of similar items from the brand that would fit nicely.*** You can even share a photo of a celebrity or friend and ask it to find a similar shade of lipstick or blush. This technology actually uses chatbots to make suggestions and direct you toward products that fit your particular tastes.

Automating Sales

Your business probably has a sales process that is fairly consistent -- whether you know it or not. It likely involves getting a customer's attention, directing them to your website, qualifying the lead, sharing an offer, answering questions or concerns about the product and then eventually closing the sale. Chatbots can help you through various parts of this process.

For example, if you are a business consultant, you could set up a chatbot on your website designed to qualify leads and then direct them to set up a consultation. Not everyone who visits your website will necessarily be ready to buy, but you could have a chat pop up that asks people about their business idea, what step of the

process they're currently facing and what their struggles are. If they have a few key characteristics, like a newer business that is struggling with online marketing, you can have the chatbot direct them to your scheduling platform. For large investments, customers probably won't actually purchase without talking to a real person first, but chatbots can help them set up a free consultation so they can learn more about actually working with you.

Creating a Unique Character

Your chatbot doesn't have to act as a generic salesman or customer service rep. You can give it a unique personality or character that encourages people to actually interact with you and build some brand loyalty.

For example, Disney created a chatbot-based activity on Facebook Messenger that allowed people to essentially solve crimes with Judy, the main character from Zootopia. By including speech that Judy would say in the movie, it made kids feel like they were part of the action. And creating a game of it made them more interested in the movie itself, and thus more likely to buy tickets.

SOURCE:

<https://www.sba.gov/blogs/chatbots-customer-service-how-small-businesses-are-using-them>



Smart Ways TO WORK

by Odette Pollar

Finding Learning Time

"Now that my company is letting employees invest some of our 401(k)'s, I really ought to learn more about financial matters." Pick up the financial pages in your local paper or listen to radio programs and this sea of new terms washes

over you. Stocks, bonds, annualized yield, covered calls, APR, net earnings, options. You are bombarded with language and terms that you not only don't understand, but find truly alien. Your anxiety level rises. How are you supposed to learn all this in order to make intelligent decisions?

Continuous learning is the new trend, whether that is technology, finances, course work, or changing work procedures. When faced with new-to-you issues, it can be difficult to admit to not understanding things that seemingly "everyone else does." Not knowing can feel like being out-of-control. Children love the unknown and find learning new things fun and exciting. They don't mind making mistakes or coming up with

a close approximation. Adults, on the other hand, who are concerned with ego, position, and self-respect, often find unfamiliar territory uncomfortable. The issue for others, is simply a time crunch—who has months available to study the new tax code?

Here is a strategy for reducing the anxiety associated with new or complex information. There are ways to break down the "newness" so that you can begin to grasp and internalize the information. The first thing to do is not panic at the volume. Think about your learning as a curve plotted on a graph. Give yourself a time frame for grasping basic concepts. For example, in six months you will have an entry level understanding of what goes into a financial plan. The next

chunk to tackle might be how to manage debt/savings/investment.

Begin to read about financial issues. Subscribe to one magazine, journal or newsletter on the subject that you are interested in. Resist the temptation to subscribe to six or eight. Initially, make sure you read one thoroughly and then add more when you are ready. Also, you will be better able to make an informed decision about which additional journals to subscribe.

Each week learn one new piece of information, such as what are stocks and how are they created.

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Access to Capital

Ready to Grow Your Business?

How to Access Capital for Your Veteran-owned Business

By Larry Stubblefield,

It all starts with a great business idea. You've done the research and know this business idea could be the start of something great. But building your business requires more than a great idea and hard work – you need money.

Access to capital is essential to getting your business off the ground and through the startup phase of the business lifecycle. Whether you access personal savings or receive assistance through a loan, the U.S. Small Business Administration recognizes that capital is a tricky topic for prospective (and current) small business owners. There are a number of SBA resources you can take advantage of in order to access capital for your veteran-owned business.

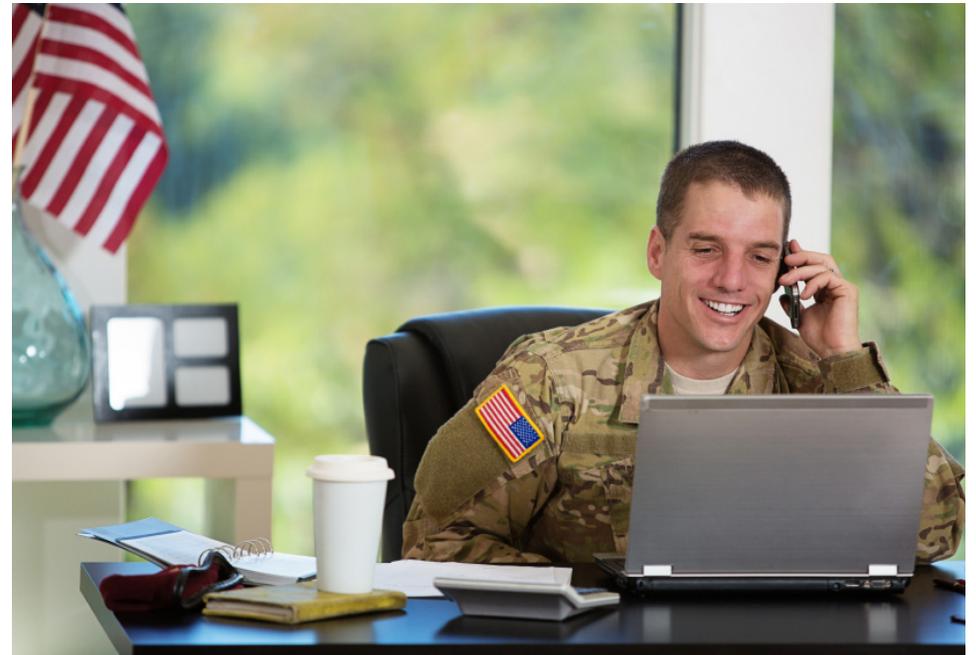
Veterans typically need less than \$50,000 to get started. In fact, 50% of veteran owned businesses report downloading Adobe Reader to read this link content using \$25,000 or less in capital for startup or acquisition. Tools like SBA Lender Match walk you through the process, matching you with a lender who can answer your specific needs. Qualified veterans and military members (including spouses)

