SMALL

BUSINESS **EXCHANGE**

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September 20, 2018

How Hispanic Entrepreneurs are Contributing to the Economic Boom in Northern California



Nancy Charraga owner of Casa Bonampak

California—the fifth largest economy in the world is home to over 800,000 Hispanic owned businesses. Latinos and Latinas start small businesses at much faster rates than any other demographic.

Together, the US Small Business Administration and the California Hispanic Chambers of Commerce are committed to Latino business owners and aspiring entrepreneurs succeeding.

The SBA has been around for 65 years, and we recognize the growth in Hispanic entrepreneurship. We want to make sure the community knows about our services, but we can't do it alone. That is why we are partnering with the California Hispanic Chambers of Commerce.

In order to support Hispanic business owners, we have to listen and address the unique challenges that Hispanic businesses face today.

A 2016 study found that Hispanic small business owners expressed concern over a number of economic factors - such as corporate tax rates, interest rates and credit availability, more so than non-Hispanic businesses.

Since the study, the Tax Cuts and Jobs Act has reduced federal tax regulations and created incentives nationwide for business owners to start or invest in their business

And although the simplifying of tax regulation and business incentives are creating an economic boom across the state, the SBA and CHCC understand that financial resources leaves Hispanic businesses vulnerable to predatory practices all too common in online loan services.

The SBA is a resource to Hispanic entrepreneurs concerned with credit availability. The SBA works with lenders to provide guarantees for businesses that may not qualify for traditional loans. In the last ten months, the SBA has guaranteed nearly \$400 million in loans to California' Hispanic small business owners, which creates jobs and opportunities in communities all over the state. Of that, \$67 million loans have guaranteed to Hispanic business owners in the Bay Area. Unemployment rates in San Francisco fell to 2.4 percent in July this year, a stark contrast to 9.2 percent unemployment rate in 2010, during the recession.

Through its network, the SBA works with resource partners to sit down one-on-one with businesses to review their business plans and business management. It is this network of support that allows business owners to succeed.

Continued on page 9

Monica Eaton-Cardone Examines Economic Benefits of Women of Color in Tech and Business

Women of color remain underrepresented in technology and leadership, to the detriment of employers and the economy. IT executive Monica Eaton-Cardone explains how greater diversity can translate to financial and business ad-

By 2060, women of color will account for over half of the U.S. female population; yet they hold just 11% of all science and engineering jobs, 10% of mid-level managerial positions, 5% of

senior and executive management positions, and 4% of board seats.(1) Monica Eaton-Cardone, an IT executive specializing in risk management and fraud prevention, says this disparity harms businesses and the economy. She notes that research findings(2-9) make a strong case for the economic and competitive advantages of supporting multicultural women in technology and

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Government forecasts predict significant gains for women of color in terms of population growth—which will climb 40% to 120%, depending on race/ethnicity(2)—and labor force increases, which range from 11.3% for black women to 30.3% for Hispanic women.(1) Eaton-Cardone believes employers would be wise to work on boosting multicultural female representation in their workforce given that racial and gender diversity have been associated with increased sales revenue, greater relative profits and more customers, while racial diversity was additionally linked to larger market share.(3)

Other recent studies further underscore the value of diversity in the workplace:

When comparing companies in the top and bottom quartiles for executive diversity, researchers found gender-diverse teams were 21% more likely to experience aboveaverage profitability and ethnically diverse teams were 33% more likely to do so, while

the least-diverse quartile was 29% more likely to underperform their peers.(4)

- An organization with at least 30% female leaders could add up to 6 percentage points to its net margin, and profitable firms that transition from no female leaders to 30% representation could experience a 15% increase in net revenue margin.(5)
- If female employment rates in the United States matched those of Sweden, it could increase the U.S. gross domestic product (GDP) by nearly \$1.82 trillion.(6)

"Recruiting, retaining and promoting women of color can create significant advantages for companies and the economy as a whole,' explained Eaton-Cardone, who serves as Chief Information Officer (CIO) of Global Risk Technologies and Chief Operating Officer (COO) of Chargebacks911. "It's not a matter

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Business Toolkit

Listen to the Haters So You Can Prove Them Wrong



Judith Nowlin, Chief Growth Officer for Babyscripts

By Judith Nowlin, Chief Growth Officer for Babyscripts

If I had a dime for every time someone told me "you can't do this" on my entrepreneurial journey, I would be swimming in a pool of coins like Scrooge McDuck from *DuckTales*, my favorite after school cartoon from the late 80's.

I had every reason to listen to the naysayers. I never paid my dues at a corporate job. I didn't register for a single business class in college. I had nothing to go on but a gut feeling that I was wired to do this.

I had every reason to fail. I started my healthcare company in 2009, at the height of the recession. I was the mother of three children aged 4 and under, one with a debilitating health condition. I had a husband who was gone more hours than he was home, working at a technology startup while getting his MBA at night.

But I didn't listen, and I didn't fail. Instead I took these challenges and used them to spur my determination.

Less than ten years later, I had taken my health-care tech company from a concept to a business -- a business that someone wanted to buy. Without venture capital, without external loans, I bootstrapped my business and brought it to acquisition -- in a field traditionally dominated by males (16% of male entrepreneurs are in the tech industry, compared to 4% of females). Now I'm working on the leadership team, continuing to propel the mission forward.

The start-up culture has a 90% failure rate, and the chips are stacked even higher against women. Consider the types of questions fielded by entrepreneurs in pitch meetings: about two-thirds of women are asked questions related to loss-prevention, compared to the same percentage of men who are asked about the future promise of their company. The disparity is so obvious that it inspired a study published by the Academy of Management Journal titled "We Ask Men to Win and Women Not to Lose,"

How did I beat the odds? I listened. But not to my doubts, and not to the negative statistics, and

not to the detractors. I listened to those who had been there and done that.

Females face a particular challenge in the business world. Society has forcibly placed a chip on their shoulder, and there is an expectation that they act accordingly. They can't take help from anyone, they have to jealously guard their successes, they can only move up by being cut throat, etc. Above all, they need to act more like men.

These are the lies that the business culture projects onto us, and they will not help us. We need to empower women to tap into their strengths and work within community, relying on and learning from each other. Turns out, women-led companies regularly outperform men, starting with 50% less capital and having 13% higher revenue than their male counterparts.

My advice to amplify your impact as a woman in business? First, receive. Walk through the world around you with a learner's mentality.

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Smart Ways
TO WORK

by Odette Pollar

Developing Team Presentations

You and your special projects team have just been asked to present your findings at the next quarterly meeting. Worse, representatives from the home office will attend. Developing a presentation on your own can be challenging. Doing it as a group effort can be even more so. Here is a strategy for planning and presenting as a team that will serve you well.

Create a schedule for developing the presentation. Lay out a realistic plan for development, practice, review, graphic creation, testing and visual aids. As with any type of project, you eliminate the last-minute hysteria of trying to pull everything together if you meet the major milestones.

Team members should first talk about specific objectives of the session. What needs and expectations must be satisfied? What must happen at the end of this session that will indicate success? Who will be in attendance? Are there any specific audience needs other than content that must be met? i.e.: translators, signers, special equipment for the hearing impaired etc.

Develop a theme. This helps define the focus or message of the presentation. Often the theme is set by senior management rather than by the team participants. To avoid wasted time, or worse having to scrap earlier work, get this information up front prior to starting to plan.

Identify the structure and type of presentation you will be delivering. Frequently, team presentations are highly technical and offer a great deal of data. Keep in mind that vast quantities of information will not be absorbed by the listeners. If your intent is to give them updated figures and background information, provide that in a separate handout at the end

of the presentation. If you try to cram it all in, you come up with a presentation that becomes dull and boring, or runs too long.

Develop outlines. For each section of the presentation, clearly identify key points to be made. Focus on clarity. In general, simpler is better. This is not to say that sophisticated topics need to be "dumbed down", but that highly complex topics must be streamlined for easy understanding.

