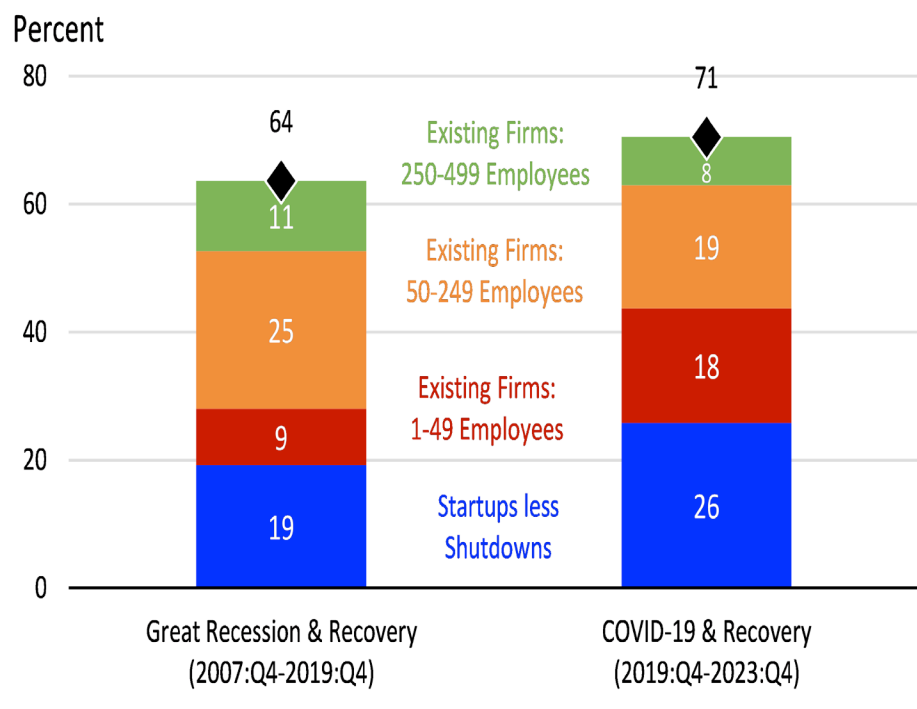


# Small Business and Entrepreneurship in the Post-COVID Expansion

Small business contributed 71 percent of total job creation this business cycle, up from 64 percent in the prior recession and recovery.

## Share of Net Private Job Gains from Small Businesses



Source: Bureau of Labor Statistics, Business Employment Dynamics (BED); U.S. Treasury calculations.

[ Article originally appeared in <https://home.treasury.gov> ]

By Eric Van Nostrand, Assistant Secretary for Economic Policy (P.D.O.)

Small businesses play a disproportionately large role in our labor markets: half the Americans that work for a private business work for a small one.[1] And with entrepreneurship surging since the pandemic, that role is poised to grow further. Americans are finding it an especially good time to start a small business. This note explores the impact small businesses and entrepreneurs have had on the U.S. economy in the post-COVID economic expansion. Our key conclusions:

- **Small businesses created over 70 percent of net new jobs since 2019.** In the previous business cycle, small businesses created 64 percent of net new jobs.
- **Small business optimism is rebounding as inflation falls.** Multiple measures of business optimism show substantial increases in recent months. More than 70 percent of small business leaders expect revenues to grow over the next year, the most since the pandemic.
- **Entrepreneurship continues to surge: the United States is averaging 430,000 new business applications per month in 2024,**

**50 percent more than in 2019.** The subset of applications for businesses most likely to hire employees has also risen to 140,000 per month, 30 percent more than in 2019.

- **Entrepreneurs are also growing more diverse: forty-three percent of self-employed Americans are female, more than ever before.** Black, Asian, and Hispanic shares of self-employed Americans are also near all-time highs. Opportunity in this expansion is applying more broadly than before.

Important headwinds remain. Credit for small businesses is still historically tight, although that trend has eased somewhat in recent months. And business owners, like households, still face costs that are too high. But given the recent progress, it is important to recognize the central role small businesses play in the U.S. economy.

### Small Businesses and Job Creation

Small businesses account for about half of total private employment. Figure 2 shows that businesses with less than 500 employees account for about 51 percent of private employment. Firms with fewer than 250 employees account for 44 percent of the total, and firms with fewer than fifty employees account for 27 percent of the total.

Continued on page 8

# National Hispanic Heritage Month 2024

[ Article originally appeared in [By Library of Congress et al](#) ]

September 15 to October 15 is National Hispanic Heritage Month. The Library of Congress, National Archives and Records Administration, National Endowment for the Humanities, National Gallery of Art, National Park Service, Smithsonian Institution, and United States Holocaust Memorial Museum join in paying tribute to the generations of Hispanic Americans who have positively influenced and enriched our nation and society.

Each year, Americans observe National Hispanic Heritage Month by celebrating the histories, cultures, and contributions of American citizens whose ancestors came from Spain, Mexico, the Caribbean, and Central and South America.

The observation started in 1968 as Hispanic Heritage Week under President Lyndon Johnson and was expanded by President Ronald Reagan in 1988 to cover a thirty-day period starting on September 15 and ending on October 15. It was enacted into law on August 17, 1988, on the approval of Public Law 100-402.

The day of September 15 is significant because it is the anniversary of independence for Latin American countries Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. In addition, Mexico and Chile celebrate their independence days on September 16 and September 18, respectively. Also, Columbus Day or Día de la Raza, which is October 12, falls within this thirty-day period.

The Law Library of Congress has compiled guides to commemorative observations, including a comprehensive inventory of the Public Laws, Presidential Proclamations, and congressional resolutions related to Hispanic Heritage Month.

The official National Hispanic Heritage Month website is a collaborative project of the Library of Congress and the National Endowment for the Humanities, National Gallery of Art, National Park Service, Smithsonian Institution, United States Holocaust Memorial Museum, and United States National Archives and Records Administration. Content includes



information on exhibits and collections, various audio and video resources, ideas for teachers, a gallery of images, and a section about National Hispanic Heritage Month.

Other dedicated websites for National Hispanic Heritage Month include National Archives and Records Administration, National Endowment for the Humanities (EDSITEment), National Park Service, and Smithsonian Education.

SOURCE: <https://hispanicheritagemonth.gov/>

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## MENTAL HEALTH IN CONSTRUCTION INDUSTRY

# A Call to Action for Mental Health & Construction

[ Article originally appeared in  
[www.autodesk.com](http://www.autodesk.com) ]

By Nancy Novak

Construction work sites have been a part of my life since early childhood when my twin sister and I would visit our dad at work. He led large construction projects of an enormous scale – but particularly for a kid like me who was amazed by the number of cranes, backhoes, forklifts, and workers, I could also see how hard of a job it was. It was always either too hot or too rainy, and the work looked incredibly difficult for those who did it. Back then, all the workers were men, and they all seemed to be the strong, silent types like Gary Cooper and Clint Eastwood, brushing off injuries and the exhausting nature of the jobs like it was nothing.

But these things can take a toll, and the stress can become overwhelming. The men working on my dad's job sites were raised to be stoic. They stifled their struggles and generations of workers who trained under them followed suit. It's a mindset that has contributed to mental health issues that have become pervasive in our industry. And a recent CDC study shows that the suicide rate among construction workers is more than four times greater than the national average.

This statistic is the second highest of all industries, with 53.3 construction workers out of every 100,000 workers who die by suicide. In stark contrast, the average suicide rate in the United States is 12.93 individuals per 100,000 people. These statistics are not something to be brushed off; they are a loud warning bell for all of us in the industry.

The CDC analyzed two sets of contributing factors for these statistics. The first set involves the stress-inducing nature of construction careers and workplaces. Working on job sites is physically demanding and dangerous, with high-risk tasks that must be completed on stringent deadlines. It also often requires long commutes and lengthy absences from family and friends. Shift work systems, job uncertainty and the cyclical dips in the construction industry all contribute to the intense stress on workers too.

The second set of contributing factors for these poor mental health stats points to demographics. The construction industry workforce has a high concentration of Caucasians, men, and military veterans – three demographics with above-average mental health and suicide rates. Potential solutions need to take these demographics into account to tackle this industry-wide issue.

Simply put: We need to be deliberate about reducing worksite stressors AND create and nurture environments where people are not repressing the stress they feel, shedding the strong silent archetype and expectation that has perpetuated this mental health crisis.

Compass recently launched a program that we believe is a major step toward accomplishing both of those goals: the Frontliners Program. Frontline supervisors, traditionally called foremen, are the most important people on construction sites because of their critical role in understanding a project's big picture while being responsible for so many of the details. They are also deeply tuned into their crews, giving them insight into workers' stress levels and morale. Frontline supervisors are in one of the most stressful positions on job sites, given their responsibility for safety and quality, while also working against aggressive timelines – a seemingly conflicting set of priorities.

Those pressures can leave frontline supervisors feeling isolated, burdened with impossible goals, and suffering from mental health stresses that they dare not share with others for fear of losing respect or losing their jobs. These pressures also create unforgiving environments for

frontline supervisors and their crews, who face harsh consequences when mistakes happen. In the process, they retreat from identifying areas for improvement, admitting mistakes, offering solutions, and being candid in other ways that would enhance safety, quality, and speed...and relieve mounting pressure and stress.

The Frontliners program provides a blueprint for how the industry can change those dynamics and create an environment and culture where workers feel safe and rewarded for talking openly about what they could have done differently. My colleague Rachel Neal, who oversees global safety for Compass, captures it perfectly with this quote:

*“Can you imagine a climate in the construction industry where frontline supervision is celebrated for talking openly about their vulnerabilities and things they could do differently to create a safer work site? We encourage participants to ask questions which may appear simple, but they are groundbreaking for the construction industry. People and organizations both grow when they acknowledge failures and learn.”*

Continued on page 8



## WORKFORCE DIVERSITY

# Bridging Shortages and Embracing Diversity in the Construction Industry

[ Article originally appeared in  
**Autodesk Construction Cloud Blog**,  
<https://construction.autodesk.com> ]

By Henry Nutt III

In an ever-evolving world, the construction industry is a backbone of progress, building cities and infrastructure that shape the future. However, behind its towering accomplishments lies an urgent challenge - a shortage of skilled workers threatening to slow down this vital sector. At the heart of the solution lies the imperative to encourage a more diverse and inclusive workforce. In this blog, I'll delve into the critical shortages facing the construction industry and explore the

transformative power of women and underrepresented communities stepping into leadership roles, with a spotlight on a recent conference I attended in Portland that highlighted this inspiring journey.

### The Looming Shortages: A Cause for Concern

The construction industry has been wrestling with a concerning shortage of proficient workers. As experienced experts retire and the demand for infrastructure projects escalates, a discernible disparity has arisen between job opportunities and the workforce. This shortfall not only jeopardizes project timelines but also has the potential to impede economic growth

and innovation. It is widely acknowledged that the construction industry needs approximately 500,000 more workers. This stems from the following issues:

- **Skilled Labor Shortage:** The construction industry faces a shortage of skilled workers such as carpenters, plumbers, electricians, masons, and other specialized trades. Many experienced workers are retiring, and there aren't enough younger workers with the necessary skills to fill the gap.
- **COVID-19 Pandemic:** The pandemic disrupted construction projects, leading to delays, shutdowns, and uncertainty. Some

workers left the industry during this time, and projects put on hold resulted in reduced job opportunities.