may receive reduced upfront guaranty fees on select SBA 7a loans. Make sure to note your veteran or military status to the lender during initial conversations. The VET Act of 2015 (effective policy) saved veterans approximately \$4.8 million in FY17. Overall, this veteran fee relief has saved veteran business owners \$37 million.

Still not sure what kind of capital assistance you may need? See the list below for additional resources.

- 1. Get in touch with a local SBA office.** There are Veterans Business Outreach Centers (VBOCs) and SBA District Offices located across the country. From there, a business advisor can either guide you through the steps you need to take or refer you to a different qualified partner within the SBA network.
- 2. Explore SBA's online tools.** There are tons of resources on the SBA website that you can access whenever, wherever. Learn how to calculate your startup costs or even how to access funding as you grow your business.

■ Continued on page 4



California Sub-Bid Request Ads



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

SUBS

Survey, Electrical, Fencing, Masonry, AC Paving

SUPPLIERS

Aggregate, Rip Rap, Misc Iron & Steel, Sewer Pump Well, Ready Mix Concrete, Pipeline Materials

HI-Desert Water District Wastewater Reclamation Project Phase 1 Collection System

Bid Package B3 Kickapoo Pump Station

Located in Yucca Valley, San Bernardino County, California

HI-Desert Water District

BID DATE February 26, 2019 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

Plans/specs are available for viewing at our office by appointment, and by Sukut FTP at no cost. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

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

Sukut Construction, LLC
An Equal Opportunity Employer

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

HORSETHIEF CANYON WATER RECLAMATION FACILITY EXPANSION

Owner: **Elsinore Valley Municipal Water District (EVMWD)**

Location: **Corona, CA**

Bid Date: **March 7, 2019 @ 2:00 P.M.**

J.F. Shea Construction, Inc.

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

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

Contact: Lori Olivas, lori.olivas@jfshea.com

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

Demolition, Geotextiles, Riprap, Aggregate, AC Paving, HDPE Liner, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Welding, Structural Steel, Miscellaneous Metals, Architectural Casework, Insulation, Sealants, Metal Doors/Frames/Hardware, Overhead Coiling Doors, Glazing, Louvers, Metal Framing and Drywall, Painting & Coatings, Signage, Fire Protection, Metal Building Systems, Truck Scale System, HVAC, Equipment, Electrical & Instrumentation

Plans and Specifications: You may obtain a free download from EVMWD's online bid system at: <https://www.planetbids.com/portal/portal.cfm?CompanyID=32069&BidID=54310>

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

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Public Legal Notices
Job Listings

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



California Sub-Bid Request Ads

BGINIBBI

Project Name: Sunnydale HOPE SF
Phase 1A-1 & 1A-2 Infrastructure
(Selective Trades)

Location: San Francisco, California
Bid Date: March 11, 2019 @ 2:00pm

Pre-Bid Meeting: February 25, 2019 @ 10:30am
1000 Brannan Street, Ste 102 San Francisco, CA
Labor Requirements: Prevailing Wage
Project Schedule: June 2019 – December 2019

Baines Group, Inc. / Nibbi Brothers Joint Venture have been selected as the General Contractor for the Sunnydale HOPE SF Phase 1A-1 & 1A-2 Infrastructure in San Francisco, CA. We are in receipt of the bid documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) for Design-Build Shoring & Underpinning. **The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%.** For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Ian Fernando at (415) 581-2307 or ian.fernando@sfgov.org at the City and County of San Francisco Contract Monitoring Division. Mass excavation and grading for new infrastructure. Sheet grading for future vertical development areas that are within Phase 1A-1 & 1A-2. Install all new underground utilities and construct a joint trench system for dry utilities. Complete all street improvements including the continuation of Sunrise Street, new "A" Street, new Center Street, and temporary Sunrise connection to Santos Street. Complete all infrastructure required for Stormwater Management. Complete all landscape and irrigation within Public Improvements. Hydro seed graded areas outside Public Improvements.

For any questions on accessing bid documents please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinm@nibbi.com.

For specific questions regarding this project please contact Paris Paraskeva, Estimator or Michael Cafferkey, Precon PM via email, parisp@nibbi.com / michaelc@nibbi.com.

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors
and Suppliers for the following trades:

Rough Carpentry / Finish Carpentry / Insulation / Roofing / Sheet Metal / Doors, Frames, Hardware / Overhead Coiling Doors / Tile, Stone, Masonry / Acoustical Ceilings / Flooring / Concrete Staining, Sealers, Polishing / Painting / Misc. Specialties / Toilet & Bath Accessories / Pest Control / Trash Chutes & Compactors / Window Treatments / Landscape / Asphalt Paving & Striping / Site Concrete, Pavers

681 FLORIDA STREET - REMAINING TRADES
681 Florida St, San Francisco, CA 94110

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

BID DATE: 2/28/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.



