

SBE TODAY

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Diversity in Action Publish by SBE certified SBE/DBE/MBE

The Metro Areas With More New Businesses

Younger companies are crucial to creating jobs and promoting innovation in local economies.



The Las Vegas Strip (David Kidd)

By Mike Maciag

Younger businesses and startups are often key to fueling future economic growth, so considering the age of employers can provide valuable insight into a local economy.

A Governing analysis of data released Thursday by the U.S. Census Bureau depicts sizable variation in the presence of employers that have been operating for no more than three years. In the largest metro areas, younger companies make up anywhere from 15 percent to 30 percent of employers. Nationally, they account for about 22 percent of businesses with paid employees.

The census estimates were published as part of the new Annual Survey of Entrepreneurs, which covers data collected in 2014 for states and the top 50 metro areas.

Metro areas out West and in the southern U.S. tend to have greater concentrations of startups and relatively new companies. They accounted for more than a quarter of all employers in the metro areas of Austin, Texas; Dallas; Las Vegas; Miami; and Orlando and Tampa-St. Petersburg in Florida.

Recently launched businesses carry several potential benefits for their regions.

For one, they drive the vast majority of all net job growth, at least nationally. While it's true that startups tend to have high turnover and are fre-

quently forced to make cuts, those that survive after a few years often experience rapid growth. What's more, newer businesses are more likely to hire younger workers and those on the margins of the economy who more established firms might overlook, said Arnobio Morelix, a senior research analyst at the Kauffman Foundation.

Research also suggests that newer businesses account for an outsized share of productivity gains. They similarly play a crucial role, said Morelix, in promoting innovation. This can take the form of patents and intellectual property or other advances, such as the establishment of new manufacturing processes.

While young businesses are responsible for a disproportionate share of job growth nationally, a large presence of these ventures doesn't necessarily translate into strong growth within a region. That's true of both the Las Vegas and Miami metro areas, which have high concentrations of new businesses but rank near the bottom in a Kauffman index measuring economic growth.

In general, younger businesses tend to be less common in parts of the industrial Midwest and Northeast. Their absence is most apparent in the metro areas of Cleveland; Hartford, Conn.; and Pittsburgh, where they account for only 16 percent of employers.

So what explains why some regions have more new businesses than others?

Part of it simply has to do with the performance of individual sectors in local economies. Consider real estate in the Las Vegas metro area: The sector rebounded following the housing market crash, and 37 percent of related businesses there were no more than three years old in 2014. Meanwhile, areas more reliant on manufacturing typically have more older businesses.

Nationally, newer businesses are most common in the industries of transportation/warehousing, accommodation and food services and least common in manufacturing.

Additionally, the presence of newer businesses is a function of demographics. The prime age for starting a company is around one's late 30s or early 40s. In recent years, more older adults are becoming new entrepreneurs. According to the Kauffman Foundation, the share of all new entrepreneurs between the ages of 20 and 34 declined from 34 percent in 1996 to 25 percent last year.

■ Continued on page 3

SMALL BUSINESS EXCHANGE

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With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

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**Small Business Exchange
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California Sub-Bid Request Ads

Brosamer & Wall, Inc. and Bay Cities Paving & Grading A Joint Venture



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified
SBE & DBE

sub-contractors and/or material suppliers for the following project:

BALFOUR INTERCHANGE PROJECT CCTA Contract No. 427

Brentwood California

Owner: Contra Costa Transportation Authority

Bid Date: September 26, 2016 @ 2:00 PM

General Work Description:

Construct one concrete box girder bridge and two pre-cast prestressed wide flange girder bridges, retaining walls, roadway pavement, drainage systems, sewer and waterline work and electrical work.

Please contact Robert Rosas @ rrosas@brosamerwall.com to view plans and specifications or they can be downloaded at:

https://www.dropbox.com/sh/62s4a60d2d8qvkj/AADRYs8eYyRwqeiwRHH6_2CJa?dl=0

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

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please call (925) 932-7900.

Plans and specifications can be viewed online or at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. Brosamer & Wall, Inc. and Bay Cities Paving and Grading A Joint Venture, intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages. AN EQUAL OPPORTUNITY EMPLOYER.