- **Economic Boom:** Despite the challenges posed by the pandemic, some areas experienced an economic boom, leading to increased construction projects. The surge in demand for construction outpaced the available labor force.
- **Aging Workforce:** A challenge in the construction industry is its increasingly aging workforce, as numerous skilled workers

Continued on page 3

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# CALIFORNIA SUB-BID REQUEST ADS



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

**SUBCONTRACTORS / SERVICE PROVIDERS**  
 Asphalt Paving, Cathodic Protection, CCTV Video Inspection, Cold-Planing, Concrete Flatwork, Dewatering, Electrical, Fencing, Ground Penetrating Devices, Hazardous Material Disposal, Manholes, Manhole/Utility Adjusting, Monitoring of Contaminated Soil, Potholing, Project Scheduler (CPM), Safety Representative, Saw Cutting, Shoring, Signage, Street Lighting, Street Sweeping, Striping, Survey, SWPPP, Systems Integration, Traffic Control, Traffic Signal, Trenchless Installation, Trucking, Video Recording of Existing Conditions, Water Treatment, Welding, Welding Inspection

**SUPPLIERS**  
 Aggregates, Asphalt Concrete, BMP's, Cathodic Protection, Conduit, Diesel Fuel, Equipment Rentals, Erosion Control, Fiber Optic Cable, Miscellaneous Metals, Pipeline Materials, Precast Concrete Structures, Pump Rentals, Ready Mix Concrete, Shoring, Traffic Control

**Morena Pipeline, San Diego, CA**  
**Bid No. K-25-2169-DBB-3-A-C**

California State Water Resources Control Board - Drinking Water State Revolving Fund (DWSRF)

	MBE*	WBE*
1. Construction	2%	1%
2. Supplies	1%	1%
3. Services	1%	1%
4. Equipment (combined in above)	1%	1%

NOTE: MBEs and WBEs must be certified by EPA, SBA, DOT or by state, local, Tribal, or private entities whose certification criteria match EPAs in order to be counted toward MBE/WBE accomplishments. MBEs and WBEs are a part of the larger universe of DBEs.

**REVISED BID DATE October 17, 2024 at 2:00 p.m.**

All Quotes Due Prior

Sukut Construction, LLC  
 4010 W. Chandler Avenue, Santa Ana, CA 92704  
 Contact: Robbie Zwick  
 Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/Specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% Performance and Payment Bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Robbie Zwick at Sukut Construction for assistance in responding to this solicitation.

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

Sukut Construction, LLC • An Equal Opportunity Employer



W.A. Rasic Construction is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), and Women Business Enterprise (WBE)

**City of San Diego**  
**Morena Pipeline**  
**Bid No. K-25-2169-DBB-3-A-C**  
**Revised Bid Date: October 17, 2024 @ 2:00 PM**  
**Engineer's Estimate: \$ 59.8 Million Outreach: DBE/ MBE/WBE**  
**Senior Estimators: Ben Sebat (562) 928-6111**  
**Email: [bsebat@warasic.com](mailto:bsebat@warasic.com)**

**W.A. Rasic is requesting bids for the following trades and/or material supplies:**

Aggregate Supply, Install Pipeline, AC Cold Milling & Asphalt Cap Paving, Striping, Minor Concrete (Flatwork), Cathodic Protection, Traffic Signals, Dewatering, Equipment Rental, Shoring Rental Services Waterworks Supply, Furnish Welded Steel Pipe, Trucking & Disposal, Traffic Control Equipment

**NAICS Codes:**  
 212321, 237110, 237310, 238110, 238190, 238210, 238910, 238990, 331210, 332996, 484110, 532490

Plans & Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading from the City of San Diego's Planet Bids Portal or by utilizing the following FTP link: <https://www.dropbox.com/scl/fo/d5ye3j71pe2h-r44o5mqoj/ACffVHHbFaYatnu289MAdWk?rkey=w6l8yb2yjkznp1ygbwqjreh&st=z1ozmpoi&dl=0>

W.A. Rasic intends to seriously negotiate with qualified firms and will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider all DBE, MBE, and WBE quotes, including those that are broken down into economically feasible tasks or quantities as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE / MBE / WBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A. Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractor's bid. Bond Premium will be reimbursed up to a cost not to exceed 1.5%. W.A. Rasic is an equal opportunity employer and Union signatory Contractor.





**P.O. BOX 100 Folsom, CA 95763**  
**Phone: (916) 351-0457 Fax: (916) 351-1674**  
**Contact: Brad Schieckoff**  
**Email: [BradS@srco.com](mailto:BradS@srco.com) & [estimating@srco.com](mailto:estimating@srco.com)**

Sub-Bids Requested From MBE, DBE, WBE, SBE, SBRA, LSAF, Hub Zone Subcontractors & Suppliers for:

**OWNER: GOLDEN STATE WATER COMPANY,**  
**ROBBINS SYSTEM – JAMES SITE WELL, TREATMENT & SITE IMPROVEMENTS PROJECT**  
**BIDDING SEPTEMBER 25, 2024 @10 AM**

Seeking out MBE, DBE, WBE, SBE, SBRA, LSAF, and Hub Zone quotes for well drilling, earthwork, cast-in-place concrete, asphalt placement, rebar supply, electrical, aggregate supply, concrete supply, pipe/valve/fitting supply, masonry, roofing, misc. Metals, fencing, gates, painting, clear & grub, trucking, water trucking, SWPPP, Survey, and Concrete Pumping.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions. Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project. Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.



**REQUEST FOR CERTIFIED DBE SUBCONTRACTORS/SUPPLIERS/SERVICES**  
 Caltrans Contract 06-487404

**FOR CONSTRUCTION ON STATE HIGHWAY IN TULARE COUNTY IN AND NEAR VISALIA FROM 0.6 MILE SOUTH OF AVENUE 280 OVERCROSSING TO 0.7 MILE NORTH OF AVENUE 280 OVERCROSSING (General work description: Replace bridge structures and construct roundabouts)**

**EE: \$69M DBE Goal 21% Bid Date: October 17, 2024 at 2:00 PM**

**\*\*This is an Electronic bid submittal\*\***  
**\*\*Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated\*\***

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following Items of work, but not limited to: Construction Area Signs & Roadway Signs, Bridge Demo, Clear & Grub, Roadway Excavation, Erosion Control (Temp & Perm), Landscaping/Hydromulch/Hydroseed/Compost, Rock Mulch/Rock Blanket, AC Paving, Cold Plane AC, CIDH, Joint Seal Assemblies, Rebar, Tie Back Anchors/Tie Down Anchors, Overhead Signs, Prepare/Stain Concrete, Asphalt Dike/Curbs, Underground Utilities, Fencing/Gates, Various Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping & Markings, Electrical, Minor Concrete, Furnish & Erect Precast Girders, Aggregates (including: ¾" drain rock & CL2 AB), Ready Mix Concrete (3600 psi, 4000 psi, 5000 psi w/fiber), Concrete Pumping Services, Precast Concrete Piling, Misc. Metals, Iron & Steel, Steel Soldier Pile, Clean & Paint Steel Soldier Pile, Trucking, Bridge Deck Drainage System, Trucking Services, SWPPP Plan, SWPPP Materials, Lead Compliance Plan, Geotextile Materials, Paving Oil Supply, Bridge Bearings, Formliner, Underground Precast, MSE Wall Material, Street Sweeping, Traffic Control/Crash Cushions/CMS Boards, Sheet Pile Installation, Dewatering, Underground Pipe Products, QC Testing & Services, Clean/Treat Deck, Survey, Treated Wood Waste.

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

**Non-DBE Subs/Suppliers:** You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

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

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Bidding Connect. Use the following link: [DES-PPM&OE - Advertised Projects \(ca.gov\)](https://www.caltrans.ca.gov/DES-PPM&OE-Advertised-Projects) to enter the Advertised Projects page and scroll to Contract number: 06-487404. Sign in is required to access project plans.

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

Please send all quotes by email to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)

Flatiron West, Inc.  
 1200 Concord Avenue, Ste 465 Concord, CA 94520  
 Phone 707-742-6000 Bid Fax 707-746-1603  
 An Equal Opportunity Employer  
 Contractor License 772589

## Bridging Shortages and Embracing Diversity in the Construction Industry

Continued from page 2

approach retirement age. Attracting younger individuals to step into these roles has proven to be a struggle for the industry.

- Lack of Training Programs: Insufficient investment in training programs worsened the shortage of skilled labor in construction, hindering the growth of capable work-

ers and perpetuating talent scarcity. This created barriers for aspiring individuals seeking structured education and hands-on learning, limiting the pool of skilled workers available for complex construction projects. Addressing this requires industry-wide efforts to allocate resources for accessible and effective training initiatives that attract and equip new talent for success in

- Perceived Unattractiveness: The physical demands of construction work coupled with concerns about job security, career advancement, and the persistent influence of the "good ole boy" syndrome led to a perception among some potential workers that the industry was less appealing.

**Empowering Women and Underrepresented Communities: A Transformative Solution**

One key to addressing this shortage lies in diversifying the workforce. Historically, the construction industry has been predominantly male-dominated, with women and underrepresented groups often relegated to supporting roles. How-

Continued on page 6



# CALIFORNIA SUB-BID REQUEST ADS



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

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 92/101 San Mateo  
San Mateo County  
Caltrans #04-2Q8004

**BID DATE: October 10, 2024 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Portable Radar Speed Feedback Sign System, Temporary Barrier System, Portable Changeable Message Sign, Crash Cushion, SWPPP, Storm Water Annual Report, Sweeping, Treated Wood Waste, Noise Monitoring, Temporary Fencing, Clearing & Grubbing, Structure Backfill, Imported Borrow, Planting & Irrigation, AC Dike, Tack Coat, Cold Plane AC, Welded Wire Wall, Structural Concrete, Bioretention, Underground, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Manhole Frame and Cover, Pavement Marker, Roadside Signs, Guardrail Systems, Concrete Barrier, Striping & Marking, and Construction Materials

Jean Sicard (510-809-3411 [jsicard@ocjones.com](mailto:jsicard@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - [http://www.calbizfinance.org/cal\\_cert\\_biz\\_program.html](http://www.calbizfinance.org/cal_cert_biz_program.html). OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Cold plane, RHMA overlay, install MGS, curb ramp, and rumble strip  
Hwy 29 Napa  
CT #04-2Q6104

**BID DATE: October 16, 2024 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Noise Monitoring, Structure Backfill (Slurry Cement), Base Bond Breaker, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Structural Concrete, Pedestrian Barricade, Underground, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Survey, Misc. Iron & Steel, Guard Rail Systems, Pavement Marker, Roadside Signs, Concrete Barrier, Striping & Marking, Rumble Strip, Electrical, Maintain Existing Traffic Management Elements During Construction, Modify Ramp Metering Systems, Modify Traffic Monitoring Stations, and Construction Materials

Bill Jensen (510-809-3488 [bjensen@ocjones.com](mailto:bjensen@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - [http://www.calbizfinance.org/cal\\_cert\\_biz\\_program.html](http://www.calbizfinance.org/cal_cert_biz_program.html). OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

**J.W Inc**  
167 Capistrano Ave, San Francisco, CA 94112 CA / license B, C-10 # 1086773

## INVITATION TO BID

Project: Technology Upgrades Bret Harte Elementary School.  
Project Number: 12416.  
Owner: San Francisco Unified School District.  
**Bid Date: September 24, 2024, before 2:00 PM.**  
Projects estimate: \$626.056

J.W. Inc., an Equal Opportunities Employer, is requesting quotations from all qualified DBE, DVBE, UDBE, MBE, WBE, SBE, LPB, SLB, LBE, OBE sub-contractors and/or material suppliers for this project.