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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Aerated Grit Tanks and Gallery Improvements Project in Oakland, CA.

<http://www.dgs.ca.gov> / http://www.dot.ca.gov/hq/bep/find_certified.htm /

<http://www.acgov.org/auditor/sleb/>
<http://sf-hrc.org/>

<http://www.portofoakland.com/srd>

Subcontractors and Suppliers for the following project:

**Aerated Grit Tanks and
Gallery Improvements Project**
Specification No. SD-39

Owner: East Bay Municipal Utility District
Bid Date: March 6, 2019 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

Asbestos Abatement, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Demo, Dewatering, Electrical, Injection Grouting, Metals, Painting & Coatings, Piping, Pipe & Valve Supply, Shoring, Waterstops, Survey, Trucking & Hauling, Street Sweeping and Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due
March 1, 2019 and Quotes NO LATER THAN
March 5, 2019 at 5 PM.

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Contract Equity Program applies.

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

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DIR # 100001147

SMALL
BUSINESS
EXCHANGE

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

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

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



INTERESTED IN WORKING WITH TPOG?

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

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

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

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpojv4purpleline.com/index.html>

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

Fire Sprinkler / Solar Hot Water

88 BROADWAY - REMAINING TRADES
88 Broadway, San Francisco, CA 94111

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

BID DATE: 2/21/19 @ 2 PM

Voluntary Pre-bid Meeting: TBD

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.

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

Fire Sprinkler / Solar Hot Water

735 DAVIS - REMAINING TRADES
735 Davis, San Francisco, CA 94111

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

BID DATE: 2/21/19 @ 2 PM

Voluntary Pre-bid Meeting: TBD

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.

Access Capital for Your Veteran-owned Business

Continued from page 3

- Take an entrepreneurial training course. Courses like Boots to Business and Boots to Business Reboot provide you with an overview of business ownership – including different ways to finance your business. Even if you already own a business, you may learn a few things you may have overlooked during the early stages of business growth.

To learn more about the programs available for veterans, service members, National Guard or Reserve component members, and military spouses, visit www.sba.gov/veterans.

SOURCE:

<https://www.sba.gov/blogs/how-access-capital-your-veteran-owned-business>



California Sub-Bid Request Ads

GOLDEN GATE CONSTRUCTORS

11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 829-9220
Estimator: JACK SHEWMAKER
Website: www.desilvagates.com

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 1 - CONSTRUCTION ON STATE HIGHWAY IN THE CITY AND COUNTY OF SAN FRANCISCO FROM SAN MATEO COUNTY LINE TO HOLLOWAY AVENUE AND FROM LINCOLN WAY TO RUCKMAN AVENUE UNDERCROSSING,

Contract No. 04-4K1104

Federal Aid Project No. ACSB1NH-P001(654)E
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER:

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

BID DATE: February 15, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of certified Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

davisREED is the Design/Builder of the Calabash Charter Academy - Modular Replacement Project.

The project consists of removal of existing portable classrooms and site work, installation of new modular buildings with associated new site work and play field upgrade.

Subcontracted trades/work includes, abatement of asbestos and lead, demolition, grading, paving, pavement markings, concrete, concrete reinforcing, site utilities, play-ground equipment, landscape irrigation, landscaping, masonry, doors, door hardware, windows, painting, metal fabrication, roofing, fencing, drywall, paint, ceramic tile, toilet accessories, plumbing, electrical, and low voltage

The project also includes a limited scope for the remodeling of existing restrooms, new facility restroom, drinking fountain, office space and Asnul fire suppression system in the kitchen.

davisReed is interested in a DVBE and/or SBE General Contractor to perform the demolition, concrete, framing, insulation, drywall, paint, flooring, and ceramic tile work for the existing restrooms, new facility restroom, drinking fountain, and office space.

davisREED Construction Inc. requests bids from Certified/Qualified DVBE and SBE Subcontractors / Suppliers and Subcontractors and Suppliers.

Subcontracting Goals: DVBE 5%, SBE 25%, Local Hire 50%

This is an LAUSD project with a Public Stabilization Agreement (PSA), and prevailing wage requirements.

**Project Address: Calabash Charter Academy
23055 Eugene St. Woodland Hills, CA 91364**

Bid due: 2:00 PM. Tuesday, 5 March 2019.

**Voluntary Pre-job meeting:
2:00 PM. Tuesday, 19 Feb 2019**

Work is to commence 15 April 2019

Bid Documents:

Please contact Don Woolwine at 559-707-5123 and/or don_woolwine@yahoo.com for access to the project bid documents from an "Invitation to Bid" through BidMail.



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

PMI requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) suppliers and subcontractors for the following project:

**SANTA CLARA VALLEY
TRANSPORTATION AUTHORITY
RAIL REHABILITATION PROJECT PHASE 7
CROSSOVERS & INTERLOCKINGS
CONTRACT NO. C19001F
Bids Due: 03/07/19 @ 2 PM
DBE GOAL - 6.32%**

TRAFFIC CONTROL; POTHOLING; ELECTRICAL; LIGHTING SYSTEMS; LOW VOLTAGE; COMMUNICATION SYSTEMS; SIGNAL SYSTEMS; OCS SYSTEMS; TRACTION POWER; TRACK REMOVAL AND SALVAGE; TRACK CONSTRUCTION; BALLAST; RAIL WELDING; CROSSOVER/INTERLOCKING WORK; RAIL REHABILITATION WORK

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

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000.

We are an Equal Opportunity Employer

Con-Quest Contractors, Inc.