CAHILL CONTRACTORS, LLC

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

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

Hazardous and Mold Remediation / Demolition / Drywall / Tile & Stone / Flooring / Painting / Window Treatments / Final Cleaning / HVAC / Electrical / Plumbing / Finish Carpentry / Doors

**MIDTOWN APARTMENTS EMERGENCY
MOLD REMEDIATION - SELECT TRADES**

**1415 Scott, 2040 & 2060 O'Farrell, 1450
Divisadero, 2121 & 2141 Geary,
San Francisco, CA 94115**

This is a CMD project with construction workforce and prevailing wage requirements.

BID DATE: 9/12/16 @ 2PM

Voluntary Pre-bid Meeting/Job-Walk:
Wednesday, 8/31/16 @ 10AM

1415 Scott Street, San Francisco (Building).
Meet at corner of Geary Blvd and Scott St.

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

Sub-Bids Requested from qualified
MBE/WBE/SBE/DVBE/LBE Subcontractors
and Suppliers For:

**EDWARD C. LITTLE
WATER RECYCLING FACILITY
CLEAN-IN-PLACE WASTE DISCHARGE PROJECT**

**Owner: West Basin Municipal Water District
Location: El Segundo, CA**

Bid Date: September 16, 2016 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30

Walnut, CA 91789

Phone: (909) 595-4397

Fax: (909) 444-4268

Contact: Lori Olivas,

lori.olivas@jfshea.com

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

Aggregates, Precast Concrete Vaults, CLSM, Filter Fabric, AC Paving, Curb & Gutter, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Steel Decking, Miscellaneous Metals, FRP Fabrications, Sealants, Access Doors, Painting & Coatings, Signage, Equipment, Electrical & Instrumentation

Plans and Specifications: Register online with the District's online bid service at www.westbasin.org. Following registration, Bidder can download all contract documents at no cost. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763

Phone: (916) 351-0457 • Fax: (916) 351-1674

Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, DBE, DVBE, SB, SDB, WOSB, HubZONE SB,
Service DVOSB Subcontractors & Suppliers for:

City of Colusa WWTP 2016 Improvements Project 1

Location: City of Colusa

Bid Date: September 28, 2016 @ 3:00PM

Trades Solicited:

Demolition, Utility Vaults/Catch Basins, Pipe, Instrumentation, Pumps, Dewatering, Concrete Saw Cutting, Sealing & Coating, Davit Crane, Doors, frames, hardware, SWPPP, Mortar & Grout, Painting, Mechanical, Trucking, AC Paving, Structural Steel, Aeration Equipment, Concrete Masonry Units, Rip-rap, Concrete Pumping, Sluice, Slide, Flap gates, Geomembrane Lining System, Filter Fabric, Misc Metal, Electrical

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.

California Sub-Bid Request Ads



O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
 Contact: Jean Sicard • An Equal Opportunity Employer

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
 HMA Paving, Replace Approach and PCC Slabs, Precast Concrete Pavement
 Alameda and San Joaquin Counties**

**Highway 580 From Patterson Pass Road to Greenville Overhead and From Eden Canyon Road to Strobridge Avenue - Caltrans #04-3G59U4
 BID DATE: September 14, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis and Annual Report, Sweeping, Treated Wood Waste, Abandon Culvert, Rapid Setting Concrete, Adjust Inlet, Cold Plane AC, Polyester Concrete Overlay, Cap Inlet, Culvert Slurry-Cement Backfill, Clearing & Grubbing, Develop Water Supply, Structure Excavation, Structure Backfill, Pervious Backfill Material, Concrete Backfill, Lean Concrete Backfill, Lightweight Aggregate Imported Backfill, Imported Borrow, Subgrade Enhancement Geotextile, Erosion Control, Hydromulch, Fiber Rolls, Hydroseed, Lean Concrete Base, Bose Bond Breaker, Precoated Screenings, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Precast Jointed Concrete Pavement, Individual Slab Replacement, Crack and Seat, Steel Soldier Pile, CIDH Concrete Pile, Structural Concrete Retaining Wall, Structural Concrete Approach Slab, Minor Concrete (Minor Structure), Paving Notch Extension, Fractured Rib Texture, Clean Expansion Joint, Joint Seal, Bar Reinforcing Steel, Roadside Signs, Sign Structure – Truss, Timber Lagging, Clean and Paint Steel Soldier Piling, Underground, Geocomposite Drain, Rock Slope Protection, Minor Concrete (Curb & Gutter), Detectable Warning Surface, Pre/Post Construction Surveys, Misc. Iron & Steel, Fencing, Concrete Barrier Marker, Delineator, Guard Railing Delineator, Object Marker, Midwest Guardrail System, Single Thrie Beam Barrier, Double Thrie Beam Barrier, Cable Railing, Transition Railing, End Anchor Assembly, Crash Cushion, Concrete Barrier, Striping & Marking, Flashing Beacon System, Ramp Metering System, Electrical, and Construction Materials