Allocate times for each speaker. Just because there are six in the team does not mean all have to participate equally. A common mistake is to forget other time considerations. Will top management or your division manager first make a few remarks? How much time will be spent on questions and answers?

Remember your participants needs. Plan for stretch breaks and vary the pacing of the program. Even though your individual segment may be only 30 minutes, if there are five presentations by each team member, people will be sitting for two-and-a-half hours. Offer refreshments at a midway point. Visuals can help break up the presentation and support key

points. Don't use too many of them, and in the case of slides, dimmed lighting can encourage napping after lunch.

Practice your portion of the presentation and practice as a team. Make more than one dry run and never wait until the day before the event for your first run through. That leaves almost no time for changes to accommodate the inevitable snags that will occur. Each member needs to be familiar with everyone else's content. This is a good time to check that the segments all hang together and are consistent. Changes happen between the initial commitment and the day of the presentation. This prevents surprises, content overlap, and conflicting communication styles.

Pay attention to those awkward transition points. Who runs the equipment-and where will it be set? Who is the back-up? Are you going to walk off stage left and the next presenter enter stage right? Will there be chairs on stage? How will you pass each other when exiting? A rehearsal decreases pre-meeting tension and helps ensure a good impression and audience response.

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Editorial Staff President & CEO: Gerald W. Johnsor gwj@sbeinc.com

Managing Editor: Valerie Voorhies vvv@sbeinc.com Production Manager: Nabil Vo nvo@sbeinc.com

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

Webmaster: Umer Farooq umer@octadyne.com Writer: Cheryl Hentz cheryl.hentz@gmail.com

SBE Northeast Manager: Leslie McMillan Imcmillan@sbeinc.com Continuou on page

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

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Access to Capital

Veteran-owned businesses funding program

The SBA offers support for veterans as they enter the world of business ownership. Look for funding programs, training, and federal contracting opportunities.

Office of Veterans Business Development (OVBD)

Devoted exclusively to promoting veteran entrepreneurship, the OVBD facilitates the use of all SBA programs by veterans, service-disabled veterans, reservists, active-duty service members, transitioning service members, and their dependents or survivors.

SBA programs provide access to capital and preparation for small business opportunities. They can also connect veteran small business owners with federal procurement and commercial supply chains.

The Veterans Business Outreach Program is an OVBD initiative that oversees Veterans Business Outreach Centers (VBOC) across the country. This small business program features a number of success stories and offers business plan workshops, concept assessments, mentorship, and training for eligible veterans.

Funding for veteran-owned small businesses

You can use SBA tools like Lender Match to connect with lenders. In addition, the SBA makes special consideration for veterans through several programs.

- SBA Veterans Advantage. Offers guarantees on loans approved to businesses that are at least 51-percent owned by veterans or military spouses
- The Military Reservist Economic Injury Disaster Loan Program (MREIDL). Provides loans of up to \$2 million to cover operating costs that cannot be met due to the loss of an essential employee called to active duty in the Reserves or National Guard.

Veteran entrepreneurship training programs

SBA programs feature customized curriculums, in-person classes, and online courses to give veterans the training to succeed. These programs teach the fundamentals of business ownership, SBA resources, and small business experts.

 Boots to Business: An entrepreneurial program offered on military installations around the world and a training track of the Department of Defense (DOD) Transition Assistance Program (TAP). Boots to Business Reboot extends the entrepreneurship training offered in TAP to veterans of all eras in their communities.

- Women Veteran Entrepreneurship Training Program (WVETP): Provides entrepreneurial training to women veterans, women service members, and women spouses of service members and veterans as they start or grow a business. SBA funds these entrepreneurship training programs available exclusively for women veterans through grantees:
- IVMF Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE)
- Bunker Labs EPIC and BUNKER IN A BOX
- Lift Fund San Antonio
- Service Disabled Veteran Entrepreneurship
 Training Program (SDVETP): Provides
 entrepreneurship training program(s) to
 service-disabled veteran entrepreneurs who
 aspire to be small business owners or currently own a small business. SBA funds
 entrepreneurship training programs for
 service-disabled veterans through grantees:

- IVMF Entrepreneurship Bootcamp for Veterans with Disabilities (EBV)
- Veterans Entrepreneurship Program (VEP)

 Riata Center for Entrepreneurship, Spears
 School of Business at Oklahoma State University
- Veteran Entrepreneurship Jumpstart Program
 St. Joseph's University
- Dog Tag Inc.
- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP): Delivers entrepreneurship training to veteran-owned and service-disabled veteran-owned businesses nationwide interested in pursuing, or are already engaged in federal procurement.
- Veteran Institute for Procurement (VIP)

Veteran contracting

The Service-Disabled Veteran-Owned Small Business Concern program (SDVOSBC) gives procuring agencies the authority to set acquisitions aside for exclusive competition among service-disabled, veteran-owned small businesses. Sole source awards will be delivered if certain conditions are met.

SOURCE: www.sba.gov



California Sub-Bid Request Ads



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Shoulder widening Hwy 175 Lake County Caltrans #01-0A0404 BID DATE: September 27, 2018 @ 2:00 PM

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

Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Flashing Beacon (Portable), Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling and Analysis, Temporary Erosion Control, Permanent Erosion Control Establishment Work, Sweeping, Water Quality Sampling & Analysis, Corrugated Steel Pipe, Relocate Mailbox, Rumble Strip, Treated Wood Waste, Clearing & Grubbing, Erosion Control, Compost, Wood Mulch, Geosynthetic Pavement Interlayer, Data Core, Tack Coat, Cold Plane AC, Structural Concrete, Bar Reinforcing Steel, Concrete Backfill, Underground, Rock Slope Protection, Fencing, Delineator, Pavement Markers, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Striping & Marking, Grinding, Biologist, Abandon Well and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



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

REQUEST FOR **DBE** SUBCONTRACTORS AND SUPPLIERS FOR:

Concrete Median Barrier, Median Lighting And MGS Railing
Hwy 92 Hayward
Caltrans #04-2J4404
BID DATE: October 4, 2018 @ 2:00 PM

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

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Temp. Dewatering and Non-Storm Water Discharge Control System, Treated Wood Waste, Temp. High Visibility Fence, Clearing & Grubbing, Compost, AC Dike, Tack Coat, CIDH Concrete Pile (Light Foundation), Minor Concrete, Underground, Misc. Iron & Steel, Midwest Guardrail System, Vegetation Control (Minor Concrete), Transition Railing, Concrete Barrier, Channelizers, Temporary Crash Modules, Fiber Rolls, Inlet Protection, Drain Inlets, Remove Concrete Barrier, Rebar, Electrical and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

California Sub-Bid Request Ads

BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS FROM ALL QUALI-FIED SUBCONTRACTORS AND SUPPLIERS, INCLUDING BUT NOT LIMITED TO LSB, MBE/WBE FIRMS
FOR THE FOLLOWING PROJECT:

STATION EMERGENCY LIGHTING Contract No. 15II-120
OWNER: San Francisco Bay Area Rapid
Transit District (BART) BID DATE/TIME:

Tuesday, October 9, 2018 at 2:00 PM

Qualified Subcontractors and Suppliers, including, certified LSB, MBE/WBE firms, wanted for the following items, including, but not limited to:

Seismic Calcs, Lighting Calcs, Disposal of Hazardous Materials, Hazardous Materials Abatement, Site Demolition, Fencing, Concrete, Rebar, Core Drilling, Masonry, Metal Framing, Metal Fabrication, Rough Carpentry, Modified Bitumen Roofing, Metal Doors and Hardware, Plaster/Gypsum, Tile, Ceiling, Flooring, Painting/ Coating, Overhead Wayfinding, Instrumenta-tion and Control, Plumbing/Piping, Electrical Testing, Battery Equipment/UPS, Battery Racks, Maintenance Bypass Cabinets, Distribution Panels, Electrical Cabinets and Enclosures, Lighting, Lighting Accessories, Emergency Lighting System, Fiber Optic/Communication

Information regarding bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms.