290 Toland Street • San Francisco, Ca 94124
Email: bidday@cqcontractors.com
Fax: 415-206-0528

REQUEST FOR QUALIFIED DBE/MBE/WBE SUBCONTRACTORS & SUPPLIERS FOR:

**Santa Clara Valley Transportation Authority
Rail Rehabilitation Project Phase 7
Crossovers & Interlockings Contract C19001F
Bid Date: March 7, 2019 at 2:00pm**

Quotes needed: SWPPP, Utility Trenching, Material Testing/Inspection, Track Signal/Systems, Train Overhead Catenary Systems, Electrical, Precast Fabricator/Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Paving, Track Materials, Demolition, Survey, Rebar, Structural/Misc. Metals, Scaffolding/Falsework/Forms, Fencing, Railings, Crane/Hoisting Service, Sheeting & Shoring, Painting, Geocomposite Drain, Roadway Traffic Striping, Tile Work

Plans & Specs are available at Santa Clara Valley Transportation Authority's website
<http://www.vta.org/about-us/procurement>.

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Scope letters should be submitted by
5:00pm on March 5th, 2019
All quotes must be received by
8:00am on March 6th, 2019

ARTHUR J. GALLAGHER & CO.

Requests bids from Certified LBE Subcontractors and Suppliers for the following:

- Administrative Services
- Crisis Management and Emergency Response Services

This is for upcoming City and County of San Francisco projects involving insurance and risk management.

Please contact John Chino, Area Senior Vice President, for details. (949) 349-9827 | John_Chino@ajg.com



Arcadis U.S., Inc.

100 Montgomery Street, Suite 300,
San Francisco California, 94104
Contact: Crystal Graffio
Email: crystal.graffio@arcadis.com
Phone: 714.508.3121

REQUEST FOR DBE, MBE, WBE and OBE who meet the criteria outlined in the Contract Equity Program for East Bay Municipal Utility District (EBMUD): RFP No. 565-19-001, As-Needed Cost Estimating, Constructability and Scheduling Review, due Friday, March 8, 2019 by 4:00 PM. **PLEASE RESPOND ASAP and no later than Monday, February 25, 2019.**

We are seeking qualifications for Third Party Constructability; Third Party Cost Estimate/ Value Engineering; Construction Scheduling Review; Environmental Compliance; Geotechnical Services; Traffic Control. Please email a Letter of Interest, brief qualifications, and no more than two resumes per service demonstrating that you meet all of the required qualifications specified in the RFP for the service(s) referenced above, and a copy of your DBE/MBE/WBE certification, if applicable.

RFP available upon request or download at the EBMUD website at

<https://www.ebmud.com/business-center/requests-proposal-rfps/needed-cost-estimating-constructability-and-scheduling-review/>

Arcadis intends to work cooperatively with all qualified firms seeking work on this project. Please contact Crystal Graffio if you need assistance obtaining bonds, lines of credit, or any insurance that may be required by this RFP.

Finding Learning Time

Continued from page 2

Talk to clients, colleagues and friends about financial matters. Learn what they are interested in and how they invest funds. (This does not mean do what they do! You must make your own decisions.) Ask them for referrals to books or other information that will help you learn and grow. Do not be afraid to ask for definitions of unfamiliar terms they are using.

Plan to read one book each month related to investments. Be sure to choose a book that provides clear and easy-to-understand information in a way that you can grasp. As a beginning learner, you want an introductory overview. As you progress to the fifth or sixth month in this cycle you will understand more and be able to identify where you want more in-depth information.

Most areas of endeavor have hobby groups, investment or users groups or assemblies of interested parties. Join one and you will find yourself learning even more quickly than solo study. Not only do you have an opportunity to meet people with similar interests, you will be provided with a variety of perspectives from which to learn.

Join a mock investment group. There are clubs on the World Wide Web where people buy and sell fictitious stocks. This is a safe and inexpensive way to learn before committing your hard-earned dollars. If you have children, some school teachers run these types of projects in class. Join in. If you have friends who are also interested in learning, get together and create a mock portfolio, and follow the fortunes of the companies. As you become more comfortable you may choose to join a real investment club.

Attend trade shows, conferences or seminars in your interest area. That is a great way to learn about peripheral information, and trade shows often have free admission which can be quite attractive. If your interest is in an area useful to your job, some of these options may be supported or reimbursed by your company.

Keep in mind that you are very capable of learning new things. Take it slow and break it into small easy-to-absorb pieces. When the project becomes too daunting, just concentrate on a smaller portion and keep moving forward. Other people who seem so much more skilled simply started learning before you did but they went through the same steps you are now taking.

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

Visit us at:
www.smartwaystowork.com
call: 1-800-599-8463.





California Sub-Bid Request Ads



TRANSBAY TERMINAL – PHASE 1 – LANDLORD & TI PROJECTS BID DUE DATE: MARCH 08, 2019 @ 12PM 17.5% SB/DBE GOAL

Project Description: Turner Construction is requesting competitive bids for numerous TI Projects at the Sales-force Transit Center project at 101 First St. in San Francisco, CA. The work involves tenant improvement of the existing space on the first, second, and roof top levels, which includes: Selective Demolition, Concrete Topping Slabs, Misc. Metals, Rough & Finish Carpentry/Millwork, Waterproofing, Flashing & Sheet Metal, Fire Proofing, Storefronts/ Glazing, DFH, Metal Studs/Drywall, Ceramic Tile, ACT, Flooring, Painting, Signage, Wall Coverings/ FRP, Wall Protection, Bathroom Accessories, Lockers, Kitchen Equipment/Appliances, Furniture, Fire Protection, Plumbing, HVAC, Electrical/Fire Alarm/Security, and Landscaping.