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



O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
 Contact: Jason Martin • An Equal Opportunity Employer

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
 Place HMA, replace guard rail & pull boxes, polyester bridge overlay
 Hwy 51 & 160, Sacramento
 Caltrans #03-0H11U4**

BID DATE: September 20, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Traffic Plastic Drum, Portable Changeable Message Sign, WPCP, Treated Wood Waste, Public Safety Plan, Rapid Setting Concrete (Patch), Cold Plane AC, Polyester Concrete Overlay, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (Type Z-2, Aerially Deposited Lead), Shoulder Backing, Imported Borrow, Compost, Crack Treatment, AC Dike, Tack Coat, Drill & Bond Dowel, Spall Repair, Individual Slab Replacement, Joint Seal, Grinding, Structural Concrete, Minor Concrete, Paving Notch Extension, Roadside Signs, Delineator, Object Marker, Midwest Guardrail System, Vegetation Control, Single Thrie Beam Barrier, Modular Glare Screen, Transition Railing, End Cap, Striping & Marking, Pavement Marker, Electrical and Construction Materials

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

ADVERTISE YOUR AD HERE

Advertise your Sub-Bid Requests in the Small Business Exchange With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

The Metro Areas

Continued from page 1

Morelix cited greater fluidity of resources, such as capital and talent, as one trait that regions with more younger firms have in common. Noncompete agreements and stricter requirements to obtain capital, for example, hinder efforts to expand startups.

"If you find that these resources don't flow within the community," said Morelix, "it might constrain scaling up a startup."

Hiring in younger businesses experienced a significant slowdown during the Great Recession. Research details how new small businesses are more sensitive than older small businesses to economic shocks. Yet despite the slowdown, newer businesses still continued to outpace older companies in job gains during the recession.

But one can't ignore older, more established firms. Nationally, a mere 3 percent of all businesses in the census survey had operated 16 years or more -- the oldest age bracket -- but they accounted for more than half (54 percent) of all paid employees. And a Brookings Institution analysis found that the share of private employees working for older companies has been increasing in recent decades.

Established employers tend to provide lower wages but more attractive benefits and better job security than younger businesses. A report published last year also suggests that as businesses grow in size, so too does wage inequality across jobs of varying skill levels.

The new census data suggests these older companies are most prevalent in the metro areas of Birmingham, Ala.; Memphis, Tenn.; and Richmond, Va.

SOURCE: <http://www.governing.com>



California Sub-Bid Request Ads

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: Victor Le
Website: www.desilvagates.com
An Equal Opportunity Employer

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

CALTRANS ROUTE 580 Contract No. 04-365904 ALAMEDA AND SAN JOAQUIN COUNTIES ON ROUTE 580 FROM PATTERSON PASS ROAD OVERCROSSING TO GREENVILLE OVERHEAD AND FROM EDEN CANYON ROAD UNDERCROSSING TO STROBRIDGE AVENUE UNDERCROSSING AND ON ROUTE 205 FROM SAN JOAQUIN COUNTY LINE TO MIDWAY ROAD UNDERCROSSING,
Federal Aid Project ACIM-000C(438)E DBE Goal Assigned is 5%

OWNER:

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

BID DATE: SEPTEMBER 14, 2016 @ 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, Bridge Deck Resurfacing, Clear and Grub, Demolition, Concrete Barrier, Construction Area Sign, Crack & Seal, Develop Water Supply, Electrical, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Fencing, Cable Railing, Lead Compliance Plan, Lightweight Aggregate Supplier, Guardrail, Minor Concrete, Minor Concrete Structure, LCB, P/CP & Structural Concrete, Precoated Screenings, Roadside Signs, Channelizer, Markers, Rumble Strip, Sign Structure, Soldier Pile Wall, Striping, Survey/Staking/SWPPP/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Street Sweeping, Imported Borrow, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:ftp%25desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is <ftp://ftp%25desilvagates.com>) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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). 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 employer.