Payment and Performance Bonds will be required for all Subcontracts of \$500,000.00 and above

Plans and specs are available from Smartbidnet by contacting Lori Magruder at the number below or may also be viewed in our office, Monday - Friday between 7:00 am and 3:30 pm, by appointment.

You may also download plans and specifications directly from the BART Procurement Portal at: /suppliers.bart.gov/psp/BRFPV91/SUP-PLIER/ERP/h/?tab=DEFAULT

This project is subject to Prevailing Wage and Certified Payroll Reporting. All Subcontractors must be registered as a Public Works Contractor with the California Department of Industrial Relations (DIR) prior to submitting a bid.

For further information, please contact:

Blocka Construction, Inc., 4455 Enterprise Street, Fremont, CA 94538 Contact: Lori Magruder 510-657-3686 - Office • 510-657-3688 - Fax

Please send quotes via email to: bids@blockainc.com

WE ARE AN EQUAL OPPORTUNITY EMPLOYER - CA LICENSE NO. 679326



Barnard Bessac Joint Venture DBE Opportunities

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

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

Initial Publish Date: August 30, 2018 Proposal Deadline: October 1, 2018

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

OPPORTUNITIES INCLUDE (For October 1, 2018 Deadline):

Shaft - Slurry wall; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Office Janitorial services: Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools etc...); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation&Monitoring;Pre-conditionsurveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

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

Shannon Cozino:

shannon.cozino@barnard-inc.com (site office)

Brittany McNamee:

brittany.mcnamee@barnard-inc.com (HQ office)

Shimmick Construction Company Inc. 8201 Edgewater Drive, Suite 202 • Oakland, CA 94621 Phone (510) 777-5000 • Fax (510) 777-5099

LBE, DBE, MBE & WBE Subcontractor/Supplier Bids Requested For:

San Francisco Public Utilities Commission General Contractor: MWH Constructors & Webcor Builders Southeast Treatment Plant Project Biosolids Digester Facilities – Site Demolition Contract No. WW-647R

BID DATE: September 20, 2018 at 2:00PM ${\bf Email~all~quotes~to~northwest.estimating@shimmick.com}$

Contract Documents are subject to a non-disclosure agreement. Please contact Jamie Helmick at jhelmick@shimmick.com for more information.

Bidders are hereby notified that work to be performed under this contract will be in full or in part financed by the Clean Water State Revolving Fund (SRF), administered by the United States Environmental Protection Agency (US EPA) and the State Water Resources Control Board (SWRCB). The Bidder shall comply with all applicable terms and conditions, special provisions, and reporting requirements, as set forth in these specifications, and as may be required by federal law, rule, or regulation. Refer to Contract Section 00 48 10.01 for more information

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

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

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For: RP-1 1158 ZONE RECYCLED WATER PUMP STATION UPGRADES PROJECT **PROJECT NO. EN 14042**

Owner: Inland Empire Utilities Agency Location: Ontario, CA Bid Date: October 16, 2018 @ 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, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Miscellaneous Metals, Painting & Coatings, Equipment, Cathodic Protection, Electrical and Instrumentation

Plans and Specifications: Email your request to nicole.uribe@jfshea.com. 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.



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

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction on State Highway in Modoc County near Adin at Butte Creek Bridge and at Ash Creek Bridge Project

http://www.dot.ca.gov/obeo/index.html

Subcontractors and Suppliers for the following project:

SR-299 Modoc County Bridges Project Contract No. 02-4F2104 Federal-Aid Project: ACSB1ST-P299(204)E
Owner: Caltrans

Bid Date: October 11, 2018 at 2:00 P.M. Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not

AC Paving, Aggregate Supply and Install, Bridge Removal, Bat and Bird Exclusion Device, CIDH Piling, Clear and Grub, Cold Plane AC Pavement, Concrete Barriers, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Concrete Washouts, Concrete Formling Concrete Supply, Concrete Washouts, Concrete Formliners, Concrete Staining, Crash Cushions, Bridge Railing, Earthwork, Erosion Control, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Guardrail, K-rail, Hydroseed, Joint Seal, Message Signs, Minor Concrete, Misc. Metals, Pavement Markings, Polyester Concrete Overlay, Precast Concrete, Prepare Bridge Deck Surface, Remove/Relocate/Install Sign Structures, Roadside Signs, Structural Shotcrete, Traffic Control, SWPPP, Survey, Biologist Noise Monitoring, Environmental Company vey, Biologist, Noise Monitoring, Environmental Compliance, Trucking & Hauling, Sweeping, Water Trucks.

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 certified, DBE 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 October 5, 2018 and Ouotes NO LATER THAN October 10, 2018 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/district fornia/overview.aspx to register your company and to be able to receive bidding information, view plans and specifications. You can view the plans in our office during regular

business hours by appointment Performance Bond and Payment Bonds may be required

for subcontractors and a suppliers bond for suppliers

Davis-Bacon Act Applies Buy America Requirements Apply An Equal Opportunity Employer CA Lic. 433176 DIR # 1000001147



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

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE), Micro SB and Disabled Veteran Business Enterprises (DVBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Department of Water Resources, Low Water Access Trail Project, Lake Oroville Marina, Lake Oroville, CA

http://www.pd.dgs.ca.gov

Subcontractors and Suppliers for the following project:

Low Water Access Trail (Site 9a) Project Spec. No. 18-17 Contract No. C51579 Owner: Department of Water Resources Bid Date: October 3, 2018 @ 2:00 P.M.

Small Business Enterprises, Micro (SBs) and Disabled Veteran Business Enterprises

wanted for the following scopes, including, but not limited to:

Aggregates, Articulated Concrete Block Mats, Concrete Supply, Concrete Reinforcement Supply & Install, Dewatering, Erosion Control, Gabions, Geosynthetic Materials, Misc. Metals, Rock Slope Protection, Trucking & Hauling, Street Sweeping & 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 DGS certified, SBE and Micro SB 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 September 28, 2018 and

Quotes NO LATER THAN October 2, 2018 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 http://www.kiewit.com/districts/northern-california overview.aspx to register your company and to be able to receive bidding information, view plans and specifica-

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

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

Prevailing Wages apply.

An Equal Opportunity Employer CA Lic. 433176 DIR # 1000001147



California Sub-Bid Request Ads

CAHILL CONTRACTORS LLC requests bids Suppliers for the following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar Hot Water

88 BROADWAY - DESIGN BUILD BID -SELECT TRADES

88 Broadway, San Francisco, CA 94111
This is a SFCMD project with construction

workforce and prevailing wage requirements.

BID DATE: 9/20/18 @ 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 the following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar Hot Water

735 DAVIS - DESIGN BUILD BID -SELECT TRADES 735 Davis St, San Francisco, CA 94111

This is a SFCMD project with construction workforce and prevailing wage requirements

BID DATE: 9/20/18 @ 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.

Request For Qualified DBE Subcontractors, Consultants and Suppliers For:

Caltrans Contract 03-3F5504 Replace Timber Fender System Surrounding Piers 6 and 7

In Yolo and Sacramento Counties in West Sacramento and Sacramento at Sacramento River Bridge (Tower Bridge) Bid Date: October 2, 2018 at 2:00 PM

Requesting quotes for but not limited to:

Lead Compliance Plan, Prepare Water Pollution Control Program, Natural Resource Protection Plan, Fiberglass Reinforced Grating. Furnish Steel Pipe Piling, Structural Steel (Bridge), Plastic Lumber, Miscellaneous Metal (Bridge), Electrical WorkMaterials & Supplies

CEC is willing to breakout any portion of work to encourage DBE participation.

Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from the Caltrans Website:

http://www.dot.ca.gov/des/oe/weekly-ads/all-advprojects.php

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications.

Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed

California Engineering Contractors, Inc.