The following trades are **Design-Build**: Signage, Fire Protection, Fire Alarm, and MEP systems.

The work involves the following LPC Landlord and Tenant Projects:

- All Demising Walls and Topping Slabs at other Spaces - Landlord Project
- Charley's Philly Steaks (Suite #139) - Landlord & Tenant Projects
- Venga Empanadas (Suite #123) - Landlord & Tenant Projects
- Fitness SF (Suites #208 & #212) - Landlord Project
- Philz Community Coffee (Suite #100) - Landlord Project
- Philz Express Coffee (Suite #143) - Landlord Project
- Utility Stubs to Roof Deck - (Suite# P-02) - Landlord Project
- Common Corridor Vestibule Greyhound - (Suite#-TBD) - Landlord Project
- On-Site Dental (Suites #216, #218, #220) – Landlord Project

Project Schedule: The Project is expected to start approximately April 2019 and approximate finish around June 15, 2019. A detailed schedule of individual project end dates will follow with RFP.

Interested Bidders & Prequalification: If you are interested in bidding on this project, please contact Tim Sheehan via email at tsheehan@tcco.com.

All subcontractors interested in submitting a bid/proposal for this project are required to prequalify. Bidders are encouraged to submit a prequalification by March 1st. If you are interested in prequalifying, please contact Ana Valencia via email at avalencia@tcco.com.

Bid Instructions: Please thoroughly read all documents and submit all required bid attachments as per the project bid instructions checklist. Bid invitation and documents will be released on February 15, 2019, through a bid invitation on Building Connected.

Pre-bid Walk: Attendance is STRONGLY ENCOURAGED. Please let us know whom will be attending.

Wednesday, Feb. 20, from 9am to 12pm

If you miss the job walk and need to visit the site, please contact any of the following people below to schedule a job-walk:

PROJECT MANAGER: Tim Galvin, tgavin@tcco.com, (415) 583-2267

PROJECT SUPERINTENDENT: Victor Green, vgreen@tcco.com, (408) 204-5503

PROJECT ENGINEER: Adriana Lerma, alerma@tcco.com, (415) 306-3282

ENGINEER: Kyle Romanolo, kromanolo@tccol.com, (510) 368-8353

SENIOR ESTIMATING ENGINEER: Tim Sheehan, tsheehan@tcco.com, (510) 267-8130

Union Participation: Turner Construction is signatory to the Carpenters and Laborers Union. This project has a PLA Agreement and Labor Harmony Agreement.

Shimmick Construction Company Inc.

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

DBE Subcontractor/Supplier Bids Requested For:

**Santa Clara Valley Transportation Authority
Rail Rehabilitation Phase 7 – Crossovers and Interlockings • Contract No. C19001F
BID DATE: March 7, 2019 at 2:00PM**

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

Requesting certified DBE Subcontractor and Supplier Quotes on: Misc. Suppliers, Safety, Sand & Gravel, Concrete & Cement, Reinforcing Bar Section, Steel, Lumber, Pipe, Electrical & Signals, Building Material, Tools, Construction Staking, Construction Area Signs, Traffic Control System, Remove Bridge Item, Modify Bridge Item, Imported Borrow, Erosion Control, Aggregate Base, Portland Cement & Concrete Pavement, Minor Concrete Structure, Furnish Precast Concrete Deck Unit, Reinforcing Steel, Sign Structure, Railroad Work, Rail Vehicle/Railroad Quality Assurance Inspection, Railroad Track Inspection, Cast-in-Place Concrete Pipe, Misc. Iron & Steel Frame, Cover & Grate, Survey or Historical Monument, Object Marker, Signal, Surveyor, Construction Scheduling, Electrical, Flat Bed Trucking, Truck Rental, Trucker, Land Surveying, Fuel Systems, Construction Equipmental Rental

Please visit <http://www.vta.org/About-us/Procurement> for more information.

You may also contact Natasha Ingliis at ningliis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Estimator: ERIC ALLRED

Website: www.desilvagates.com

An Equal Opportunity/Affirmative Action Employer

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

**THE PAVEMENT REHABILITATION OF
NORTH LIVERMORE AVENUE FROM
THE LIVERMORE CITY LIMIT TO MANNING
ROAD – MURRAY TOWNSHIP,
ALAMEDA COUNTY, CALIFORNIA
Specification No. 2337,
Minority/Women-Owned Business Enterprise
Goal Assigned is 15% MBE and 5% WBE**

OWNER

COUNTY OF ALAMEDA –
951 Turner Court, Room 300,
Hayward, CA 94545

BID DATE: FEBRUARY 26, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of local Minority/Woman-Owned Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

ADJUST IRON, CMP PIPE SUPPLIER, COLD PLANE, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, MINOR CONCRETE, PAVEMENT MILLING, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, ROADWAY EXCAVATION, RUMBLE STRIP, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://desilvagates.com> and password is f7pa55wd) or from the Owner's site at www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom

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

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

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

Transitions: A Letter from Greenlining Institute President Orson Aguilar

Continued from page 1

numerous victories and have had tremendous impact on the communities we serve. We have done this together.

As proud as I am of the work we have done together, I firmly believe that new leadership is essential for organizations to grow and to remain not just relevant but a powerful force. After much consideration, I indicated to the board last year that I would transition from Greenlining in the Spring of 2019. After 11 years at the helm, I feel that it is imperative for me to rest and allow for new leadership to continue advancing the organization's work. I got married 10 years ago and my wife and I have three children. Needless to say, leading an organization and raising a young family has been exhausting work.