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DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: STEVE LIPPIS
Website: www.desilvagates.com
An Equal Opportunity Employer

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

PERMANENTE CREEK FLOOD PROTECTION PROJECT
Contract No. C0617
Project No. 26244001,
Small Business Enterprise Goal Assigned is 30%

OWNER:

SANTA CLARA VALLEY WATER DISTRICT – 5750
Almaden Expressway, Room B108, San Jose, CA 95118

REVISED

BID DATE: SEPTEMBER 14th, 2016 @ 2:00 P.M.

We hereby encourage responsible participation of local Small and Micro Business Enterprises certified by the Department of General Services and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, BARRIER RAIL SUB, BIOLOGIST CONSULTANT, BOX CULVERT, BUILDING, CLEARING AND GRUBBING/DEMOLITION, DEWATERING, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, STRIPING, UNDERGROUND, VIBRATION MONITORING, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AB MATERIAL &, CLASS 3 AB MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, HOT MIX ASPHALT (OPEN GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at: <ftp://ftp%25desilvagates.com:ftp%25desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is <ftp://ftp%25desilvagates.com>) or from the Owner.

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

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

Small Business Exchange

The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

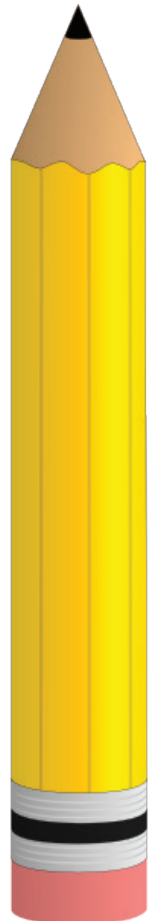
Look no further. We have them all in our database

Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations?
We have that, too.

Want to reach them by industry-specific codes (NAIC/SIC/UNSPSC)?
We can do that, too

The next time you're bidding project where time and accuracy are of the essence, call us.
We'll make it happen.

We are on the move to make your business better.



Call 1-800-800-8534

California Sub-Bid Request Ads

Balfour Beatty Infrastructure Inc.

Balfour Beatty Infrastructure, Inc. is bidding as a Prime contractor and encourages all qualified Subcontractors and Suppliers to submit quotations for the following project. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable LADWP Project Labor Agreement. This project has a DBE/MBE/WBE/OBE goal and prospective bidders must be certified by bid opening.

Project Description: L.A. Reservoir UV Disinfection Plant
Project Location: Los Angeles, CA
Owner: Los Angeles Department of Water and Power (LADWP)
Contract No.: 7520

REVISED BID DATE - Prime Contractor: Wednesday, September 14th, 2016 @ 2:00pm

REVISED BID DATE - Subcontractor: Wednesday, September 7th, 2016 @ 2:00pm

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Subcontractor scopes must be based on the General/Special Provisions, the Project Documents and Reference Documents, as well as any addenda released. It is recommended that interested subs contact Balfour Beatty Infrastructure well ahead of the due date to discuss scope and quantities.

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Geotechnical Data, Field Engineering (Survey), Video/Photograph Progress Documentation, QA/QC, Temporary Facilities, Equipment Rental, Aggregate, Site Clearing, Shoring and Underpinning (Earth), Slope Protection, Erosion Control, HDPE Liners, Earthwork, Site Concrete, Flexible Pavement - Asphalt (AC), Landscaping (Planting & Irrigation), Ready Mix, Concrete Forms & Accessories, Forming Subs (including Scaffolding), Reinforcing Steel, Concrete Pumping, Precast Concrete, Miscellaneous Metals, Structural Steel, Structural Steel Erection, Metal Deck, Handrails & Railing, Grating, Thermal Protection (Insulation), Flashing & Sheet Metal, Sheet Metal Roofing, Caulking, Joint Seal, Floor Access, Doors, & Hatches, Overhead Door, Window (Glass & Glazing), Gypsum Board, Drywall, Metal Studs, Paints, Coating & Waterproofing, Louvers & Vents, Fire Extinguishers & Cabinet, Process Equipment, Cathodic Protection, Pre-Engineered Structure, Storage Tank, Hoists & Cables, Mechanical, Coupling, FCA, Flex, Ball Joints, Bolts, Nuts & Gaskets (BNG), Small Bore Pipe, Fabricated Steel Pipe, Plastic Pipe & Valves, C900/C905, HDPE, Ductile Iron Pipe, Miscellaneous Valves, Ball Valve, Butterfly Valve, Check Valve, Gate Valve, Globe Valve, Pipe Support, Pipe Insulation, Fire Protection Piping, Fire Protection Monitoring System, Plumbing, HVAC, Electrical, Instrumentation.