### Project Description:

The Project is generally described as including but not limited to: Technology and data upgrades at Bret Harte Elementary School. The work includes but is not limited to the demolition of existing MDF infrastructure in Data Server Room 105 in Building A, IDF-203 in Building B, and IDF-P2 in the Bungalows, upgrades to the MDF in Data Server Room 105 and the IDF in IDF-203, and new IDF build-out outside the Bungalows. Additional electrical work to support expansion, alongside the installation of new data network equipment and connections to accommodate expanded technology requirements affecting the main buildings, classrooms, administrative offices, corridors, and other service areas. Installation of data and phone network systems, network racks, and equipment with associated conduit, cabling, fiber, electrical wiring, and panels. The demolition and removal of abandoned equipment and materials and hazardous materials removal.

### Bid documents can be viewed at or obtained from:

Asian Inc., Builders Exchange of Alameda County, Builders Exchange of Stockton, CMD Group, Contra Costa Builders Exchange, EBidboard, El Dorado Builders Exchange, Marin Builders Association, Peninsula Builders Exchange, Placer County Builders Exchange, Sacramento Builders Exchange, San Francisco Builders Exchange, Santa Clara Builders Exchange, Solano-Napa Builders Exchange, Sub-Hub, iSqFt.

Project information, including plans and specifications can be obtained by contacting: Email: [Happy@sfjw-electrical.com](mailto:Happy@sfjw-electrical.com)

**Prevailing Wage:** The work described is pursuant to California Labor Codes 1770 and 1771.



Steve Bubalo Construction Co. is preparing to bid for the following project as a prime contractor and is interested in receiving subcontractor quotations for items of work or materials required below from qualified and interested Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE) and Small Business Enterprises (SBE).

**Santa Clarita Valley Water Agency**  
**McBean Parkway Water Main Replacement**  
Bid No. 2403003

**Bid Date: October 16, 2024 @ 2:00 pm**

Lead Estimator: Noel Moore (626) 574-7570 x 1109 • Email: [nmoore@stevebubalo.com](mailto:nmoore@stevebubalo.com)

Steve Bubalo Construction Co. is an equal opportunity employer and a Union signatory contractor. We have identified portions of the project to be performed by subcontractors and are requesting bids for the following:

Asphalt Pavement Replacement, Asphalt Pavement Grind and Overlay, Saw Cutting, Furnish Ductile Iron Pipe fittings and appurtenances, Furnish Sand/Aggregate materials, Trucking, Land Survey, Soils and Compaction Testing, SWPPP Development and Monitoring, Hardscape (Curb&Gutter/Sidewalk), Disinfection & Chlorination.

Plans & specifications are available for review Monday through Friday, 9:00 am to 3:30 pm, at no cost at our office located at 128 E. Live Oak Ave., Monrovia, CA 91016, and through a requestable documents link. Please email: [mhernandez@stevebubalo.com](mailto:mhernandez@stevebubalo.com).

Subcontractors must have a valid California Contractor's License and must be registered with the Department of Industrial Relations (DIR). When economically feasible, we will divide total contract requirements into small portions or quantities to permit maximum participation of DBEs. Subcontractors will be required to adhere to Steve Bubalo Construction Co.'s subcontract agreement and meet general insurance requirements.

If you are interested in participating in this project, please contact the Lead Estimator above.



## ANDREW M JORDAN INC dba A & B CONSTRUCTION

225 3rd Street, Oakland, CA 94607

Phone: 510-999-6000 • Fax: 510-982-3636

An Equal Opportunity Employer

A & B Construction (A & B) is preparing a bid as a Prime Contractor for the following project:

**East Bay Municipal Utility District (EBMUD)**  
**Fay Hill Pumping Plant Replacement;**  
**Rheem and Scenic East Pumping Plants Improvements, and Fay Hill**  
**Road and Right of Way (R/W) 3363 Pipeline Improvements; and**  
**Ridgewood Regulator Installation, Pumping Plant & Pressure Tank**  
**Demolition – Specification 2183**

**Revised Bid Date: September 25, 2024 at 1:30 PM**

A & B is soliciting proposals/quotes from all qualified subcontractors, for the scopes of work required for the subject project, including but not limited to: Demolition, Saw-Cutting, Concrete Coring, Hazardous Materials Handling, Grading, Excavation, Shoring, Fill, Concrete, Rebar, Waterproofing, Roofing, Painting, Industrial Coatings, Bolting, Welding, Mechanical, Electrical, HVAC, Pipeline, Plumbing, Fire Protection, Crane Equipment, Handrails, Guardrails, Ladders, Gratings and Railings, Doors and Windows, Fencing, Trucking, Hydroseeding, Landscaping, Paving, Sheet Metal.

Plans and Specifications may be obtained from the Owner's website at:

<https://constructionbids.ebmud.com/CurrentorFutureBid.aspx?BidMode=Current>

Abram McMickin ((510) 999-6000; [amcmickin@a-bconstruction.net](mailto:amcmickin@a-bconstruction.net)) is the estimator for this project and is available to provide assistance or answer questions regarding the project scope of work, bid requirements, bonding and insurance requirements, or any other questions you may have. All proposals/quotes should be emailed to the Estimator or faxed to (510) 982-3636 prior to 12:00 PM on the Bid Date. A & B is willing to breakout any portion of work to encourage minority participation. All subcontractors are required to execute A & B's standard subcontract agreement and comply with all insurance requirements. A copy of our agreement and insurance requirements are available upon request. At A & B's discretion, 100% payment and 100% performance bonds may be required. A & B is a union contractor and we are signatory to the Laborers, Carpenters, and Operating Engineers unions.



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

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Concrete barrier, wildlife fence, clearing & grubbing  
Hwy 101 Willits - Mendocino County  
CT #01-0K4101

**BID DATE: September 24, 2024 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Flashing Arrow Sign, Type III Barricade, Portable Radar Speed Feedback Sign, Temporary Barrier System, Portable Changeable Message Sign, Alternative Temporary Crash Cushion, SWPPP, Storm Water Sampling, Analysis, and Annual Report, Sweeping, Biologist, Temporary High-Visibility Fencing, Clearing & Grubbing, Subgrade Enhancement, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Rail Element Wall, Structural Concrete, Minor Concrete, Underground, Adjust Inlet, Rock Slope Protection, Misc. Iron & Steel, Stain Galvanized Surfaces, Wildlife Escape Ramp, Wildlife Fence, Guard Railing Delineator, Pavement Marker, Roadside Signs, Guardrail System, Wildlife Passage Way, Crash Cushion, Concrete Barrier, Striping & Marking, Rumble Strip, Maintain Existing Traffic Management System Elements During Construction, and Construction Materials

Bill Jensen (510-809-3488 [bjensen@ocjones.com](mailto:bjensen@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - [http://www.calbizfinance.org/cal\\_cert\\_biz\\_program.html](http://www.calbizfinance.org/cal_cert_biz_program.html). OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



# CALIFORNIA SUB-BID REQUEST ADS



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

**Project: Fay Hill Pumping Plant Replacement; Rheem & Scenic East Pumping Plants Improvements, and Fay Hill Road & Right of Way 3363 Pipeline Improvements; and Ridgewood Regulator Installation, Pumping Plant & Pressure Tank Demolition- Spec. No. 2183**  
Owner: EBMUD  
**Revised Bid Date: September 25th, 2024 @ 1:30 p.m.**

We are requesting quotes from all qualified DBE/MBE/WBE/ Subcontractors and Suppliers but not limited to: Pipe Suppliers, Electrical-Building, Fencing, Hydroseeding, Misc. Metals, Bridge Crane, Doors, Acoustical Panels, Paintings/Coatings, Roofing, Stucco, Valves/Water Main/ Temp Facilities, Pumping Plant Electrical Equipment.

**Project Description:** The work includes but not limited to: demo & replace pipe, concrete pumping plants, pressure tanks, valves, steel water main, flow control valves in 4 different locations in Contra Costa.

**Engineers Estimate between: \$17 - \$20 Million**

Project information, including plans & specifications can be found by contacting:  
<http://www.ebmud.com/current-construction-bids> or: [estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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

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



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

**Project: Well #3 & Well #5 Manganese Removal System Project No. 1010034-004C and Well #4 & Well #6 Manganese Removal System Project No. 1010034-005C Phase 2**  
Owner: City of San Joaquin  
**Bid Date: October 8th, 2024 @ 2:00 p.m.**

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to: Aggregates, Asphalt, concrete material, low density cellular grout, pipe suppliers, precast materials, bolted steel water tanks, ac oils, asphalt grinding, asphalt paving/asphalt stamped, bore & jack, concrete flatwork, construction area signs, electrical-building, erosion control, fencing, plastic pipe, masonry, reinforcing steel, sawcutting, striping, structural steel, surveying, SWPPP, traffic control, welded steel pipe, manganese removal equipment, trucking, water filter equipment.


**Project Description:** The work includes but not limited to: installing an iron and manganese centralized treatment facility at Well#5 to treat water from Well #3 and Well #5, Well #6 and Well #4, replace approx. 25,000lf of waterlines of various sizes, water valves, fire hydrants, transferring approx.250 water services and various improvements at various locations in the City Of San Joaquin.

**Engineers Estimate between: \$15 M**

Project information, including plans & specifications can be found by contacting:  
[estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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California License # 422496



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

**Project: Morena Pipeline – Bid No. K-25-2169-DBB-3A-C**  
Owner: City of San Diego  
**Revised Bid Date: October 17th, 2024 @ 2 p.m.**

**\*\*\* PLEASE NOTE THIS IS AN ELECTRONIC BID- TO ENSURE YOUR QUOTE HAS BEEN RECEIVED AND REVIEWED HAVE ALL QUOTES TO ESTIMATING BY 12:00PM \*\*\*\*\***

We are requesting quotes from all qualified DBE/MBE/WBE/ Subcontractors and Suppliers but not limited to: AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, ANALYTICAL TESTING, BYPASS PUMPING, CCTV, CONCRETE FLATWORK/ PUMPING/STRUCTURES, DEWATERING, ENVIRONMENTAL SERVICES, EROSION CONTROL, FENCING, PLASTIC PIPE, LANDSCAPING/IRRIGATION, STRIPING, SURVEYING, TRUCKING, BUILDING CONSTRUCTION.

**Project Description:** The objective of the project includes the removal & replacement of 16" cast iron water distribution with PVC and the installation of 36" welded steel pipe water transmission main and associated appurtenances.