What's next for me? I don't have specific plans and my only focus is to remain fully committed to Greenlining's work while I remain President. The board has developed a strong transition committee and will soon hire an executive search firm.

I end by simply saying thank you for allowing me to serve with you. I'm extremely excited to see where the organization will go with the next leader at the helm. Never forget where you're from is something I say to myself often. Greenlining has shaped me just as much as Boyle Heights has. As I transition to my next professional stage I also will never forget Greenlining and the amazing experiences that I have had here.

I really hope to see as many of you as possible at my last Greenlining Economic Summit on April 26 in Oakland.

I look forward to working with each of you to advance our mission as we work towards a successful transition. You can count on me to always be a loyal member of the Greenlining family and to do whatever I can to support Greenlining in the years to come.

Thank you!

Orson Aguilar

SOURCE:

<http://greenlining.org/blog/2019/transitions-a-letter-from-greenlining-institute-president-orson-aguilar/>

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CITY OF LOS ANGELES DEPARTMENT OF TRANSPORTATION (LADOT)

NOTICE REQUEST FOR PROPOSALS DASH DOWNTOWN, DASH MID-CITY, DASH CENTRAL REGION, AND LAnow SERVICES CITY OF LOS ANGELES DEPARTMENT OF TRANSPORTATION

The City of Los Angeles Department of Transportation (LADOT) is presently soliciting proposals for the operations of its community DASH and LAnow ride services. The anticipated release date of the Request for Proposals (RFP) is the week of February 15, 2019.

Interested respondents can view and download the RFP from the Los Angeles Business Assistance Virtual Network (BAVN) website at <https://www.labavn.org/> (prior registration required).

The City of Los Angeles does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services, and activities.



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2018-F-109, SHIPYARD-REBUILD OF THE M.S. SONOMA**. Interested Bidders must submit bids by way of upload to the District's Procurement Portal: <https://ggbhhd.bonfirehub.com> by **Tuesday, March 26, 2019, at 2:00 p.m., PT**, at which time bids will be publicly opened and read.

A pre-bid conference will be held at the Conference Room at the Larkspur Ferry Terminal, Ferry Division Administration Building, 101 East Sir Francis Drake Boulevard, Larkspur, CA 94939 on **Tuesday, February 19, 2019, at 10:00 a.m., PT**.

The District hereby notifies all Bidders that it is the policy of the District to ensure nondiscrimination on the basis of race, color, national origin, or sex in the award and administration of contracts. Bidders are strongly encouraged to obtain Small Business Enterprise (SBE) participation on this project. The District has evaluated subcontracting opportunities for this contract and has established an SBE goal of **2.2%**. Bidders must meet the established SBE contract-specific goal of **2.2%** on this project or demonstrate good faith efforts.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by **Tuesday, March 12, 2019, at 4:00 p.m., PT**.

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://ggbhhd.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 Jeff Kellogg, Senior Buyer Ferry Division, at (415) 925-5543.

/s/ Aida S. Caputo, Contracts Officer
Dated: 2/12/19
2/14/19
CNS-3220253#
SMALL BUSINESS EXCHANGE

Outreach February 2019

Events for San Francisco Chinese New Year 2019 will take place soon—and you can't miss the Grand Parade on February 23! Starting on the corner of 2nd and Market streets, this parade is one of the largest Chinese New Year's celebrations in the world. People will come from near and far to help ring in the Year of the Pig. And if you're attending, Muni can help you get to there and back again, car-free. Save time and avoid crowds by purchasing your fare before boarding Muni with **MuniMobile**. Skip the lines and buy tickets ahead of time or on the go, then activate when you are ready to ride. With MuniMobile, your phone is your fare.

FIND FREE TO LOW-COST IMMIGRATION LEGAL HELP IN SAN FRANCISCO

Visit the City of San Francisco's Immigrant Support Hub (immigrants.sfgov.org) to find immigration legal service providers that speak your language, are high quality, trusted, free to low-cost, and help you with your application fees. Get connected to information on immigration screenings, DACA, asylum, green card renewal, TPS, deportation counsel and much more at: immigrants.sfgov.org.

Come see your local government at work!
The Board of Supervisors hold weekly meetings most Tuesdays at 2:00 p.m. in Rm. 250 of San Francisco City Hall.

Upcoming Meetings:

- February 5
- February 12
- February 26
- March 5
- March 12
- March 19

Share Your Best Thinking

Attend public comment during the full Board of Supervisors meetings, or a Committee meeting held weekly in the Legislative Chamber or the Committee Room (Rm. 263 of San Francisco City Hall)

UNABLE TO ATTEND A COMMITTEE OR BOARD MEETING IN PERSON?

1. Watch the rebroadcast on Channel 26.
2. Watch live online at sfgovtv.org.
3. Obtain Agendas and Minutes at: sfbos.org/events/calendar/upcoming.

Use Your Subject Matter Expertise

Apply to serve on an Advisory Body. Before long you will be advising the Board and the Mayor on City policy!
Visit our Vacancy page: sfbos.org/vacancy-boards-commissions-task-forces

CONTACT US TO LEARN HOW TO SEARCH FOR WHAT'S BEING PLANNED FOR YOUR NEIGHBORHOOD.

Online: Board.of.Supervisors@sfgov.org
By Phone: (415) 554-5184
In Person: Room 244, San Francisco City Hall #1 Dr. Carlton B. Goodlett Place, SF, CA, 94102
Monday – Friday 8:00 a.m. to 5:00 p.m.
CNS-3213432#



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CNS-3212409#

SMALL
BUSINESS
EXCHANGE

2018 U.S. and Canadian Construction Performances in Review

Continued from page 1

through the course of the year, by 25 basis points each time.