PLANS & SPECIFICATIONS: Project Bid Documents may be obtained from the Project Owner or you may view them at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartbidnet.com/External/PublicPlanRoom.aspx?Id=242155&i=1>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Insurance requirements will include General Liability, Workers Comp and other insurance types as required by the contract documents and should be included in the Subcontractor's pricing. Please see Section F1A of the Special Conditions for details. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation.

We provide assistance in obtaining insurance and bonding. Please contact BBII at (949) 544-6020 for bonding and other types of assistance.

The Contractor Development Program, through the City of Los Angeles, also provides bonding assistance at <http://www.lacondev.com/our-program/>.

QUESTIONS: For questions regarding the bid, please contact Angel Bautista at (949) 544-6020, fax: (877) 763-4002,

email: estimating.wr@bbiis.com, or in writing to: 5050 Business Center Drive, Suite 250, Fairfield, CA 94534.

Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Subcontractor scope (including any conditions or exceptions) is required one week prior to bid deadline, to allow proper evaluation. To assist DBE/MBE/WBE/OBE Subcontractors and Suppliers, we will divide total scopes into smaller tasks or quantities, and if necessary adjust schedules to permit maximum participation by DBE/MBE/WBE/OBE firms. Subcontractors are required to indicate all lower-tier DBE/MBE/WBE/OBE participation offered on their quotation.

Balfour Beatty is an Equal Opportunity Employer

3 Small Business Tips Uniquely Aimed At Entrepreneurs

By Nicole Leinbach-Reyhle

Traditional business advice isn't always best served to small business owners. Don't agree? Just ask any entrepreneur and you'll likely find that what has worked for them doesn't mimic the advice their large, big-box competitors may have followed. Keeping this in mind, consider the following tips aimed specifically at small businesses.

Tip #1: Do Not Aim To Match Or Beat Prices Offered By Competitors

Price may win among retailers that include Walmart, Amazon and Target - as well as countless other larger businesses in a variety of categories - but smaller businesses know all too well they typically can't compete in this big-box space when it comes to dollars. Instead? This is where smaller businesses have the chance to thrive in offering other experiences that stand-out from prices alone. Of course, price will factor into the overall impression any business leaves on consumers, but when combined with other experiences price can often become overlooked thanks to the many other factors that can outshine it.

Tip #2: Deliver Customer Service That Makes A Lasting Impression

Parker, Colorado based cupcake shop Nomelie Cupcakes was a business "not doing well due to a

■ Continued on page 6



As small business owners, Soumya and Avantika Sen knew they had to sell more than just outstanding cupcakes to keep customers returning to their store. PHOTO CREDIT: Retail Minded

California Sub-Bid Request Ads



Graniterock

120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: Randy Bonino
Email: estimating@graniterock.com

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

**Permanente Creek Flood Protection Project –
Rancho San Antonio Detention Basin
Contract No. C0617**

**Owner: Santa Clara Valley Water District
Engineers' Estimate: \$19,000,000.**

BID DATE: September 14, 2016 @ 2:00 PM

Items of work include but are not limited to:
Minor Concrete, Asphalt Dike, Dewatering,
Electrical, Erosion Control, Fencing, Land-
scape & Irrigation, MBGR, Rebar, Signs,
Striping, Survey, Tree Trimming, Arborist,
Underground, Trucking and Well Construc-
tion /Abandonment.