**Engineers Estimate: \$59,770,000**

Plans and specs can be obtained at : <http://www.sandiego.gov> or [estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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

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



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

**Project: Arden Way Complete Streets- Phase 1**  
Owner: Sacramento County  
**Bid Date: October 03, 2024 @ 2:00 P.M.**  
**Engineers Estimate: \$8,185,969**  
**DBE Goal: 19%**

**\*\*\*\*\*PLEASE NOTE THIS IS AN ELECTRONIC BID, MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED NO LATER THEN 12PM TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED\*\*\*\*\***

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to: AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, PRECAST MATERIALS, AC DIKES, AC OILS, ADJUST MH/ WV, ANALYTICAL TESTING, ASPHALT GRINDING, ASPHALT PAVING/ ASPHALT STAMPED, CONCRETE FLATWORK, CONSTRUCTION AREA SIGNS, ELECTRICAL- STEET LIGHTS/ TRAFFIC SIGNALS/ LOOPS, ENVIRONMENTAL SERVICES, GEOTECH ENGINEERS, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TRUCKING

**Project Description:** The work to be performed under this contract includes the furnishing of all labor, materials, equipment, and other incidental work for: Construction of complete street improvements, specifically sidewalks, curb and gutter, class IV bike lanes, traffic signal modifications, bus turnouts, landscaped medians, street lighting, traffic signal interconnect, and pavement rehabilitation and replacement.

Project information, including plans & specifications can be found by contacting:  
[estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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

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



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

**Project: Heatherwood & Heather Gardens Pump Station Rehabilitation**  
Owner: Ross Valley Sanitary District  
**Bid Date: Oct. 3rd, 2024 @ 2:00 p.m.**

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to: Aggregates, asphalt, concrete material, low density cellular grout, pipe suppliers, precast materials, EROS materials, asphalt grinding, bypass pumping, CCTV, concrete flatwork/pumping/structures, dewatering, electrical -building, erosion control, fencing, handrailing, landscaping/irrigation, reinforcing steel, saw cutting, surveying, SWPPP, traffic control, tree removal/arborist, crane rental, trucking, access doors/hardware, pumping plant electrical equipment, generators/switchgear, paintings/coatings, grate, valves & meters.

**Project Description:** The work includes but not limited to: demolish pump station building, install new storm drain & sanitary sewer wet wells & valve vaults, bypass pumping, cast-in-place concrete platform, new pumps, pump station control panels, install new 12-inch & 18-inch storm water discharge/force main piping, install new 4-inch & 6-inch sanitary sewer discharge

**Engineers Estimate: \$3.3 Million**

Project information, including plans & specifications can be found by contacting:  
[estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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



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

**Project: Main Street Bike And Pedestrian Improvements Project**  
CIP 20005 HSIPL 5242(035)  
Owner: City of Manteca  
**Bid Date: October 10, 2024 @ 2:00 P.M.**  
**Engineers Estimate: \$1,513,422**  
**DBE Goal: 21%**

**\*\*\*\*\*PLEASE NOTE THIS IS AN ELECTRONIC BID, MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED NO LATER THEN 12PM TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED\*\*\*\*\***

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to: AGGREGATES, ASPHALT, AC DIKES, CHPSEAL/ SLURRY SEAL, CONCRETE FLATWORK, CONSTRUCTION AREA SIGNS, CRACK SEAL, ELECTRICAL- STREET LIGHTS/ TRAFFIC SIGNALS/ LOOPS, FENCING, GEOTECH ENGINEERS, STRIPING, SURVEYING, SWPP PLAN ONLY TRAFFIC CONTROL, TRUCKING, ROAD SIGN/ SIGNAGE

**Project Description:** The work includes the installation of bike lanes, raised medians with pedestrian median fencing, enhanced pedestrian crossings, pedestrian hybrid signal installation, traffic signal detector loops modification, and slurry seal along Main Street from Northgate Drive to Alameda Street.

**Engineers Estimate between: \$27 Million**

Project information, including plans & specifications can be found by contacting:  
[estimating@mountaincascade.com](mailto:estimating@mountaincascade.com)

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

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

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

## With SBE you can:

<b>FIND</b> Subcontractors, Vendors, and Suppliers	<b>REACH</b> Diverse Audiences	<b>ADVERTISE</b> Sub-Bid Request Ad Public Legal Notices Job Listings
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Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)



# CALIFORNIA SUB-BID REQUEST ADS

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
Phone: (925) 829-9220 / Fax: (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
ESTIMATOR: DAVID CZECH  
An Equal Opportunity/ Affirmative Action Employer

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

**ROUTE 49 - FOR CONSTRUCTION ON STATE HIGHWAY IN PLACER COUNTY IN AND NEAR AUBURN FROM 0.3 MILE NORTH OF ROUTE 80/49 SEPARATION TO 0.1 MILE NORTH OF DRY CREEK ROAD**  
Contract No. 03-3H8304 Disadvantaged Business Enterprise Goal Assigned is 22%

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

**BID DATE: September 19, 2024 @ 2:00 P.M.**

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

AC Dike, Biologist Consultant, Bridge & Wall, Clearing and Grubbing/Demolition, Cold Plane, Construction Area Sign, Electrical, Emulsion Supplier, Erosion Control, Fencing, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Roadside Signs, Sawcutting, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Testing, Traffic Control Systems, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material and Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at [https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51\\_kN3GtAESfBUoa?dl=0](https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
Phone: (925) 829-9220 / Fax: (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
ESTIMATOR: JACK SHEWMAKER  
An Equal Opportunity/ Affirmative Action Employer

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

**CENTERVILLE COMPLETE STREETS IMPROVEMENTS THORNTON AVE, FREMONT BLVD AND PERALTA BLVD.**  
City Project No. PWC 8946, Federal Project No. CML-5322(060)  
Disadvantaged Business Enterprise Goal Assigned is 18%

OWNER: CITY OF FREMONT – 3300 Capital Avenue, Building B, Fremont, CA 94538

**BID DATE: OCTOBER 1, 2024 @ 2:00 P.M.**

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

Adjust Iron, Clearing and Grubbing/Demolition, Cold Plane, Construction Area Signs, Crack Sealing, Electrical, Emulsion Supplier, Erosion Control, Landscaping, Minor Concrete, Minor Concrete Structure, Object Markers, Roadside Signs, Sawcutting, Slurry Seal, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Testing, Traffic Control Systems, Underground, Trucking, Water Trucks, Street Sweeping, Erosion Control Material, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at [https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51\\_kN3GtAESfBUoa?dl=0](https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

## Kiewit

Kiewit Infrastructure West Co.  
4650 Business Center Drive • Fairfield, CA 94534  
Attn: Brittany Hart at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com) • Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Main Wastewater Treatment Plant Secondary Clarifier Rehabilitation Phase 4 in Oakland, CA.

<http://www.dgs.ca.gov> / [http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm) / <http://www.acgov.org/auditor/sleb> / <http://sf-hrc.org> / <http://www.portoakland.com/srd>

**Subcontractors and Suppliers for the following project:**

Main Wastewater Treatment Plant  
Secondary Clarifier Rehabilitation Phase 4 in Oakland, CA.

Specification No. SD-459

Owner: East Bay Municipal Utility District

Bid Date: October 02, 2024 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs) & Local Business

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

Aggregates, Concrete Pumping, Concrete Repair and Epoxy Injection Grouting, Concrete Supply, Demolition, Dump Fees, Electrical Integrator, Electrical Sub, Electrical Supply, Electrical Testing, FRP (Fiberglass Reinforced Gratings), Hazardous Waste Removal, Joint Seal, Mechanical Equipment, Misc. Metals & Structural Steel, Paintings & Coatings, Piping & Valves, Quality Control, Rebar, Sawcutting / Core Drill, Sewer Pipe Cleaning & Inspection, Sewer Pipe Rehab - CIPP, Trucking and Hauling & 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 Local Business, DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested potential suppliers, service providers and subcontractors.

**Subcontractor and Supplier Scopes are due September 24th, 2024 and Quotes NO LATER THAN October 01, 2024 at 12 Noon**

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

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

EBMUD's Contract Equity Program & Equal Employment Opportunities Guidelines Applies.

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

An Equal Opportunity Employer CA Lic. 433176 DIR #: 100001147

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909  
Phone: (925) 829-9220 / Fax: (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
ESTIMATOR: PAUL BRIZUELA  
An Equal Opportunity/ Affirmative Action Employer

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

**ARDEN WAY COMPLETE STREETS - PHASE 1**

Contract No. 4606, Federal Aid Project STPL-5924(254)

Disadvantaged Business Enterprise Goal Assigned is 19%

OWNER: COUNTY OF SACRAMENTO – 9660 Ecology Lane, Sacramento, CA 95827

**BID DATE: OCTOBER 3, 2024 @ 2:00 P.M.**

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

ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, CRACK SEALING, ELECTRICAL, LANDSCAPING, MINOR CONCRETE, PAVING FABRIC, ROADSIDE SIGNS, SAWCUTTING, SLURRY SEAL, STRIPING, SURVEY/STAKING, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at [https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51\\_kN3GtAESfBUoa?dl=0](https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0) or from the Owner's site at <https://secure.procurenow.com/portal/saccounty>

Fax your bid to (925) 803-4263 or email to [dgestimating@desilvagates.com](mailto:dgestimating@desilvagates.com) to the attention of Estimator Paul Brizuela. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number.

For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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

## Bridging Shortages and Embracing Diversity in the Construction Industry

### Continued from page 3

ever, the narrative is changing, and the industry recognizes these untapped talents' immense potential.

Encouraging women and people from diverse backgrounds to enter the construction field isn't just about filling gaps; it's about harnessing a wealth of creativity, skills, and perspectives that can drive the industry forward. The push for inclusion doesn't just combat shortages; it also

fuels innovation, fosters creativity, and enhances collaboration. Although this thought is not a new concept, it is imperative that leaders consistently project the message at every opportunity.

### A Beacon of Change: The Rise of Women in Construction Leadership

Recently, I had the honor of speaking at a construction conference specifically tailored for women. This gathering is a testament to the paradigm shift occurring in the industry. It was

a powerful platform where women from various construction corners came together to share insights, experiences, and strategies for success. They celebrated one another for notable accomplishments and discussed strategies for mitigating obstacles.


The conference showcased stories of women who have shattered glass ceilings, challenging preconceived notions and rising to leadership positions traditionally dominated by men. These

trailblazers are not only changing the face of the industry but also empowering others to follow suit. They prove that construction is not just a man's world; it's a realm of boundless opportunity waiting for those with passion, skill, and determination. These organizations must have male allies, sponsors, and, quite frankly, men who give a damn.

Continued on page 7



# CALIFORNIA SUB-BID REQUEST ADS



**ANVIL BUILDERS INC.**  
1550 Park Ave. Emeryville, CA 94608  
Phone: 415-285-5000 • Fax: 415-285-5005

**Request for DBEs Subcontractors and Suppliers for**  
**Project: Fay Hill Pumping Plant Replacement; Rheem and Scenic East Pumping Plants Improvements, and Fay Hill Road and Right of Way (R/W) 3363 Pipeline Improvements; And Ridgewood Regulator Installation, Pumping Plant & Pressure Tank Demolition**  
Contract No: 2183  
**Bid Date: Wednesday, September 25, 2024 • Bid Time: 1:30 PM**


Work includes the following: 1. Construction of an above ground reinforced concrete pumping plant approximately 21 feet x 25 feet x 15 feet by extending the existing Rheem Pumping Plant building; furnishing and installing two (2) 100-HP vertical turbine pumps and motors; furnishing and installing a 6-inch surge/relief valve; furnishing and installing motor control centers (MCC), control panels, HVAC, and bridge crane; furnishing and installing replacement isolation and check valves; furnishing and installing radio and yagi antenna; furnishing and installing switchboard and transformer; electrical rehabilitation of Rheem Pumping Plant with rewinding two (2) 125 HP motor stators; construction of site improvements, and performing related required work as shown on the drawings and specified; located on District property on 341 Rheem Boulevard, Moraga. 2. Demolition of the existing Fay Hill Pumping Plant vault including all equipment and appurtenances; installing blow offs, replacing existing driveway, and performing related required work as shown on the drawings and specified; located on District property on 420 Moraga Road, Moraga. See the link for more.