20 Happy Valley Road, Pleasanton, CA 94566 Phone (925) 461-1500 Fax (925) 461-0510 Email: estimator@cecmain.com Estimator-Jeff Hollfelder

AN EQUAL OPPORTUNITY EMPLOYER





INVITATION TO PREQUALIFY FOR **TOCA 096 PROJECT**

DUE DATE FOR PREQUALIFICATIONS

Requesting completed prequalification forms from Subcontractors by Friday September 21, 2018

> OUTREACH REQUIREMENTS: 10% DVBE and 30% SBE

PROJECT INFORMATION AND DESCRIPTION:

CSUF TOCA 096 - ANTICIPATED PROJECT BID DATE: October 5th, 2018

CSUF Natural Gas Line upgrades

Estimated Budget: \$395,000

The new gas pipe routing will attempt to follow the path of the existing natural gas distribution network where possible. Underground lines will be replaced up to the existing building regulators. In addition, a number of the buildings will have new earthquake valves installed at their connection to the distribution piping to bring them up to code and gas meters will be provided at high usage buildings that the campus would like to monitor. Underground lines will be replaced on the east side of the campus from the end of the utility tunnel to serve Gerentology and Health Center and on the south side of the campus from the SoCalGas main meter. All natural gas pipe will be Medium Density Polyenthylene (MDPE) pipe.

TRADES:

CSI Divisions 1 thru 32 Including but not limited to: Surveying, Abatement, Sawcutting, Demolition, Shoring, Electrical, Plumbing Site Utilities, Concrete, A.C. Paving, Misc. Metals, Signage, Landscape & Irrigation, Sheet Metal, Striping, Clean up.

Required Submittals

Completion of Swinerton Master Service Agreement (MSA) Swinerton Pregualification

Subcontractors are encouraged to begin the Swinerton Prequalification process at: http://www.swinerton.com/subcontractors/sub tractor-prequal

Prequalified Subcontractors will be eligible to bid the project

For additional information on prequalification, please contact:

Veronica Miguel at vmiguel@swinerton.com or 213.896.3439 Pacific States ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241 11555 Dublin Boulevard Dublin, CA 94568-2909 Phone: (925) 803-4333 • FAX: (925) 803-4334 Estimator: Michael Collings

mcollings@pacificstates.net Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the

project listed below: PROJECT:

Implementation of Removal Action Workplan, Sequoia High School Relocation Project Visalia, Tulare County, California (DTSC Site Code 104766-11) (VUSD#4916) OWNER:

Visalia Unified School District

BID DATE: September 28, 2018 @ 11am

We hereby encourage responsible participation of DVBE's and solicit their subcontractors or materials and/or suppliers quotation for the following types of work including but not limited to:

Trucking -Semi-End Dumps of Contaminated Dirt from project to Class 1, Class 2 or Class 3 Landfill. Water Truck - Dust Control **Erosion Control and BMP Installation**

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or by visiting https://www.vusd.org/Page/248

PSEC is willing to breakout any portion of work to encourage DVBE's and solicit their subcontractor or materials and/or suppliers and trucking quotation as well as increase the expectations of meeting the Outreach Program goal. If you require any assistance, please contact the Estimator, Michael Collings, email him at mcollings@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. 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. We are an equal opportunity employer.

We are an equal opportunity employer.

F) FISHER

We are requesting bids from MEP Subcontractors for the design build of approximately 25,000 sq ft of existing office space for the **440 Turk Street project, Contract** 10000009329 for the San Francisco Department of Public Works. Construction is approximately from 12/15/18, complete 3/31/2019. Precon design responsibility begins immediately after award.

We are looking for subcontractors to fulfill the 30% Local Hire and 20% LBE participation requirements as part of our submission.

Bids due: September 28, 2018 @ 2:00 PM

Fisher Development, Inc. 601 California Street, Suite 300 San Francisco, CA 94108 Phone: 415-228-3060 / Fax: 415-228-3028

Interested bidders please contact Maria Juachon at mjuachon@fisherinc.com or call 415-228-3055



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

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

CEMOF FACILITY IMPROVEMENTS FOR PENINSULA CORRIDOR ELECTRIFICATION PROJECT (PCEP) • CONTRACT #18-J-C-071
Bids: 09/28/18 @ 2 PM
SUBCONTRACTING GOAL – DBE – 16%

DEMO: SITE CLEARING: DEWATERING: EARTHWROK DEMO; SITE CLEARING; DEWATERING; EARTHWROK; AGGREGATE BASE COURSES; UNDERGROUND DUCTWORK & STRUCTURES; UTILITY GRADE ADJUSTMENTS; STORM DRAINAGE SYSTEMS; STATION PLATFORMS, SIDEWALKS, CURBS & GUTTERS, ASPHALT PAVING; PAVEMENT STRIPES & MARKINGS; CHAIN LINK FENCE; CONCRETE; REBAR; CONC MASONRY UNIT; MTL FAB; STRUCTURAL STEEL; HANDRAILS & RAILINGS; JOINT SEALANTS; MEMBRANE WATERPROOFING: PAINTS/COATINGS: MANUFACTURED PARTS ING; PAINTS/COATINGS; MANUFACTURED PARTS STORAGE WAREHOUSE; INDUSTRIAL FURNISHINGS; PREFAB OFFICE BLDG: MECHANICAL: PACKAGED HTG PREFAB OFFICE BLDG; MECHANICAL; PACKAGED HIG & COOLING UNITS; ELECTRICAL; PANTOGRAPH IN-SPECTION SYSTEM; TRACKWORK; CONC CROSSTIES & RAIL FASTENER ASSEMBLIES; RAIL; TRACK REMOV-AL/SALVAGE; TRACK CONSTRUCTION; FLASH BUTT RAIL WELDING; BALLAST & WALKWAY AGGREGATE

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

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

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1694 EASTMAN AVENUE, VENTURA, CA 93003 Phone: (805) 642-0121 • Fax: (805) 644-1542 **Contact: Arnold Tostado** Email: atostado@taftelectric.com

TAFT FI FCTRIC COMPANY

Invites sub-bids from qualified **DBE** businesses for the following project: Agency: City of Los Angeles/Bureau of Street Lighting Replace street lighting system

#L1649429 Federal-Aid Project Number: STPL-5006(860) Location: Ventura Blvd from Amigo Ave to White Oak Ave & from Densmore Ave to Calhoun Ave. BID DATE: October 3rd, 2018

Trades Seeking: Concrete Removal and Replacement of Concrete Sidewalks, **Electrical Material**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprisee 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.

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Developing Team Presentations

Continued from page 2

Arrive at the presentation site early and check your equipment. Remember to pack spare bulbs, batteries and anything else that can burn out. Take a few minutes before your segment to relax. When you step forward to begin your segment remember to smile and have fun.

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



5225 Hellver Avenue, Suite #220 • San Jose, CA 95138 Phone (408) 574-1400 Fax (408) 365-9548 Contact: Bryan Jones • Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED DBE Firms SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

Light Rail Track Intrusion Prevention Contract C18099F Owner: Santa Clara Valley Transportation Authority Engineers' Estimate: \$3,500,000. BID DATE: October 4, 2018 @ 2:00 PM

Items of work include but are not limited to: Traffic Control, Remove Striping & Markings, Concrete Barrier Wall, Slurry Seal, Chain Link Fence & Swing Gate, Metal Picket Fence & Sliding Gate, Signs, Striping & Markings, Electrical, Irrigation and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on

We are an Equal Opportunity Employer





JOINT WATER POLLUTION CONTROL PLANT EFFLUENT OUTFALL TUNNEL PROJECT County Sanitation District No. 2 Los Angeles County
Bid Date: October 9, 2018 – 2:00 PM

Skanska-Kenny, a Joint Venture (SKJV) is interested in soliciting subcontractors, material suppliers, services consultants and vendors; especially DBE subcontractors, material suppliers, services consultants and vendors, related to the scopes of work below for the Los Angeles County Sanitation Districts Joint Water Pollution Control Plant - Effluent Dutfall Tunnel. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking firms.