Despite the economic strength, new construction activity faltered in 2018. Total construction starts declined by 5% for the year as a whole. Residential starts experienced the sharpest decline, down 9.5%. Nonresidential starts contracted 7.1% as a number of large projects in 2017 fell out of the annual calculation. New civil engineering projects, by contrast, continued to expand, growing by 8.8% in 2018.

The steep decline in the residential sector was driven by a 26.7% decrease in the multi-family segment. In general, construction of multi-family units has outperformed that for single-family since the end of the global financial crisis, so the scope for catch-up growth is more limited. 2018's steep decline comes after a 35.7% increase in the previous year, so it likely represents a normalization from a strong 2017. Multi-family starts tend to be dominated by larger projects, and as a result, experience larger swings in their annual growth from year to year. Although construction of single-family units continued to rise, their annual growth slowed markedly to 0.6% in 2018, the worst performance since 2011.

In the nonresidential building segment, a number of large projects in 2017 fell out of the annual growth calculation, exacerbating the 2018 contraction. Sectors experiencing double-digit declines include hotels & motels, shopping centers, parking garages, sports stadiums and convention centers, libraries and museums, and courthouses. In the sports stadium category in particular, groundbreaking in 2017 began on two new NFL stadiums in Los Angeles and Las Vegas, which was not repeated in 2018, so starts declined by over 50%. Industrial construction starts grew by more than 80% in 2017, driven by ground-breaking on a \$10 billion Exxon Mobil plastics plant in Texas and a \$6 billion Shell ethane cracker plant in Pennsylvania. Despite these two projects dropping out of the annual calculation, manufacturing construction only fell by 6.8% as construction on a new \$10 billion Foxconn plant in Wisconsin helped limit the extent of the decline. Transportation terminals, by contrast, grew 35.6%, underpinned by a mass transit expansion project in Los Angeles and an expansion to the Long Island Rail Road in New York.

Growth in engineering construction was boosted a number of new pipeline projects, classified in the miscellaneous civil sector. Construction started on three major pipelines in 2018: a \$5.5 billion project in West Virginia, a \$3.5 billion project in Virginia and \$2.2 billion project in Texas. The recovery in the oil price from its low in early-2016 has spurred large investments in oil & gas, and the risk of downstream bottlenecks in pipeline transport has encouraged building. US producers remain profitable at current prices, even after the fall in the oil price since late-2018. Elsewhere in the engineering segment, construction of dams, canals & marine projects also increased at a double-digit pace on large

projects in Florida, New York, and Washington state. Bridge construction was also strong, underpinned by two projects in Texas and one in Colorado. Only airport construction experienced a double-digit decline in 2018, but mega projects at LaGuardia, Reagan International Airport, and LAX started in 2017 all fell out of the annual calculation.

On a regional basis, construction starts contracted in the four major regions of the Northeast, Midwest, South, and West. Construction starts in the Northeast declined 19.7% with contractions around 20% in all three subsectors. The Northeast region had experienced the strongest growth in 2017, boosted by two megaprojects in the oil & gas sector in Pennsylvania. In addition, its demographics are less robust than those in the South or the West, weighing on growth in the residential sector. Total construction starts in the Midwest fell by a milder 0.6%, propped up by construction of the Foxconn plant in Wisconsin. Residential construction, by contrast, declined 15.5%, which is unsurprising given the Midwest has similar demographics to the Northeast. Construction in the South fell by 3.1%, with declines in both the residential and nonresidential building sectors. Engineering construction, by contrast, grew by a solid 26.5%, driven by buoyant activity in Texas. Construction starts in the West fell by 2% underpinned by modest contractions in both residential and nonresidential building partly offset by an increase in civil engineering construction. New residential construction fell by 5.1% there, but it was the mildest decline amongst the four regions, which is unsurprising given the region's more robust demographics.

Canada Year in Review

GDP growth in Canada is estimated at 2.1% in 2018 (with data through Q3), a slowdown from the 3% pace posted in 2017. Household activity, the main driver of growth since 2015, has started to slow. The labor market continued to add jobs through the course of 2018, an average of 19,600 per month, but job growth has slowed from its pace of 28,100 per month in 2017. Average hourly wage growth accelerated to 2.9%, but inflation has also risen, weighing on real earnings. Moreover, high levels of household debt have left consumers vulnerable to rising interest rates. Consumer spending grew at a reasonable 2.2% in 2018, but this was a significant slowdown from the 3.5% growth posted in 2017. Business investment growth, by contrast, accelerated during 2018, growing by 4.8%. This was underpinned by a strengthening in the oil sector, diminished economic uncertainty with the passage of the USMCA, and high levels of capacity utilization. A strong U.S. economy boosted export growth to 3.2%, but imports increased at roughly the same pace, so net trade made virtually no contribution to growth.

Visit the link below for the full article:

<https://www.constructconnect.com/blog/economy/2018-u-s-canadian-construction-performances-review/>

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384926-00

Fictitious Business Name(s):
California Pacific Excursions
Address
588 Sutter Street #115, San Francisco, CA 94102
Full Name of Registrant #1
Chiaki Tanaka
Address of Registrant # 1
6400 Christie Avenue #4315, Emeryville, CA 94608

This business is conducted by **An Individual**.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **NOT APPLICABLE**.

Signed: **Chiaki Tanaka**

This statement was filed with the County Clerk of San Francisco County on **01/24/2019**.