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

We are an Equal Opportunity Employer

GOLDEN GATE CONSTRUCTORS

120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 Fax (408) 365-9548
Contact: John Torres
Email: estimating@graniterock.com

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

**Terminal 1 Boarding Area B Project – BP 03.2
Mass Excavation, Sub-Grade Utility Demo &
Dewatering**

**Owner: City and County of San Francisco
c/o Austin – Webcor, a Joint Venture**

BID DATE: September 15, 2016 @ 2:00 PM

Items of work include but are not limited to:
Water Trucks, Street Sweepers, Trucking
(Hauling and Disposal), Crushing Rubble,
Sawcutting, Survey, SWPPP (plan creation
& device installation), Dewatering, Shoring,
Traffic Control, Underground Utility Locat-
ing and Removal.

Plans and specifications can be viewed at
our office, 120 Granite Rock Way, San Jose
or on [https://app.buildingconnected.com/
rfps/5751d4df5eeba60a00021655/info](https://app.buildingconnected.com/rfps/5751d4df5eeba60a00021655/info). Subcon-
tractors will need to sign up for a free account to
access the plans and specs. 100% performance
and payment bonds will be required from a qual-
ified surety company for the full amount of the
subcontract price. Subcontractors are encour-
aged to contact GGC Estimating with questions
regarding bonding assistance, obtaining lines of
credit, insurance, equipment, materials and/or
supplies, or with any questions you may have.
Subcontractors must possess a current contrac-
tor's license, DIR number, insurance and work-
er's compensation coverage. Subcontractors will
be required to enter into our standard contract.
This will be a prevailing wage job. GGC intends
to work cooperatively with all qualified firms
seeking work on this project.

We are an Equal Opportunity Employer

Sub-Bid Requested for MBE/WBE/SBE/SBRA/LSAF/HUB/DBE
and San Francisco LBE Subcontractors & Suppliers for:

**San Francisco Public Utilities Commission
San Francisco Westside Recycled Water Pipeline**

Contract No. WD-2798

Bid Date 09/15/16 @ 2:00 P.M.

For Subcontractors & Suppliers in the area of Trucking, Grinding & Paving,
Concrete Work, Supply of Pipe, Valves & Fittings, Electrical, Monitoring for Set-
tlement, Noise and Vibration, Corrosion Control and Cathodic Protection, Utility
Pipe Jacking, Pipeline Installation.

Precision Engineering, Inc.

1939 Newcomb Ave • San Francisco, CA 94124

Ph: (415) 621 4882 x 100 • Fx: (415) 621 4812

Contact: Finbar Brody

An Equal Opportunity Employer

3 Small Business Tips Aimed At Entrepreneurs

■ Continued from page 5

lack of good customer service and absence of quality control on product quality," as explained by current store co-owner Soumya Sen. Together with his business partner and wife, Avantika Sen, the Sens aimed to bring new life and profitable success to the ailing bakery by making the business "customer centric". As Avantika explains, their goal was to "provide the best customer service possible." To make this happen, Nomelie knew they had to become "more than just cupcakes" and soon became the "forefront of major community events and initiatives," as explained by Soumya Sen.

The Sens approach to bringing new life to a dying cupcake shop was built around more than just tasty cupcakes, but instead around the idea that delivering outstanding customer service would lift their store to where it needed to be. As it turns out, they were right. Their cupcake shop excels in community partnerships, customer service and has a consistent presence in their community that had not existed before. Beyond their store walls, Nomelie is known around town for their memorable customer care and genuine community support. These two factors – combined with great tasty cupcakes and more – are what have grown Nomelie... and continue to help them thrive in a town saturated with big-box competitors. As for the sales that were previously lacking? They continue to grow everyday, which is an accomplishment any small business owner can be proud of.

Tip #3: Create a Loyalty Program That Encourages Repeat Customers

Big or small, businesses gain the opportunity for increased customer retention and more frequent spending when loyalty programs are offered. You can create one that is digital, mobile, or even old-fashioned by using paper and a hole puncher, but the idea is that you create one that makes sense for your business and your customers. As the U.S. Small Business Administration suggests, "the key is creating a program that is accessible to all and easy to use." Another tip to help your loyalty program thrive? Give it extra TLC so that it stands out among your other marketing efforts, including your business newsletters, via social media and of course, whenever you're tending to customers and during any customer communication. Aim to have it stand out as a well respected perk to customers experiencing your business – and one that they want to experience again and again.