All Quotes are due, October 3rd, 2018 so that all bids/proposals can be fairly evaluated.

This project is subject to American Iron and Steel Requirement.

Requested scopes include, but are not limited to the following and should be based on the projects RFP and

Subcontractors: Construction Area Signs, Drainage Systems & Structures, Electrical, Tunnel Electrical, Frosion Control / Hydro-seeding, Fencing and Gates, Guardrail, Joint Seals, Landscape, Materials Testing, Masonry Walls, Post Tensioning, Rebar Furnish & Install, Striping & Markings, Survey (Construction), SWPPP, Traffic Control, Trucking, Underground Utilities, Cast-in-Place Concrete, Asphalt Paving, Minor Concrete, Shoring, Painting and Coating, Pumps and Valves, Instrumentation, Piping, Potholing, Tunnel Ventilation, Jet Grouting, Building Demolition, Lead & Asbestos Removal.

Material Suppliers: Base & Aggregates, Asphalt, Concrete Form Materials, Concrete Pumping, Concrete Ready Mix, Drainage Structures, Erosion Control Material, Pipe, Steel Pipe, Rebar, Traffic Control Devices, Miscellaneous Metals, Structural Steel.

Services/Vendors: Sound, Vibration, Geo & Air Quality monitoring, Site Security, Office Supplies, Reprographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering, QA/QC, Testing & Inspection, Document Control

Assistance: SKJV will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. Also DBEs must fill out and return with their bid the DBE Subcontractor Performance Form. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. We will also review breaking out scope rackages and adjusting schedules to assist permit maximum participation. packages and adjusting schedules to assist permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside (Please call or email for ap-

Subcontracting Requirements: SKJV's insurance requirements are Commercial General Liability (GL): \$1M Subcontracting Requirements: SKJV's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured Endorsement. Primary Wording Endorsement, & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by SKJV. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. SKJV is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one principal and one copy of all certified payrolls, including non-performance and tors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

Skanska-Kenny, a Joint Venture is an Equal Opportunity/Affirmative Action Employer

EEO/AA/Vet/Disability Employer

Estimating Department - 1995 Agua Mansa Rd, Riverside, CA 92509

Phone (951) 684-5360, Fax: (951) 788-2449

Email: bids.socal@skanska.com

Estimating Contact: Francisco Salazar

Francisco.Salazar@skanska.com

Phone: (951) 368-6488



10704 Shoemaker Ave., Santa Fe Springs, CA 90670 Tel: (562) 946-1816, Fax: (562) 946-3823 Contact Jonathan Moreno at jonathan.moreno@kiewit.com

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from Disadvantaged Business Enterprises (DBE) firms, including Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firm (LSAF), Historically Underutilized Business (HUB) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBEs must be certified by one of the following agencies prior to bid opening: The US Environmental Protection Agency (USEPA), The Small Business Administration (SBA), California Department of Transportation (Caltrans), Tribal, State and Local governments, or an independent private certifying organization.

Project Owner: Inland Empire Utilities Agency

Project Name: RP-1 1158 Zone Recycled Water Pump Station Upgrades Project EN14042

Project Location: 2662 East Walnut Street, Ontario, CA 91761

Project Bid Date / Time: October 16, 2018 at 2 pm PST.

Project Description: The work consists of all materials, labor, tools, equipment, apparatus, facilities, transportation, and incidentals necessary to furnish, deliver and install RP-1 1158 Zone Recycled Water Pump Station Upgrades to be included, but not limited to, removal of the existing four (4) 1158 Zone pumps and installation of new four (4) 5,800-gpm capacity pumps and motors, variable frequency drives, and associated appurtenances, one (1) 7,500-gallon surge tank and surge control systems, one (1) 10-inch pressure relief & surge anticipator valve and auxiliary pipelines, and all associated valves and fittings. Project includes replacing the existing transformers with new 3000kVA transformers, upgrades in the existing Power Center Building, switchgear, and MCC panel(s), for accommodating new pump drives.

Kiewit is requesting quotes in the areas described, but not limited to:

Dumpster/trash services, aggregates, site remediation, trucking & hauling, demolition, underground piping sub, plastic pipes (PVC), asphalt paving, curb & gutter, fences/gates/guardrails, lighting & signals, ready mix supplies, concrete reinforcing installation, concrete drilling and saw-cutting, metals, steel pipe, sheet metal roofing, painting & coating, water supply & treatment equipment, supply and treatment pumps, compressor, cathodic protection, storage tanks, bolts & gaskets, mechanical insulation, valves, pipes & tubes and electrical work.

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Plans and specifications are available at the address listed above or provided to you through Kiewit's electronic use of SmartBidNet by contacting Kiewit.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information, assistance or questions regarding the project, to discuss your specialty or scope of work, project schedule, requirements of the contract, licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact the Lead Estimator listed above.

Kiewit Infrastructure West Co. is an Equal Opportunity Employer. We encourage qualified women, minorities, veterans, individuals with disabilities, and others to apply.



Project: Pima Freeway (SR 101) Interstate 17 to Pima Road
Design and Construct General Purpose Lanes
ADOT Project Number: 101-B-(213)S; TRACS Number: F012101C
PLEASE SUBMIT PROPOSALS BY OCTOBER 1ST, 2018 DBE Goal 8.35%

The Department programmed amount for design and construction of this project is \$185,400,000. The proposed Design-Build project is in Maricopa County on SR 101L, from I-17 to Pima Road. The scope includes design and construction for new general purpose lanes on SR 101L in both travel directions. The work includes constructing pavement, structures, retaining walls, barrier, drainage, signing, pavement markings, street lighting, traffic signals, ITS, utilities relocation, landscape restoration, and AR-ACFC.

For the ADOT Design Concept Report (DCR) and RFP Specifications, please visit:

Please contact Coffman Ames Joint Venture to receive a sub-quote package when they become available.

Coffman Ames Joint Venture is seeking quotes from small business enterprises, including certified DBE firms to perform work on the project, including, but not limited to, the following items of work

- Bridge Demo
- Traffic Control Services
- Pavement Markings
- Signs and Sign Structures Concrete Barrier Rail
- Noise Walls
- Reinforcing Steel · Electrical and Lighting
- Erosion Control
- Asphalt Paving Saw and Seal Joints
 Slope Paving

Landscaping

Trucking

• Milling

- . Drilled Shaft Foundations
- Aggregate and AC Bases Precast Girders
- Post Tensioning
- Concrete Curb and Gutter
- Guardrail
- Miscellaneous Metal
- Deck Joints
- Bearing Pads
- Painting
- Form-liners
- · QC and Material Testing
- Site Biologist

• Concrete Curb and Gutter

Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. Coffman Ames Joint Venture will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance or advice with obtaining bonds, insurance, lines of credit, and equipment. Subcontractors must provide their AZ contractor's license number with their quote. DCR Plans and RFP Specifications are available at no cost to interested DBE firms from the ADOT website at the web address listed above. Confidential sub-quote bid packages will be available at no cost to interested DBE firms directly from Coffman Ames Joint Venture. You must have a valid AZ UTRACS registration. This project requires Certified Payroll. We are an EOE & seriously intend to negotiate with qualified firms.

If you have questions, please email estimating@coffmanspecialties.com, or contact Ken Brunker at (480) 368-5558 or Gus Rios at (858) 536-3100 x 266



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: estimating@coffmanspecialties.com

U.S. Secretary of Commerce Announces Henry Childs, II as National Director of the Minority Business Development Agency

U.S. Secretary of Commerce Wilbur Ross announced that Henry Childs, II will be the new National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA). Mr. Childs will be the 17th National Director of the agency.

Established by an Executive Order in 1969, MBDA is the only Federal agency solely dedicated to the growth and global competitiveness of U.S. minority-owned businesses.