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

Filed: **Sonya Yi**
Deputy County Clerk
01/24/2019

01/31/2019 + 02/07/2019 + 02/14/2019 + 2/21/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385060-00

Fictitious Business Name(s):
Coffee Givers
Address
1115 Church Street, San Francisco, CA 94114
Full Name of Registrant #1
Mauricio Solorio Artega
Address of Registrant # 1
1115 Church Street, San Francisco, CA 94114
Full Name of Registrant #2
John Luchok
Address of Registrant #2
2140 Taylor Street, San Francisco, CA 94133

This business is conducted by **A General Partnership**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **NOT APPLICABLE**.

Signed: **Mauricio Solorio Artega**

This statement was filed with the County Clerk of San Francisco County on **02/01/2019**.

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
02/01/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384833-00

Fictitious Business Name(s):
Device Context
Address
18 Bartol Street #1134, San Francisco, CA 94133
Full Name of Registrant #1
David Martin
Address of Registrant # 1
18 Bartol Street #1134, San Francisco, CA 94133

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/13/2013**

Signed: **David Martin**

This statement was filed with the County Clerk of San Francisco County on **01/17/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
01/17/2019

01/24/2019 + 01/31/2019 + 02/07/2019 + 02/14/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385158-00

Fictitious Business Name(s):
Dr. La Mar Sheppard, DC
Address
2636 Judah Street #149, San Francisco, CA 94122
Full Name of Registrant #1
La Mar Anthony Sheppard
Address of Registrant # 1
3325 Lincoln Way, San Francisco, CA 94122

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/7/2019**

Signed: **La Mar Sheppard**

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

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
02/07/2019

02/14/2019 + 2/21/2019 + 2/28/2019 + 3/07/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385178-00

Fictitious Business Name(s):
1.) Forty Three Thirty Six
2.) Waterglass Records
Address
528 Via de la Valle, Unit K, Solana Beach, CA 92075
Full Name of Registrant #1
Michael Reyna
Address of Registrant # 1
528 Via de la Valle, Unit K, Solana Beach, CA 92075

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01/17/2019**

Signed: **Michael Reyna**

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

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

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

02/14/2019 + 2/21/2019 + 2/28/2019 + 3/07/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385131-00

Fictitious Business Name(s):
Mid Market Community Benefit District
Address
901 Market Street, Suite 490, San Francisco, CA 94103
Full Name of Registrant #1
Central Market Community Benefit Corporation (CA)
Address of Registrant # 1
901 Market Street, Suite 490, 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 **02/05/2019**

Signed: **Tracy Everwine**

This statement was filed with the County Clerk of San Francisco County on **02/05/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
02/05/2019

02/14/2019 + 2/21/2019 + 2/28/2019 + 03/07/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385082-00

Fictitious Business Name(s):
PPQ Dungeness Island
Address
2332 Clement Street, San Francisco, CA 94121
Full Name of Registrant #1
PPQDI, Inc (CA)
Address of Registrant # 1
2332 Clement Street, San Francisco, CA 94121

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: **Tin Chang**

This statement was filed with the County Clerk of San Francisco County on **02/01/2019**.

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

Filed: **Giselle Romo**
Deputy County Clerk
02/01/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384984-00

Fictitious Business Name(s):
Salon Basinger
Address
660 Market Street, Suite 216, San Francisco, CA 94104
Full Name of Registrant #1
Anthony B. Basinger
Address of Registrant # 1
926 Powell Street, Apt #24, 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 **1/2/2013**

Signed: **Anthony Basinger**

This statement was filed with the County Clerk of San Francisco County on **1/28/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
01/28/2019

01/31/2019 + 02/07/2019 + 02/14/2019 + 2/21/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384940-00

Fictitious Business Name(s):
SF Millinery
Address
2201 Balboa Street #1, San Francisco, CA 94121
Full Name of Registrant #1
Sarah Fedaie
Address of Registrant # 1
2201 Balboa Street #1, San Francisco, CA 94121

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

Signed: **Sarah Fedaie**

This statement was filed with the County Clerk of San Francisco County on **01/25/2019**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
01/25/2019

01/31/2019 + 02/07/2019 + 02/14/2019 + 2/21/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385115-00

Fictitious Business Name(s):
Skyline Construction Inc.
Address
505 Sansome Street, 7th Floor, San Francisco, CA 94111
Full Name of Registrant #1
Skyline Commercial Interiors Inc. (Ca)
Address of Registrant # 1
505 Sansome Street, 7th Floor, San Francisco, CA 94111

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/29/1996**.

Signed: **Jared Isaacsohn**

This statement was filed with the County Clerk of San Francisco County on **02/05/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
02/05/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384701-00

Fictitious Business Name(s):
Palisade Consultants
Address
189 Downey Street, San Francisco, CA 94117
Full Name of Registrant #1
Janet M. Harris
Address of Registrant # 1
189 Downey Street, San Francisco, CA 94117

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/3/2019**

Signed: **Janet M. Harris**

This statement was filed with the County Clerk of San Francisco County on **1/10/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
1/10/2019

01/17/2019 + 01/24/2019 + 01/31/2019 + 02/07/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0384386-00

Fictitious Business Name(s):
The Sacred Annex
Address
4851 Mission Street, San Francisco, CA 94112
Full Name of Registrant #1
Vanessa Meghan Yuen
Address of Registrant # 1
360 Higate Drive, Daly City, CA 94015

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/12/2018**

Signed: **Vanessa M. Yuen**

This statement was filed with the County Clerk of San Francisco County on **12/18/2018**

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

Filed: **Sonya Yi**
Deputy County Clerk
12/18/2018

01/17/2019 + 01/24/2019 + 01/31/2019 + 02/07/2019