Seeking all trades (but not limited to): abatement, demo, rebar, concrete, HVAC, stucco, traffic control, paving, roofing, doors, fencing, striping, and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below.  
<https://construction-bids.ebmud.com/SpecMain.aspx?SpecGN=8799&BidMode=Current>

Please review all documents. By submitting a proposal your company agrees to Anvil Builders Inc standard subcontract. For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to [estimating@anvilbuilders.com](mailto:estimating@anvilbuilders.com) / 415-285-5005.



**ANVIL BUILDERS INC.**  
1550 Park Ave. Emeryville, CA 94608  
Phone: 415-285-5000 • Fax: 415-285-5005


**Request for DBEs Subcontractors and Suppliers for**  
**Project: Main Wastewater Treatment Plant Secondary Clarifier Rehabilitation Phase 4**  
Contract No: SD459  
**Bid Date: October 2, 2024 • Bid Time: 1:30 PM**

Work includes: (1) Rehabilitating Clarifiers 4 and 11 by replacing the clarifier equipment, refurbishing the bridge, resurfacing the concrete surfaces, rebuilding drives, refurbishing influent gates, and replacing electrical equipment.  
(2) installing new sump pits at 5 clarifiers,  
(3) installing new sump pumps at 6 clarifiers,  
(4) providing new 120V, 208V, and 480V and control wiring for Clarifiers 8, 11, and 12,  
(5) inspecting clarifier return activated sludge pipeline and providing Cure-In-Place Piping rehabilitation if required for 2 clarifiers,  
(6) inspecting the closed conduit secondary effluent channel,  
(7) regrading and replacing the soil adjacent to the clarifiers with new material, and  
(8) replacing actuators on the influent gates at 8 clarifiers.

Seeking all trades (but not limited to): Misc Metals, Demolition, and other required work and trades.  
<https://construction-bids.ebmud.com/SpecMain.aspx?SpecGN=9128&BidMode=Current>

Plans, specifications, and requirements can be viewed at our office or by using the link below.  
Please review all documents. By submitting a proposal your company agrees to Anvil Builders Inc standard subcontract. For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to [estimating@anvilbuilders.com](mailto:estimating@anvilbuilders.com) / 415-285-5005.



**Project: Contract No. 12-0K91U4 – Route 91 Lakeview Avenue**  
Owner: Department of Transportation (CALTRANS)  
**Revised Bid Due Date: October 16, 2024, at 2:00 PM**  
Federal-Aid Project: ACNH-P091(156)E, CPFCDSL-6212(031)

Request for quotes from Certified DBE Subcontractors and Suppliers for the following, but not limited to scopes of work: Aggregate Supply, Asphalt Dike, Asphalt Paving, Bridge Demo, CIDH Pile, Clear and Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Demolition, Driven Pile, Electrical, Erosion Control, Fencing, Formliner Supply, Furnish and Erect Precast Girders, Grind Existing Pavement, Guardrail, Hydroseeding, Joint Seal, Joint Seal Assembly Supply, Landscape and Irrigation, Masonry (Sound Wall), Minor Concrete, Misc. Iron and Steel Supply, MSE Panel Supply, Noise Monitoring, Overhead Signs, Pipe Supply, Prestressing, QC Testing, Ready Mix Concrete Supply, Reinforcing Steel, Roadside Signs, Saw and Seal PCC, Street Sweeping, Striping, SWPPP, and Traffic Control Materials.

**PLEASE SUBMIT QUOTES BY EMAIL TO [SOCALBIDS@FLATIRONCORP.COM](mailto:SOCALBIDS@FLATIRONCORP.COM) OR FAX TO (858) 271-1330**

Plans and specifications are available, at no cost, from Caltrans <https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=12-0K91U4> (Registration Required). Additionally, plans and specifications are available to view at Flatiron's San Diego, CA and Chino, CA offices. Please call to make an appointment to view the documents.

This project has a 22% DBE Goal. In addition to request for participation from DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE participation. Bidders are required to indicate lower-tier DBE participation information to be evaluated as part of their quote.

Quotes must be valid for same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Flatiron intends to work cooperatively with all firms for scopes of work you are licensed and qualified to perform. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies, and materials is available upon request. Additionally, please contact us if you require technical assistance.

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

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

**Flatiron West, Inc.**  
12121 Scripps Summits Drive, Suite 400 San Diego, CA 92131  
Phone (760) 916-9100 / FAX (858) 271-1330  
Email: [SoCalBids@flatironcorp.com](mailto:SoCalBids@flatironcorp.com)  
Point of Contact: Samantha Rodriguez, Estimating Admin  
**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**



**TO ALL POTENTIAL LBE, SBE, MBE, WBE, DVBE SUBCONTRACTORS**

Plant Construction Company, L.P. is requesting budgets from qualified subs that are certified as LBE, SBE, MBE, WBE, and DVBE contractors for the project below. There will be a 15% SBE participation goal, a 10% MBE goal, and a 5% WBE goal.

**Buchanan Street Mall / Plant Project Number: 2024123**  
Owner: San Francisco Department of Public Works

**Project Description:** The project is a complete renovation of the existing park and will install new program elements across all five blocks, including: two sports courts, two children's play areas; an exercise area, a stage with decking, two lawns, two picnic and BBQ areas; two storage containers; utility connections for three future park activation kiosks; seating and picnic areas; decorative and permeable concrete pathways; fencing and gates; custom decorative metal elements; foundations for future art elements; concrete walls; lighting; planting; and irrigation. Work also includes green infrastructure such as planted treatment areas, detention basins, and associated conveyance for stormwater capture; structural rehabilitation of approximately 900 linear feet of pre-1906 brick sewer main via cured in place lining (CIPL); and installation of new manholes, sewer laterals, and other sewer improvements. Contract provisions emphasize workforce development and minimizing the impacts of construction on adjacent neighbors.

**Plant is seeking qualified subcontractors for the following trade packages, but not limited to the following:**

Testing Laboratory Services, Surveying, Traffic Control, Erosion & Sediment Control (SWPPP), Concrete, Structural Steel, Rough Carpentry, Painting, Signage, Playground Equipment, Site Furnishings, Plumbing, Electrical, Earthwork, Earth Shoring & Underpinning, Ground Vibration Monitoring, Drilled Concrete Piers, Paving including Unit Paving and Pervious Paving, Site Concrete, Playground/Athletic surfacing, Fencing & Gate, Fabricated Metal, Landscaping & Irrigation, Site Utilities, Sewage System Rehabilitation, and Cured In Place Liner Pipe.

**Link to the Bid Documents:** Bid documents are on building connected. Please send an email or call Richard Mak below for an invitation. **Bids are due on 9/19, but Plant will accept bids until 9/23.**

To be added to our Subcontractor List for this and other project opportunities subcontractors are requested to contact Plant Construction Company, L.P.'s Workforce Development & LBE Liaison:  
Richard Mak at (415) 550-5952 or by email at [Richardm@plantco.com](mailto:Richardm@plantco.com)  
**Plant Construction Company, L.P. is an equal opportunity employer.**

## Bridging Shortages and Embracing Diversity in the Construction Industry

Continued from page 6

As I presented to a standing-room-only audience of industry-leading women eager to hear my perspectives on leadership, I keened in on the many shared experiences we have as men and the privilege afforded to us. It is not a new story but a confirmation of the gaps in this area and the work required to create real opportunities.

### Empowerment Through Knowledge: Sharing Success Stories and Strategies

The conference was a remarkable tapestry of experiences and knowledge-sharing. I heard stories of women who started as apprentices and went on to become project managers, engineers, and even business owners. Their journeys were inspiring examples of what can be achieved when determination meets opportunity.

One common thread from these narratives was the significance of mentorship, sponsorship, and support networks. Encouraging more women and underrepresented individuals to join the construction industry is not just about recruitment; it's about providing the guidance and resources needed to thrive. Sponsorship is the cornerstone of nurturing talent and driving innovation in the construction industry. It empowers emerging professionals by providing advice, opportuni-

ties, and resources essential for their growth. By fostering mentorship and sponsorship, the industry ensures a pathway of skilled leaders who can navigate challenges and push the boundaries of construction excellence.

**Visit link for the full article:**  
<https://tinyurl.com/29o9hyss>

# A Call to Action for Mental Health & Construction

Continued from page 2

The Frontliners Program is built around some simple but groundbreaking questions:

- **What could I have done differently last week?**
- **What can I do to make the job site and our processes safer?**
- **What can I do differently to eliminate error?**
- **What can I do differently to manage the stress I am feeling in my role?**
- **What can I do differently to better support my crew's mental health?**

When frontline supervisors are encouraged by upper management to reflect on these issues and speak openly about them, they are empowered to be stronger advocates for mental health while also driving dialogues that increase safety, quality, innovation, and speed.

What I think is so important about this blueprint is that it shows that all those goals align rather than compete with one another. Safety is not in conflict with productivity. Steps that reduce mental health stressors don't undermine timelines--and talking about areas for change doesn't detract from completing everything on our

checklists. The opposite is true. Supporting each one of those helps achieve the others. This is a call to action for every company in our industry to look closely at this issue and adopt programs like Frontliners that will make an immediate and lasting impact on mental health issues.

Our industry needs to do more to address this issue, and I am heartened to see more discussion and more action, including Suffolk Construction's and the nonprofit HomeBase's joint call for OSHA to make suicide awareness and prevention a mandatory training requirement for all workers in the industry. Their open letter to OSHA perfectly captures the urgency of the issue and our collective responsibility to respond to it:

*"Our collective goal as an industry should be for every worker to return home to their families each day. It is our job as industry leaders to train, support and educate our workers on the symptoms of mental illness and identifying suicide risk factors, which should be taken as seriously as any jobsite risk. The time is now to rally our entire industry to address this dire issue."*

The CDC stats are an alarm bell ringing loudly. We all need to respond, and now we have proven blueprints to do so.