"Mr. Childs' commitment to economic development in minority communities is an unrivaled asset to the Department of Commerce," said Secretary Ross. "In his new role, I fully expect him to continue to vigorously pursue opportunities and growth for minorities as well as the country as a whole."

In addition to his appointment as the National Director of MBDA, Mr. Childs serves as the Policy Advisor to the White House's Office of Public Liaison where he leads the Administration's outreach to the African American community. He also works closely with the Office of American Innovation on economic development issues for urban areas and urban revitalization.

"I am honored to be selected by Secretary Ross to lead the Minority Business Development Agency", said Mr. Childs. "I look forward to working with the dedicated team at MBDA as we blaze the agency's path into the future."

Prior to his appointment as the National Director of MBDA, Mr. Childs served as the Economic Development Administration (EDA) Senior Advisor and Director of Strategic Initiatives for the U.S. Department of Commerce. As Senior Advisor and Director of Strategic Initiatives, he provided counsel on economic development and fostered partnerships with other federal agencies as well as national and international organizations. Mr. Childs also oversees the Department

of Commerce's \$1 billion in supplemental Congressional funds for disaster recovery and readiness grants after the natural disasters of 2017.

About the Minority Business Development Agency (MBDA)

MBDA, www.mbda.gov, is the only Federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses through the mobilization and advancement of public and private sector programs, policy, and research. Our services better equip minority-owned firms to create jobs, build scale and capacity, increase revenues and expand regionally, nationally and internationally. For nearly 50 years, MBDA has been a dedicated strategic partner to all U.S. minority-owned businesses, committed to providing greater access to capital, contracts, and markets.

SOURCE: www.mbda.gov



Henry Childs, II, National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA)

Monica Eaton-Cardone Examines Economic Benefits of Women of Color in Tech and Business

Continued from page 1

of political correctness—it's just smart business sense. The more diverse your workforce, the better your chances of connecting with a broad range of consumers across all demographics."

Eaton-Cardone says organizations that overlook the economic power of minorities are undercutting their own bottom line. For example, a recent Nielsen report noted that black women "control the lion's share of the African-American community's \$1.2 trillion in spending power" and are influencing mainstream American culture in such areas as civic engagement, environmental initiatives, fashion, television and music.(7)

Furthermore, women of color have a strong entrepreneurial drive. Over the past 20 years, the number of minority female-owned firms rose 467%—as of 2017, there were over 5.4 million U.S. businesses owned by women of color, collectively employing more than 2.1 million people and generating \$361 billion in revenue. In addition, 71% of the female-owned businesses that debuted over the past two decades were launched by women of color.(8)

"Failing to foster diversity creates a gap in capitalizing on the unique perspectives and entrepreneurial spirit that women of color bring to the table," asserted Eaton-Cardone. "Leveraging diversity in business puts businesses ahead of their competition—the more diverse viewpoints and backgrounds in the workplace, the more collaboration and consequently, the more consumers one can attract."

A number of industry leaders realize the potential and growing influence of women of color and are working to increase their representation in the workplace. After Altassian overhauled its hiring practices, its technical teams went from 11.5% female hires as of July 2015 to a 2017

entry-level cohort that was 57% women; in addition, 33% of its U.S. interns are now black and Latino/Hispanic.(9) Ernst & Young (EY) has also implemented a number of diversity initiatives, including a sponsorship program in its technology division that goes beyond mentorship by actively interceding to help women and minorities advance.(9)

Eaton-Cardone advises employers to review the research demonstrating the economic and business advantages of diversity, and to look to industry leaders for best practices in hiring, retaining and promoting women and minorities. She also urges women of color to explore the many programs and nonprofit groups that have emerged in recent years—including Women of Color in Computing(2)—and to leverage these resources in their ongoing push for greater representation in the workplace.

Monica Eaton-Cardone frequently discusses financial technology (FinTech) advances and opportunities for women in technology and business at industry conferences and events. She has been a featured panelist at TRUSTECH, the IATA World Financial Symposium and TRANS-ACT, and is also available for interviews and future speaking engagements. For more information, visit http://monicaec.com.

About Monica Eaton-Cardone:

Monica Eaton-Cardone is an accomplished entrepreneur, speaker, author and industry thought leader who is internationally recognized for her expertise in risk management, chargeback mitigation, fraud prevention and merchant education. Eaton-Cardone found her calling as an entrepreneur when she sold her first business at the age of 19. She later became an eCommerce merchant; and after grappling with chargebacks and fraud, she took it upon herself to develop a comprehensive, robust solution that combined agile

technologies and human insights. Today, Eaton-Cardone's innovations are helping thousands of organizations achieve sustainable growth, and she continues to pioneer loss-prevention best practices as CIO of Global Risk Technologies and COO of Chargebacks911. Eaton-Cardone is a champion of women in IT and business leadership, and aims to inspire the next generation of young innovators through her nonprofit organization, Get Paid for Grades. Get to know her at http://www.monicaec.com.

- **1.** Catalyst. *Quick Take: Women of Color in the United States*; October 12, 2017.
- **2.** McAlear, Frieda; Allison Scott; et al. *Data Brief: Women of Color in Computing*; August 2018.
- **3.** Herring, Cedric. "Does Diversity Pay?: Race, Gender, and the Business Case for Diversity"; *American Sociological Review*; April 1, 2009.
- **4.** Hunt, Vivian; Lareina Yee; et al. *Delivering Through Diversity*; McKinsey & Company report; January 2018.
- **5.** Noland, Marcus; Tyler Moran; and Barbara Kotschwar. *Is Gender Diversity Profitable? Evidence From a Global Survey*; Peterson Institute for International Economics report; February 2016.
- **6.** PricewaterhouseCoopers. *PwC Women in Work Index: Closing the Gender Pay Gap*; March 2018.
- 7. The Nielsen Company. *African-American Women: Our Science, Her Magic*; September 21, 2017.
- **8.** American Express OPEN. *The 2017 State of Women-Owned Businesses Report*; November 8, 2017.
- **9.** Johnson, Emily. "IT Pros Are More Equipped to Address Diversity Than You'd Think"; *InformationWeek*; May 3, 2018.



DIVERSITY OUTREACH

- Advertise
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Visit this link for the OUTREACH ORDER FORM:

www.sbeinc.com/services/ diversity outreach.cfm

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

(Proof of Publication will be included for all)



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SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

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Public Legal Notices

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS -

NOTICE IS HEREBY GIVEN THAT THE GOVERNING BOARD ("BOARD") OF THE OAKLAND UNIFIED SCHOOL DISTRICT ("DISTRICT") WILL RECEIVE SEALED BIDS FOR THE FOLLOWING PROJECT, BID NO. 18105

> Various School Sites (44) – Re-Bid-Video Surveillance Project

1. The Project consists of:

<u>Installation of approximately (44) (41) Elementary</u> (2) High Schools (1) Middle School.

- 2. Engineer's Estimate: \$1.3 Million
- 3. Project Manager for this project is **Richard Rogers**, he can be reached at **(510) 535-7048**.
- 4. To bid on this Project, the Bidder is required to possess one or more of the following State of California contractors' license(s):

C-10 Electrical Contractor

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

- 5. 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. The Bidder's registration must remain active throughout the term of the Contract.
- 6. Contract Documents will be available on or after Tuesday, September 18, 2018 for review at East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606. All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

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

Email: ebbp@eastbayblueprint.com, Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are NON-REFUNDABLE

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

Builder's Exchange of Alameda County McGraw Hill Construction Data San Francisco Builder's Exchange Reed Construction Market Data Contra Costa Builder's Exchange Marin Builder's Exchange

7. Sealed bids will be received until 2:00 p.m., on Wednesday, October 3, 2018, at the District Office, located at 955 High Street, Front Desk, Oakland, California, 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.

Pursuant to Public Contract Code section 20111.6, only prequalified bidders will be eligible to submit a bid for contracts \$1 million or more using or planning to use state 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, if used, who have not been prequalified, shall be deemed nonresponsive and will not be considered.