SOURCE: [autode.sk/4eqT3I4](https://autode.sk/4eqT3I4)



## Small Business and Entrepreneurship in the Post-COVID Expansion

Continued from page 1

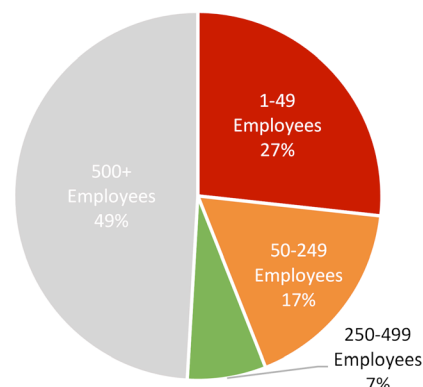
Furthermore, small businesses have created a disproportionate share of jobs since the pandemic, contributing 71 percent of net private job gains since the previous business cycle peak in the fourth quarter of 2019. That is up from a 64 percent share of net new jobs in the Great Recession and ensuing recovery, as shown in Figure 2. Indeed, the smallest firms are playing an especially large role this time. Start-ups created 26 percent of total new jobs (net of firms that closed), up from 19 percent last cycle, while existing firms with fewer than fifty employees created 18 percent, up from 9 percent last cycle. The importance of start-ups this cycle is underscored by the recent surge in new business applications, discussed later in this note.

### Small Business Optimism and Financing

In 2024, small business optimism is on the rise as inflation concerns have eased and broader consumer spending and business investment remain robust. Figure 3 plots the Small Business Optimism Index from the National Federation of Independent Business (NFIB), an effort to quantify the outlook among small business owners derived from a monthly survey of 500-1500 small business owners. The Index is based upon owners' responses to questions regarding their plans to hire and invest and their expectations for the economy, the labor market, and credit conditions. The Index has trended downward since 2018 as owners cited higher inflation as a principal source of concern. This trend underscores the challenges that higher costs pose for small business owners. But in 2024, encouragingly, the Index has rebounded to its highest level in two years as inflation has eased.

Small businesses account for about half of total private employment.

### Share of Private Employment by Firm Size, 2023:Q4



Source: Bureau of Labor Statistics, Business Employment Dynamics using firm-level data; U.S. Treasury calculations.

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Indeed, the 4.2 percent increase in the past six months is the largest such increase since the post-pandemic labor market rebound in 2021.

The U.S. Chamber of Commerce and MetLife publish an alternative Small Business Index (Figure 4), which aims to measure optimism based on a similar set of questions posed to a sample of 750 small business owners and managers. This measure did not rebound as quickly from the pandemic, but has been climbing steadily since the pandemic, in considerable tension with the NFIB survey. But like the NFIB survey, it has also had a strong 2024, and reached a new post-pandemic high in the second quarter of 2024.

The Chamber survey directors cite increased confidence in the future business climate as a principal driver of renewed optimism. Small business owners are "increasingly positive about their cash flow, hiring, and revenue expecta-

tions." [2] Figure 5 shows that the shares of small business owners expecting higher revenue and planning to increase investment next year are at or near post-pandemic highs.

One important headwind that small businesses have faced since the pandemic is that credit conditions have tightened. This is true of borrowers in general, but especially for less established firms. Figure 6 shows the balance of loan officers reporting easing versus tightening credit to small firms. While more still report tightening credit rather than easing as of the third quarter of 2023, the balance has improved meaningfully this year as lenders and borrowers anticipate easier financial conditions.

The relationship between small business optimism and small business credit conditions is important. A rise in small business optimism tends to precede an easing of small business lending by 9-12 months, as shown in Figure 7. There is no reason to suspect a causal relationship, but this pattern probably follows from the fact that similar factors that drive increases in optimism—such as confidence in near-term revenues, as shown in Figure 5—tend to also contribute to the easier flow of credit to smaller business, but a little bit later. For instance, factors that portend future economic strength would lead to optimism today and an easing of credit soon, while factors that portend a recession might have the opposite effect. If a similar pattern persists, the recent surge in small business optimism—consistent with the broad expectation of easier financial conditions—may bode well for small business lending in the year to come.

Visit link for the full article and the various figures mention:

[bit.ly/3MNwo6K](https://bit.ly/3MNwo6K)





# PUBLIC LEGAL NOTICE ADVERTISEMENTS

## OAKLAND UNIFIED SCHOOL DISTRICT DEPARTMENT OF FACILITIES PLANNING AND MANAGEMENT

### NOTICE TO BIDDERS DOCUMENT 00 11 11

Notice is hereby given that the Oakland Unified School District (hereinafter referred to as "Owner") will receive sealed bids prior to the date and time stated for the bid opening for the award of a contract to construct the ("Contract"), **Project No. 21115**

**California Children Services Medical Therapy Unit at Santa Fe Site Portable Modernization**  
915 54th Street, Oakland, CA 94608

as per the Contract Documents, including the drawings and specifications, which may be obtained from the Printing Facility listed below.

#### Project consists of:

Demolition of the existing five portables and replace with six refurbished portables with five on concrete foundations and the sixth on a wood foundation. Modification to new portables includes connecting doors between portables, new interior walls, and new interior finishes. Work includes associated site work. (Portables have already been purchased by the district). Delivery of portables coordination will be the general contractors responsibility.

#### Engineer's Estimate: \$1,760,000

Project Manager is Alton Jefferson, who can be reached at: [alton.jefferson@ousd.org](mailto:alton.jefferson@ousd.org) and/or 510-535-4462.

The Owner reserves the right to add or deduct any of the additive or deductive items after the lowest responsible and responsive bidder is determined. The lowest bid shall be determined by the amount of the base bid.

This Contract is subject to prequalification pursuant to Public Contract Code section 20111.6. Prospective bidders must currently be on the District's Certified Contractor's List.

This Contract is subject to the District's Project Labor Agreement. The full version of OUSD's latest Project Labor Agreement can be found by going to the OUSD home page: <https://www.ousd.org/facilities-planning-management-department/opportunities>

Contract Documents will be available for review on or after **September 18, 2024**, 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](mailto:ebbp@eastbayblueprint.com),  
Attn: Sandy. Online using the Plan Command System at [www.eastbayblueprint.com](http://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

Public works projects shall be subject to compliance monitoring and enforcement by the Department of Industrial Relations. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to submit a bid or to be listed in a bid proposal subject to the requirements of Public Contract Code section 4104 unless currently registered and qualified under Labor Code section 1725.5 to perform public work as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to enter into, or engage in the performance of, any contract of public work (as defined by Division 2,

Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code) unless currently registered and qualified under Labor Code section 1725.5 to perform public work and proof of registration is provided.

The Contract Time shall be one hundred eighty-two (182) calendar days, and liquidated damages for delay shall accrue.

Bids must be sealed and filed at

**Front Desk**

**Facilities Planning & Management,  
955 High Street, Oakland, CA 94601**

on **October 15, 2024, before 2:00 p.m.**, on the clock designated by the Owner or its representative as the bid clock at or after which time the bids will be opened and publicly read aloud. No bid will be accepted by the Owner after this time. Facsimile (FAX) copies of the bid will not be accepted. 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.

Mandatory pre-bid **site visit** will be held on **September 26, 2024, at 10:00 a.m.**, at Front entrance of the Santa Fe Site. Bidders not attending the site visit will be disqualified.

Bids must be accompanied by a bidder's bond, cashier's check, or certified check for at least ten percent (10%) of the amount of the base bid and made payable to the Owner, as detailed in the Contract Documents.

Owner, or its designee, has determined that certain materials, services, products or things designated by specific brand or trade name shall not be subject to Public Contract Code section 3400(a) in order that a field test or experiment may be made to determine the product's suitability for future use; in order to match other materials, services, products or things in use on a particular Owner public improvement either completed or in the course of completion; in

order to obtain a necessary item that is only available from one source; and in order to respond to an emergency declared by Owner.

Pursuant to the Contract Documents, the successful bidder will be required to furnish a Payment (Labor and Material) Bond in the amount of one hundred percent (100%) of the Contract Sum, and a Faithful Performance Bond in the amount of one hundred percent (100%) of the Contract Sum.

The successful bidder will be allowed to substitute securities or establish an escrow in lieu of retainage, pursuant to Public Contract Code Section 22300, and as described in the Agreement Between Owner and Contractor and General Conditions.

The Owner will not consider or accept any bids from contractors who are not licensed to do business in the State of California, in accordance with the California Public Contract Code, providing for the licensing of contractors. In accordance with Section 3300 of said Code, the bidder shall have an **A-and/or B- General Building Contractor's** license at the time of award and shall maintain that license in good standing through Completion of the Contract and all applicable warranty periods. For all projects over Twenty-Five Thousand Dollars (\$25,000), the bidder shall state the public works contractor registration number on the Designation of Subcontractors form for each subcontractor performing more than one-half of one percent (0.5%) of the bidder's total bid.

The Director of Industrial Relations of the State of California, in the manner provided by law, has ascertained the general prevailing rate of per diem wages and rate for legal holidays and overtime work. The Contractor must pay for any labor therein described or classified in an amount not less than the rates specified. Copies of the required rates are on file at the Owner's business office and are available on request.

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

### NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine Health (UCHI) from general contractors wishing to submit bids for a lump sum contract for the:

**B1, 3rd Fl, Rm 3424, Central Line Automation**

**PREQUALIFICATION:** The University has determined that bidders must be prequalified for this project.

#### DESCRIPTION OF WORK:

The project involves reconfiguring the entire lab space on the 3rd floor of the Douglas Hospital. To keep the lab operational 24/7, the project will be divided into phases. The project consists of the following improvements: renovation of existing storage / receiving area, support service room, send out room, office renovations, lab benches for processing, and the central refrigeration area. The central line equipment will be replaced with a newer model that will be installed by Beckman and with the assistance of the selected General Contractor. Deferred approvals, Fire Alarm and Fire Suppression are part of the scope of the General Contractor as well as, providing and installing infection prevention barriers, HEPA vacuums in each area under construction. Air Balance and signage are the University's responsibility.

• **Estimated Cost:** \$4,000,000

• **Project Completion Time:** 18 Calendar Months

**PROCEDURES:** Prequalification Questionnaires available **Wednesday, September 18, 4:00 PM.**

Contact Kim Kerwin @ [khau@hs.uci.edu](mailto:khau@hs.uci.edu) or Maryann Gonzales @ [marvacg1@hs.uci.edu](mailto:marvacg1@hs.uci.edu).

**QUESTIONNAIRE DUE DATE:** Questionnaires must be received by **Friday, October 18, 2024, at 2:00 PM** at UCIMC, Planning, Design & Construction, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

#### GENERAL CONTRACTOR QUALIFICATIONS:

Must have a current and active California CSLB "A" General Engineering or "B" General Building Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (3) projects in the last 7 years that meet all the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. Completed (1) OSHPD-1 Interior renovation with daytime work, infection control requirements & minimum construction of \$2,000,000 in the state of California.

2. Completed (1) OSHPD-1 Lab Project in an occupied space of at least 4,000 SF with a minimum construction of \$2,000,000.

3. Completed (1) OSHPD-1 project that included installation and anchorage of equipment and work benches with minimum construction of \$750,000.

**Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.**

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For other opportunities, please visit <http://www.ucirvine-health.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

## How Safety Culture Can Cause a Ripple Effect From Construction Company to Broader Community

[ Article originally appeared in  
[www.constructionexec.com](http://www.constructionexec.com) ]

By Eder Garcia

At its essence, a safety culture becomes ingrained in an organization's ethos, shaping its values, practices and daily operations. It reflects a collective dedication to prioritizing the health, safety and wellbeing of every individual associated with the company.

A robust safety culture offers numerous advantages to an organization. Firstly, it significantly reduces workplace accidents and injuries, leading to lower healthcare and insurance costs. This not only safeguards employees' wellbeing but also enhances operational efficiency and productivity. When employees feel secure, they tend to be more engaged and motivated, fostering higher morale and job satisfaction.

Organizations that prioritize safety also enhance their reputation, attracting top talent and retaining existing employees. Prospective employees seek workplaces that genuinely care about their welfare. Moreover, a strong safety record distinguishes a company in a competitive market, building trust and loyalty among customers and stakeholders adhering to safety regulations isn't just about meeting legal obligations—it's integral to cultivating a safety culture. Regulatory bodies establish guidelines to ensure workplace safety, and compliance helps organizations avoid legal penalties and reputational

damage. Going beyond compliance to adopt a proactive safety approach demonstrates a deeper commitment to employee welfare. This can include regular safety training and audits, implementing advanced safety technologies and fostering a culture of continuous improvement and innovation.

The impact of a robust safety culture extends beyond the workplace, affecting the lives of employees' families. A safe working environment not only benefits employees but also positively influences their loved ones. When employees feel protected at work, it reduces stress and anxiety that might affect their personal lives. This trust in the organization creates a supportive atmosphere at home, where family members worry less about workplace hazards.

Moreover, when employees learn about safety protocols at work, they often apply this knowledge at home, promoting a healthier lifestyle for their families. For example, understanding ergonomic principles at work can lead to better home office setups, reducing the risk of health issues for family members.

Prioritizing safety also contributes to a healthy work-life balance for employees. By preventing accidents and health issues, organizations enable employees to maintain consistency at home, fostering strong family relationships and fulfilling personal responsibilities.

Visit link for the full article: [bit.ly/3Xu8Ok1](http://bit.ly/3Xu8Ok1)



# FICTITIOUS BUSINESS NAME STATEMENTS

For **Fictitious Business Name** rate sheet and instructions, please email Nabil Vo at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404313](#)

Fictitious Business Name(s):  
**550 Stockton LLC**  
Address  
**550 Stockton Street**  
**San Francisco, CA 94108**  
Full Name of Registrant #1  
**550 Stockton LLC (CA)**  
Address of Registrant #1  
**439 Wellington Drive**  
**San Carlos, CA 94070**

This business is conducted by  
**A Limited Liability Company.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2024**

Signed: **Farley Lee**

This statement was filed with the County Clerk of San Francisco County on **08-28-2024**

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

**Filed:** **Maribel Osoria**  
**Deputy County Clerk**  
**08/28/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404186](#)

Fictitious Business Name(s):  
**All Season Florist & Gifts**  
Address  
**620 Kearny Street, San Francisco, CA 94108**  
Full Name of Registrant #1  
**Wayman Dea**  
Address of Registrant #1  
**620 Kearny Street, San Francisco, CA 94108**

This business is conducted by **A General Partnership.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2024**

Signed: **Wayman Dea**

This statement was filed with the County Clerk of San Francisco County on **08-14-2024**

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

**Filed:** **Liana Diep-Lee**  
**Deputy County Clerk**  
**08/14/2024**

**08/22/24 + 08/29/24 + 09/05/24 + 09/12/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404377](#)

Fictitious Business Name(s):  
**Bay Design Living**  
Address  
**1700 California Street #602**  
**San Francisco, CA 94109**  
Full Name of Registrant #1  
**Ai-chi Lu**  
Address of Registrant #1  
**1700 California Street #602**  
**San Francisco, CA 94109**

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

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

Signed: **Ai-chi Lu**

This statement was filed with the County Clerk of San Francisco County on **09-05-2024**

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

**Filed:** **Melvin Galvez**  
**Deputy County Clerk**  
**09/05/2024**

**09/12/24 + 09/19/24 + 09/26/24 + 10/03/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404317](#)

Fictitious Business Name(s):  
**Flora**  
Address  
**1388 Haight Street #1003**  
**San Francisco, CA 94117**  
Full Name of Registrant #1  
**Flora Gelateria LLC (CA)**  
Address of Registrant #1  
**1388 Haight Street #1003**  
**San Francisco, CA 94117**

This business is conducted by  
**A Limited Liability Company.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05-17-2024**

Signed: **Christine Law**

This statement was filed with the County Clerk of San Francisco County on **08-28-2024**

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

**Filed:** **Maribel Osoria**  
**Deputy County Clerk**  
**08/28/2024**

**08/29/24 + 09/05/24 + 09/12/24 + 09/19/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404252](#)

Fictitious Business Name(s):  
**Glynn Contractors**  
Address  
**783 42nd Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Proprietary Green Engineering and Investments, Inc. (CA)**  
Address of Registrant #1  
**783 42nd Avenue, San Francisco, CA 94121**

This business is conducted by **A Corporation.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-06-2024**

Signed: **Patrick Glynn**

This statement was filed with the County Clerk of San Francisco County on **08-23-2024**

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

**Filed:** **Maribel Jaldon**  
**Deputy County Clerk**  
**08/23/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404111](#)

Fictitious Business Name(s):  
**Indochine Vegan Cuisine**  
Address  
**506 Valencia Street**  
**San Francisco, CA 94110**  
Full Name of Registrant #1  
**Grandeho's Inc. (CA)**  
Address of Registrant #1  
**2721 Hyde Street, San Francisco, CA 94109**

This business is conducted by **A Corporation.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-05-2024**

Signed: **David T. Ho.**

This statement was filed with the County Clerk of San Francisco County on **08-05-2024**

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

**Filed:** **Liana Diep-Lee**  
**Deputy County Clerk**  
**08/05/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404294](#)

Fictitious Business Name(s):  
**Ink Free Read**  
Address  
**77 Van Ness Avenue, Ste 101 #1201**  
**San Francisco, CA 94102**  
Full Name of Registrant #1  
**Frank Anthony Eder**  
Address of Registrant #1  
**77 Van Ness Avenue, Ste 101 #1201**  
**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 **08-27-2024**

Signed: **Frank Eder**

This statement was filed with the County Clerk of San Francisco County on **08-15-2024**

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

**Filed:** **Liana Diep-Lee**  
**Deputy County Clerk**  
**08/27/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404285](#)

Fictitious Business Name(s):  
**1.) Last Gasp**  
**2.) Last Gasp of San Francisco**  
Address  
**777 Florida Street, Suite 201**  
**San Francisco, CA 94110**  
Full Name of Registrant #1  
**Last Gasp LLC (CA)**  
Address of Registrant #1  
**777 Florida Street, Suite 201**  
**San Francisco, CA 94110**

This business is conducted by  
**A Limited Liability Company**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Colin Turner**

This statement was filed with the County Clerk of San Francisco County on **08-26-2024**

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

**Filed:** **Giselle Romo**  
**Deputy County Clerk**  
**08/26/2024**

**08/29/24 + 09/05/24 + 09/12/24 + 09/19/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404326](#)

Fictitious Business Name(s):  
**Long Weekend Bar**  
Address  
**270 Columbus Avenue**  
**San Francisco, CA 94133**  
Full Name of Registrant #1  
**Future Bars Inc. (CA)**  
Address of Registrant #1  
**244 Kearny Street, Fl 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 **08-28-2024**

Signed: **Brian Sheehy**

This statement was filed with the County Clerk of San Francisco County on **08-29-2024**

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

**Filed:** **Giselle Romo**  
**Deputy County Clerk**  
**08/29/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404339](#)

Fictitious Business Name(s):  
**MSL Warrior**  
Address  
**845 Lake Street Unit 4**  
**San Francisco, CA 94118**  
Full Name of Registrant #1  
**Ulana Rey PharmD LLC (CA)**  
Address of Registrant #1  
**845 Lake Street Unit 4**  
**San Francisco, CA 94118**

This business is conducted by  
**A Limited Liability Company**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-30-2024**

Signed: **Ulana Rey**

This statement was filed with the County Clerk of San Francisco County on **08-30-2024**

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

**Filed:** **Liana Diep-Lee**  
**Deputy County Clerk**  
**08/30/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404371](#)

Fictitious Business Name(s):  
**Outreach Speech Therapy**  
Address  
**5432 Geary Blvd. #545**  
**San Francisco, CA 94121**  
Full Name of Registrant #1  
**Christina Hack**  
Address of Registrant #1  
**643 27th Avenue, San Francisco, CA 94121**

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

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-24-2024**

Signed: **Christina C. Hack**

This statement was filed with the County Clerk of San Francisco County on **09-05-2024**

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

**Filed:** **Maribel Jaldon**  
**Deputy County Clerk**  
**09/05/2024**

**09/19/24 + 09/26/24 + 10/03/24 + 10/10/24**

## FICTITIOUS BUSINESS NAME STATEMENT File No. [2024-0404318](#)

Fictitious Business Name(s):  
**Rae's Whimsical Roots**  
Address  
**807 31st Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Rachel M. Garrett**  
Address of Registrant #1  
**807 31st Avenue, San Francisco, CA 94121**

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

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-28-2024**

Signed: **Rachel M. Garrett**

This statement was filed with the County Clerk of San Francisco County on **08-28-2024**

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

**Filed:** **Melvin Galvez**  
**Deputy County Clerk**  
**08/28/2024**

**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**





# FICTITIOUS BUSINESS NAME STATEMENTS

For **Fictitious Business Name** rate sheet and instructions, please email Nabil Vo at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404293](#)

Fictitious Business Name(s):  
**SA Expeditions**  
Address  
**95 Third Street 2nd Floor**  
**San Francisco, CA 94103**  
Full Name of Registrant #1  
**SA Luxury Expeditions LLC. (CA)**  
Address of Registrant #1  
**95 Third Street 2nd Floor**  
**San Francisco, CA 94103**  
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 **05-05-2014**  
Signed: **Riva Bacquet**  
This statement was filed with the County Clerk of San Francisco County on **08-26-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Liana Diep-Lee**  
**Deputy County Clerk**  
**08/26/2024**  
**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404393](#)

Fictitious Business Name(s):  
**So Well Massage & Bodywork**  
Address  
**5813 Geary Blvd.**  
**San Francisco, CA 94121**  
Full Name of Registrant #1  
**Settikan Ang Lee**  
Address of Registrant #1  
**63 Jersey Street**  
**San Francisco, CA 94114**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable.**  
Signed: **Settikan Ang Lee**  
This statement was filed with the County Clerk of San Francisco County on **09-09-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Giselle Romo**  
**Deputy County Clerk**  
**09/09/2024**  
**09/12/24 + 09/19/24 + 09/26/24 + 10/03/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404408](#)

Fictitious Business Name(s):  
**Sol Bakery**  
Address  
**2343 3rd Street, Unit 100**  
**San Francisco, CA 94107**  
Full Name of Registrant #1  
**Marisa Williams**  
Address of Registrant #1  
**1309 Masonic Avenue, San Francisco, CA 94117**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-01-2024**  
Signed: **Marisa Williams**  
This statement was filed with the County Clerk of San Francisco County on **09-10-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Melvin Galvez**  
**Deputy County Clerk**  
**09/10/2024**  
**09/19/24 + 09/26/24 + 10/03/24 + 10/10/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404335](#)