- 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, cash, or a cashier's check or

a certified check, drawn to the order of the Oakland Unified 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 <u>mandatory</u> pre-bid conference and site visit will be held as follows:
- On Thursday, September 27, 2018 at 9:00 a.m. @ Front Entrance of Peralta Elementary School 9:45 a.m. @ Front Entrance of Sankofa Elementary School and 10:45 a.m. @ Front Entrance of Cleveland Elementary School . All participants are required to sign in at the front Entrance of the Building. The site visit(s) 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 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.
- 13. 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.
- 14. 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: http://www.dir.ca.gov.
- 15. 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 Contractor and all Subcontractors under the Contractor shall furnish electronic certified payroll records directly to the Labor Commissioner weekly and within ten (10) days of any request by the District or the Labor Commissioner. The successful Bidder shall comply with all requirements of Division 2, Part 7, Chapter 1, Articles 1-5 of the Labor Code.
- 16. The District has entered into a Project Labor Agreement that is applicable to this Project. For questions or assistance concerning the Project Labor Agreement, contact Maribel Alejandre, (510) 835-7603 X 21, Davillier-Sloan, Inc. 1630 12th Street, Oakland, California, 94607.
- 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.

Request for Proposal

On-Call Geotechnical Engineering Services (2019)



Who: Santa Clara Valley Water District (District) is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's 2 million residents.

The Santa Clara Valley Water District (District) is seeking a qualified Geotechnical Consultant (Consultant) to provide general and specialized geotechnical engineering services on an "as-requested" or "as-needed basis," to assist the Santa Clara Valley Water District (District) in accomplishing its projects in a timely manner. Requests for the services of qualified geotechnical engineers from the Consultant's team may come at any time and may require different level of staff experience, and expertise to perform the requested tasks.

The full request for proposal (RFP) can be viewed at *http://cas.valleywater.org*. Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "GE11" Geotechnical Engineering and add contact information as necessary.

Contact: If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to *ContractAdministration@valleywater.org*.

In addition to submitting proposals electronically through the District's web portal, hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to Helen Hoang at **hhoang@valleywater.org**. Questions must be submitted no later than the date specified in the RFP Schedule.

09/2018 BA

How Hispanic Entrepreneurs are Contributing to the Economic Boom in Northern California

Continued from page 1

A Stanford study found that one in three Hispanic entrepreneurs are connected to business networks, yet, research shows that Hispanic-owned businesses that have higher revenue levels are more likely to be actively networking. The SBA and CHCC provide local networking platforms that Hispanic entrepreneurs can take advantage of.

The same study found that only one third of Hispanic business owners have business mentors. The SBA and CHCC serve as trusted partners for small business owners seeking mentoring and tools for effective business management. The SBA has local offices and resource partners, and the CHCC has local chapters, and we are inviting Hispanic entrepreneurs to connect with us.

We know that for Hispanic business owners, owning a business is much more than earning a living. It's about the community. Nearly 70 percent view community as vital to business success. Casa Bonampak, located in San Francisco, is a prime example. Nancy Charraga is dedicated to preserving Mexican traditions through fair trade imports. Casa Bonampak works directly with Mexico's indigenous artisans and families, paying fair wages for products. Ms. Charraga saw a need for export markets in Mexico and a demand on this side of the border and considers her business a bridge between the two cultures.

We know that when small businesses succeed, communities succeed. We are in the community, and are making a commitment to addressing the challenges Hispanic small business owners face today and prepare them for the future.

SOURCE: www.sba.gov

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382984-00

415 Electric Address

1215 Revere Avenue, San Francisco, CA 94124

Full Name of Registrant #1

Greg Barnes Address of Registrant # 1

1215 Revere Avenue, 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 6/30/2018

This statement was filed with the County Clerk of San Francisco County on 9/5/2018

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

Filed: Jessa Lazo

Deputy County Clerk 9/5/2018

9/13/2018 + 9/20/2018 + 9/27/2018 + 10/4/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382945-00

Fictitious Business Name(s): **Apricot Analytics**

2261 Market Street, Unit 30, San Francisco, CA 94114 Full Name of Registrant #1

RQC Analytics LLC (CA) Address of Registrant #1

2261 Market Street, Unit 30, San Francisco, CA 94114

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 8/20/2018

Signed: Paul Connolly, CEO

This statement was filed with the County Clerk of San Francisco County on 8/31/2018.

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

Filed:

Sonva Yi Deputy County Clerk 8/31/2018

9/6/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): Charterexpresstours.com

Address 500 Sutter Street, Suite 401, San Francisco, CA 94102

Full Name of Registrant #1

Chandulal Raja
Address of Registrant # 1

500 Sutter Street, Suite 401, San Francisco, CA 94102

This business is conducted by An Individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/10/2018

Signed: Chandulal Raia

This statement was filed with the County Clerk of San Francisco County on 9/10/2018

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

Filed:

Mariedyne L. Argente

9/13/2018 + 9/20/2018 + 9/27/2018 + 10/4/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382941-00

Fictitious Business Name(s):

Concrete Remedy

2380 25th Avenue, San Francisco, CA 94116

Full Name of Registrant #1
Niansa LLC (CA)

Address of Registrant # 1 2380 25th 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 NOT APPLICABLE

Signed: Michael Ullman, CEO

This statement was filed with the County Clerk of San Francisco County on 8/31/2018.

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

Deputy County Clerk 8/31/2018

9/6/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383047-00

Fictitious Business Name(s):

Harborview Restaurant & Bar

Address
4 Embarcadero Center, Lobby Level, San Francisco, CA 94111

Full Name of Registrant #1
Team Work Restaurant LLC (CA)

Address of Registrant # 1
2208 Hillside Drive, Burlingame, CA 94010

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 9/11/2018

Signed: Kinson Wong

This statement was filed with the County Clerk of San Francisco County on 9/11/2018.

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

Deputy County Clerk

9/20/2018 + 9/27/2018 + 10/4/2018 + 10/11/2018

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): HREAM

279 Teddy Street, San Francisco, CA 94134

Full Name of Registrant #1

Douglas Blunt

Address of Registrant # 1
279 Teddy Street, San Francisco, CA 94134

This business is conducted by An Individual.

The registrant(s) commenced to transact by fictitious business name(s) listed above on 8/29/2018

Signed: Douglas Blunt

This statement was filed with the County Clerk of San Francisco County on 9/7/2018.

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 Comm

Deputy County Clerk 9/07/2018

9/13/2018 + 9/20/2018 + 9/27/2018 + 10/4/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383024-00

Fictitious Business Name(s): Katsura Garden

1581 Webster Street #110, San Francisco, CA 94115

Full Name of Registrant #1
Ritsuko Suzuki

Address of Registrant # 1

1531 Rever Avenue, 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 9/10/2018.

This statement was filed with the County Clerk of San Francisco County on 9/10/2018.

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

Filed:

Jessa Lazo Deputy County Clerk 9/10/2018

9/20/2018 + 9/27/2018 + 10/4/2018 + 10/11/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382943-00

Fictitious Business Name(s):

Lainez Inc

Address

102 Argonaut Avenue, San Francisco, CA 94134 Full Name of Registrant #1

Lainez Inc (CA)

Address of Registrant # 1 102 Argonaut Avenue, San Francisco, CA 94134

This business is conducted by A Corporation.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/20/2015

This statement was filed with the County Clerk of San Francisco County on 8/31/2018.

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

Filed:

Maribel Jaldon Deputy County Clerk 8/31/2018

9/06/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382975-00

Fictitious Business Name(s):

Phase AP Address

855 Bryant Street, San Francisco, CA 94103

Full Name of Registrant #1

Yutong Zhang
Address of Registrant # 1

1222 Harrison Street, Apt 2327, San Francisco, CA 94103

This business is conducted by An Individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/3/2018

This statement was filed with the County Clerk of San Francisco County on 9/5/2018.