Fictitious Business Name(s):  
**St. Hildegard's Wisdom**  
Address  
**2309 Noriega Street #1017**  
**San Francisco, CA 94122**  
Full Name of Registrant #1  
**Christine Arata**  
Address of Registrant #1  
**2309 Noriega Street #1017**  
**San Francisco, CA 94122**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-28-2024**  
Signed: **Christine Arata**  
This statement was filed with the County Clerk of San Francisco County on **08-29-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Mariedyne Nadonza**  
**Deputy County Clerk**  
**08/28/2024**  
**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404331](#)

Fictitious Business Name(s):  
**The Modern Vic**  
Address  
**616 2nd Avenue, San Francisco, CA 94118**  
Full Name of Registrant #1  
**The Modern Vic San Francisco LLC (CA)**  
Address of Registrant #1  
**616 2nd Avenue, San Francisco, CA 94118**  
This business is conducted by  
**A Limited Liability Company.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-17-2021**  
Signed: **Sarah Stern**  
This statement was filed with the County Clerk of San Francisco County on **08-29-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Maribel Osoria**  
**Deputy County Clerk**  
**08/29/2024**  
**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404269](#)

Fictitious Business Name(s):  
**The Steam and Hot Water Company**  
Address  
**60 29th Street, Unit 323**  
**San Francisco, CA 94110**  
Full Name of Registrant #1  
**The Steam and Hot Water Company (CA)**  
Address of Registrant #1  
**60 29th Street, Unit 323**  
**San Francisco, CA 94110**  
This business is conducted by **A Corporation.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-21-2024**  
Signed: **David Cardoza**  
This statement was filed with the County Clerk of San Francisco County on **08-26-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Melvin Galvez**  
**Deputy County Clerk**  
**08/26/2024**  
**08/29/24 + 09/05/24 + 09/12/24 + 09/19/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404133](#)

Fictitious Business Name(s):  
**1.) Vya Wellness**  
**2.) Urban Petrent**  
Address  
**3320 Octavia #8**  
**San Francisco, CA 94123**  
Full Name of Registrant #1  
**Kristi Dowler**  
Address of Registrant #1  
**3320 Octavia #8**  
**San Francisco, CA 94123**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-31-2024**  
Signed: **Kristi Dowler**  
This statement was filed with the County Clerk of San Francisco County on **08-07-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Maribel Osoria**  
**Deputy County Clerk**  
**08/07/2024**  
**09/12/24 + 09/19/24 + 09/26/24 + 10/03/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404433](#)

Fictitious Business Name(s):  
**Wodel**  
Address  
**82 Los Palmos Dr.**  
**San Francisco, CA 94127**  
Full Name of Registrant #1  
**You Zhou**  
Address of Registrant #1  
**82 Los Palmos Dr.**  
**San Francisco, CA 94127**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-01-2024**  
Signed: **You Zhou**  
This statement was filed with the County Clerk of San Francisco County on **09-13-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Mariedyne Nadonza**  
**Deputy County Clerk**  
**09/13/2024**  
**09/19/24 + 09/26/24 + 10/03/24 + 10/10/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404330](#)

Fictitious Business Name(s):  
**Woofing Place**  
Address  
**451 Raymond Avenue**  
**San Francisco, CA 94134**  
Full Name of Registrant #1  
**Katie Choi**  
Address of Registrant #1  
**451 Raymond Avenue**  
**San Francisco, CA 94134**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-26-2024**  
Signed: **Katie Choi**  
This statement was filed with the County Clerk of San Francisco County on **08-29-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Melvin Galvez**  
**Deputy County Clerk**  
**08/29/2024**  
**09/05/24 + 09/12/24 + 09/19/24 + 09/26/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0404228](#)

Fictitious Business Name(s):  
**90th Birthday Party for the Blind of California**  
Address  
**94 Ramona Ave., San Francisco, CA 94103**  
Full Name of Registrant #1  
**Chris Gray**  
Address of Registrant #1  
**94 Ramona Ave., San Francisco, CA 94103**  
This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-20-2024**  
Signed: **Chris Gray**  
This statement was filed with the County Clerk of San Francisco County on **08-21-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Melvin Galvez**  
**Deputy County Clerk**  
**08/21/2024**  
**09/19/24 + 09/26/24 + 10/03/24 + 10/10/24**

**FICTITIOUS BUSINESS NAME STATEMENT**  
[File No. 2024-0403997](#)

Fictitious Business Name(s):  
**Tandem Design Co**  
Full Name of Registrant #1  
**Tandem Design LLC (CA)**  
This business is conducted by  
**A Limited Liability Company.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2023**  
This statement was filed with the County Clerk of San Francisco County on **07-24-2024**  
**Notice:** This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.  
**Filed: Mariedyne Nadonza**  
**Deputy County Clerk**  
**07/24/2024**  
**08/22/24 + 08/29/24 + 09/05/24 + 09/12/24**



**STATEMENT OF ABANDONMENT**  
**OF USE OF FICTITIOUS BUSINESS NAME**

The registrant(s) listed below have abandoned the use of the fictitious business name(s):  
**Soo Hoo Notary**  
Located at **1431 25th Avenue,**  
**San Francisco, CA 94122**  
This fictitious business name was filed in the County of San Francisco on **09/28/2020** under file **2020-0391613**  
Name and address of Registrants (as shown on previous statement)  
Full Name of Registrant #1  
**Linda Soo Hoo**  
**1431 25th Avenue, San Francisco, CA 94122**  
This business was conducted by a  
**AN INDIVIDUAL**  
Signed: **Linda Soo Hoo**  
This statement was filed with the County Clerk of San Francisco County on  
**Filed: Liana Diep-Lee**  
**Deputy County Clerk**  
**09-18-2024**  
**09/19/24 + 09/26/24 + 10/03/24 + 10/10/24**





## SUCCESS STORIES

### Safety by George, LLC

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

**Location:** Northern California | Humboldt County

**Business Type:** Education, Occupational Safety

**Small Business Center:** NorCal Apex Accelerator

**Assistance Received:** Business Advising, Certification Assistance, Marketing

Visit Safety by George, LLC online at <https://safetybygeorge.com/>

There are many dangers in the common workplace and safety is a primary concern for employers and employees alike. The Department of Industrial Relations oversees the California Occupational Safety and Health program (Cal/OSHA) to ensure regulation requirements are met and precautions are in place to minimize the chance of workplace injury. These business safety regulations include ongoing training as an obligation an employer must fulfill.

Luckily, there are businesses like SafetyByGeorge, to provide training services to fulfill employee safety training obligations required by Cal/OSHA. Here they offer a variety of courses in a friendly and easy-to-follow format that most employees find amenable. The owner, George Walker, knew this educational training resource was a need in his rural community of Humboldt County. He was also aware this service was a need across the state.



**George Walker**

Wanting to understand more about government contracting potential, as well as how to become a certified small business, Mr. Walker sought the assistance of the NorCal Apex accelerator. During his 1:1 advising sessions, he was guided through the contracting and procurement landscape, assisted with creating a capabilities statement, was led through registrations and completed the certification process.

Mr. Walker is now a certified California Small/Micro Business (CA SB-MB) and has since landed a government contract with the Department of Motor Vehicles. He attributes his success, both locally and statewide, to the professional advising and assistance he received at NorCal Apex.

**SOURCE:** [bit.ly/3zcp29Y](https://bit.ly/3zcp29Y)

### Revive Therapy & Aesthetics

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

Revive mission is to empower people in achieving and maintaining their best possible health by providing them with personalized treatments that promote vitality and proactively manage their overall wellness.

#### THE CHALLENGES

As a first-time entrepreneur of a medical business, client Nancy Moua was facing several challenges that she needed to navigate, including getting a grant to help her business get started such as the DREAM FUND program, which had led her to seek support from the SV SBDC to develop a solid business plan that will help her business get funded at early stage.

#### THE RESULTS

As a result of working with the SV SBDC, client received her DREAM FUND grant of \$5K, and has since put together a website and a launch plan for her business. She has partnered with a MD, and also worked through with a power partner who offered a shared space that allows her to open her business in a timely manner.

**SOURCE:** <https://www.norcalsbdc.org/shared/client-stories/revive-therapy-aesthetics/>



**Nancy Moua**

### CASE STUDY

August 2015

COOLCALIFORNIA CLIMATE LEADER

#### Manhattan Bread & Bagel

Manhattan Beach

Partnering for Waste Reduction and Conservation Efforts



*Manhattan Bread & Bagel has saved hundreds of dollars per month in energy costs by making simple changes*

Manhattan Bread & Bagel is a café and bakery that makes gourmet bagels, crafts artisan breads, and offers wonderful food for any occasion. They are known in the Los Angeles South Bay for providing fresh, high quality baked goods and partnering with local entities to achieve exceptional waste reduction and conservation results.

Manhattan Bread & Bagel partnered with the Manhattan Beach Waste Management Food Waste Pilot Program, where recycling experts worked with their establishment to create a customized recycling program and trained staff to ensure success. Manhattan Bread & Bagel also contracted with Recycling to Conserve, the leading nationwide recycling company of bakery and cereal grain by-products. Recycling to Conserve turns leftover breads, bagels, dough scraps, egg shells, and coffee grinds into feed for local dairy cows. Furthermore, Manhattan Bread & Bagel has local charities periodically pick up unsold baked goods.



#### BUSINESS SNAPSHOT

Manhattan Bread & Bagel is a café and bakery that sells sandwiches, soups, and over 100 different baked goods each day

#### Green Actions:

- Implemented food waste recycling program
- Installed light occupancy sensors in storage and bathroom areas
- Switched to high recycled content paper for office invoicing and paper needs
- Banned all polystyrene from purchasing inventory
- Uses organic cleaning products

#### Cost Savings:

- \$230 per month saved on trash service fees by changing trash pick-up from five days per week to one day per week, and alternatively, increasing recycle pick-ups from one day per week to four days per week
- \$25 per month saved on gas bill by installing a direct fire tankless water heater
- \$15 per month saved after spending \$450 to upgrade storefront insulation
- 40% per month saved on utility bill by upgrading lighting fixtures

California Air Resources Board | Next 10 | U.C. Berkeley Renewable & Appropriate Energy Lab

### Z. Cioccolato

[ Article originally appeared in [www.sfsbdc.org](http://www.sfsbdc.org) ]

Z. Cioccolato is a locally owned business located in the heart of the historic North Beach neighborhood of San Francisco. Z. Cioccolato is best known for its famous fudge, which comes in over 50 different flavors. Its talented team of chefs handcrafts each batch of fudge in-house daily in San Francisco using only the finest ingredients. The fudge has been featured on the Cooking Channel for its creative and unique flavors.

Dreaming of owning his own sweet shop, Mike Zwiefelhofer acquired Z. Cioccolato in 2015 when the original owners were retiring. He was interested in increasing online sales and improving conversions of the online ads the company was running.

With SBDC marketing advisor Molly's help, Mike developed a way to test different newsletter sign-up popup boxes, taking the conversions from an average of 2.75% to 4.18% on the first test – over a 1% improvement. Thus, decreasing to amount need to spend to get the next customer. This is a huge success, and they are excited to see how they



**Mike Zwiefelhofer**

can continue to improve conversion rates. With this new method, Mike is confident that they can decrease customer acquisition costs and increase profitability.

As a result of working with SBDC, the business increased sales by \$750,000 from the year before.

**SOURCE:** <https://www.sfsbdc.org/client-stories/zcioccolato/>