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

Filed:

Fallon Lim Deputy County Clerk 9/5/2018

9/06/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

SparkSwap

Address 1288 Columbus Avenue, Suite 279, San Francisco, CA 94133

Full Name of Registrant #1
Kinesis Inc (DE)

Address of Registrant # 1

675 Ponce De Leon Avenue NE, Apt # E906, Atlanta, GA 30308

This business is conducted by A Corporation.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on July 26, 2018

Signed: Thomas Griffith, President

This statement was filed with the County Clerk of San Francisco County on 8/27/2018.

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

Filed:

Mariedyne L. Argente Deputy County Clerk 8/27/2018

9/6/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382734-00

Fictitious Business Name(s):

Sujie Brows Salon

Address 2088 Mission Street, San Francisco, CA 94110 Full Name of Registrant #1

Sujata Aryal Address of Registrant # 1 2207 Bonar Street #D, Berkeley, CA 94702

This business is conducted by **An Individial.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/23/2017.**

Signed: Sujata Arval

This statement was filed with the County Clerk of San Francisco County on 8/21/2018.

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

Filed:

Sonya Yi Deputy County Clerk

8/30/2018 + 9/6/2018 + 9/13/2018 + 9/20/2018FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383078-00

THG Commerical Real Estate

577 2nd Street #202, San Francisco, CA 94107 Full Name of Registrant #1
The Hawthorne Group Commercial Real Estate Inc.

Address of Registrant # 1 577 2nd Street #202, San Francisco, CA 94107

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.

This statement was filed with the County Clerk of San Francisco County on 9/12/2018.

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

Sonva Yi Deputy County Clerk

9/20/2018 + 9/27/2018 + 10/4/2018 + 10/11/2018

FICTITIOUS BUSINESS **NAME STATEMENT**

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382767-00

Fictitious Business Name(s): Zombie Village

Address

441 Jones Street, San Francisco, CA 94102

Full Name of Registrant #1

Destination Bars Inc (CA)

Address of Registrant #1 244 Kearny Street, Floor 7, San Francisco, CA 94108

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: Brian Sheehy, CEO

This statement was filed with the County Clerk of San Francisco County on 8/22/2018.

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

Sonya Yi

Deputy County Clerk 8/22/2018

9/06/2018 + 9/13/2018 + 9/20/2018 + 9/27/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0382714-00

Fictitious Business Name(s):

Phoenix Renewals

21 Clarence Pl #409, San Francisco, CA 94107

Full Name of Registrant #1

Golden State Investments, LLC (DE)

Address of Registrant # 1

21 Clarence Pl #409, San Francisco, CA 94107

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 8/20/2018.

Signed: Erik Alberts

This statement was filed with the County Clerk of San Francisco County on 8/20/2018.

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

Filed: Susanna Chin

Deputy County Clerk

8/20/2018

8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) Katsura Garden

Located at 1581 Webster Street, San Francisco, CA 94115

This fictitious business name was filed in the County of San Francisco on May 24, 2018 under file 381605.

Name and address of Registrants (as shown on previous

Full Name of Registrant #1

Yoshimura, Nobuyuki

504 Cypress Avenue, Millbrae, CA 94030

This business was conducted by a AN INDIVIDUAL.

Signed: Nobuyaki Yoshimura

This statement was filed with the County Clerk of San Francisco County on

Mariedyne L. Argente **Deputy County Clerk** 9/12/2018

9/20/2018 + 9/27/2018 + 10/4/2018 + 10/11/2018

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) Unique Brows Salon Located at 2088 Mission Street, San Francisco, CA 94110

This fictitious business name was filed in the County of San Francisco on August 23, 2017 under file 0377348.

Name and address of Registrants (as shown on previous

Full Name of Registrant #1

Suiata Arval

2207 Bonar Street #D, Berkeley, CA 94102

This business was conducted by a AN INDIVIDUAL.

Signed: Sujata Aryal

This statement was filed with the County Clerk of San Francisco County on

Sonya Yi

Deputy County Clerk 8/21/2018

8/30/2018 + 9/6/2018 + 9/13/2018 + 9/20/2018

DIVERSITY OUTREACH

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

Visit this link for the **OUTREACH ORDER FORM:** www.sbeinc.com/services/diversity_ outreach.cfm

MBDA Celebrates Hispanic Heritage Month 2018



The U.S. Department of Commerce, Minority Business Development Agency is proud to celebrate the history, culture, and contributions of Hispanic and Latino Americans as part of National Hispanic Heritage Month September 15 - October 15. This year's theme is "Hispanics: One Endless Voice to Enhance our Tradi-

In September 1968, Congress authorized President Lyndon B. Johnson to proclaim National Hispanic Heritage Week, observed during the week that included Sept. 15 and Sept. 16. In 1989, Congress expanded the observance to a month long celebration (Sept. 15-Oct. 15) of the culture and traditions of those who trace their roots to Spain, Mexico and the Spanishspeaking nations of Central America, South America, and the Caribbean.

Sept. 15 is the starting point for the celebration because it is the anniversary of the independence of five Latin American countries: Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. In addition, Mexico and Chile celebrate their independence days on Sept. 16 and Sept. 18, respectively.

Did You Know?

3.3 million

Estimated number of Hispanic-owned firms nationally in 2012, up from 2.3 million or 46.3 percent from 2007.

312,738

The estimated number of Hispanic-owned employer firms nationally in 2015, up from 298,563 or 4.7 percent from 2014.

\$61.2 billion

The estimated sales/receipts reported by Hispanic employer firms owned by women in 2015. Male-owned Hispanic employer firms reported sales of \$264.2 billion.

58.9 million

The Hispanic population of the United States as of July 1, 2017, making people of Hispanic origin the nation's largest ethnic or racial minority. Hispanics constituted 18.1 percent of the nation's total population.

The number of states with a population of 1 million or more Hispanic residents in 2017 — Arizona, California, Colorado, Florida, Georgia, Illinois, New Jersey, New Mexico, New York, and Texas.

Source: 2012 Survey of Business Owners-Hispanic Owned Firms: 2012 and 2015 Annual Survey of Entrepreneurs Vintage **2017 Population Estimates**

Listen to the Haters So You **Can Prove Them Wrong**

Continued from page 2

Every time you brush up against something that feels offensive to you, make an effort to reframe it. Ask yourself, "Where's the golden nugget here? What's being brought to the surface that I can use to continue to build something of value in my work?

Second, give back. We women have a unique set of strengths, weaknesses, and obstacles, and success for one woman can mean success for all if we share our experiences and build off of each other. That 25% difference in success rates between male and female startups? It virtually disappears when female investors or VC's with female partners are the ones investing in women-led companies.

American Business Women's Day marks the 1949 founding date of the American Business Women's Association, the mission of which is "to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership; education, networking support and national recognition.'

This mission emphasizes the importance of community and mutual reliance. Learn from those women who came before you. Be the one who encourages the others around you toward their passions in business. Together we can continue to normalize the culture.

Judith Nowlin Bio

Judith Nowlin is the Chief Growth Officer for Babyscripts. Judith created iBirthTM, a mobile care companion for pregnancy, birth and postpartum, to help healthcare practitioners deliver better health outcomes for women and children in the United States and beyond. The original idea for the app was born out of her prior decade of service in maternity care. The technology platform she and her team built has since impacted nearly 1 million families on their journey toward optimal health and wellness during one of life's most precious times. iBirth was acquired in June 2018 by Babyscripts, Inc., the leading virtual care platform for obstetrics. You can find her here: https://www.linkedin.com/in/ judith-nowlin-3a9b82b/



SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

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

LINK TO OUTREACH ORDER FORM:

http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf

For more information contact:

Small Business Exchange, Inc. • 795 Folsom Street, 1st Floor, San Francisco, CA 94107 Phone: 415-778-6250 • Toll Free: 800-800-8534

Fax: 415-778-6255 • Email: sbe@sbeinc.com • Website: www.sbeinc.com