Finally, consider what motivated you to begin your small business in the first place. Was it a passion for what you sell? A motivation to offer more to a community or general business niche that wasn't being filled before? Whatever your "why" was, make sure your "why" continues to lead you in your small business efforts. This can fuel you to make smarter, more focused decisions that don't have to blend in with what your big-box competitors are getting recognized for. So while it's important to know what your competition is up to, make sure you also know how to tune them out when narrowing in on your own small business plans.

Nicole Leimbach Reyhle is the Author of Retail 101: The Guide to Managing and Marketing Your Retail Business, as well as the Founder of Retail Minded and the Independent Retailer Conference.

SOURCE: <http://www.forbes.com>

California Sub-Bid Request Ads



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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Colusa, Wastewater Treatment Plant (WWTP) 2016 Improvements Project 1 in Colusa, CA.

<http://www.epa.gov/> <http://www.sba.gov/>
www.californiaucp.org

Subcontractors and Suppliers for the following project:

Wastewater Treatment Plant 2016 Improvements Project 1
Project No. 2017-001
Owner: City of Colusa

Bid Date: September 28, 2016 @ 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates, Rip Rap, Asphalt Paving, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Pre-Cast Building, Concrete Saw-Cutting, Clear & Grub, Conveying System, Grouting, Hydroseeding, Dewatering, Demolition, Access Doors & Windows, Electrical, Earthwork, Equipment, Erosion Control, Geotextiles, FRP Fabrications, Masonry, Metals, Paintings & Coatings, Piping & Valves, Structural Steel, Shoring, Signage, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & 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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due
September 23, 2016 and Quotes

NO LATER THAN September 27, 2016 at 5 PM.

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

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

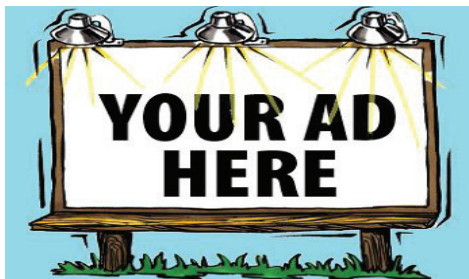
Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications

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

Clean Water State Revolving Fund (CWSRF)
 Provisions apply

Buy American Iron & Steel (AIS) requirements apply

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 CA Lic. 433176
 DIR # 1000001147



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

Requests sub-bids from qualified California Unified Certification Program (CUCP) OR U.S. DOT certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Port of Stockton, Navy Drive Bridge Replacement Project in Stockton, CA.

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

Subcontractors and Suppliers for the following project:

Navy Drive Bridge Replacement Project

Contract No. 03-16-01

Federal-Aid Project No. BRLS 6349(002)

Owner: Port of Stockton

Bid Date: September 14, 2016 at 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

AC Paving, Aggregates, Clear and Grub, Structural Concrete, Minor Concrete, Concrete Barriers, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Cast in Place Concrete, Demolition, Erosion Control, Fencing, Ground Improvement, Joint Sealant, Lead Abatement, Lighting, Metals, Painting and Coating, Pavement Markings, Pipe & Gate Supply, Street Sweeping, SWPPP, Structural Steel, Signage, Traffic Control, Trucking & 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 certified, DBE suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due September 9, 2016 and Quotes

NO LATER THAN September 13, 2016 at 5 PM.

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

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

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

Davis-Bacon Act and Prevailing Wages apply.

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 CA Lic. 433176
 DIR # 1000001147



Kiewit Infrastructure West Co.
 10704 Shoemaker Ave., Santa Fe Springs, CA 90670
 Tel: (562) 946-1816, Fax: (562) 490-8644
 Contact Paola Ryan at paola.ryan@kiewit.com

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

Project Owner: Eastern Municipal Water District
Project Name: Audie Murphy Road Sewage Lift Station
Project Location: Approximately 200 feet from the intersection of Old Newport Road and Audie Murphy Road.

Project Bid Date: September 29, 2016 at 10:00 a.m. PST

Project Description: The work comprises furnishing all materials necessary for construction of the complete and operable Audie Murphy Road Sewage Lift Station in accordance with these Specifications and the Contract Drawings. Contractor shall perform all earthwork (including grading, importing select fill material and backfill material, dewatering, treatment of dewatering groundwater, disposal of dewatering groundwater, trenching, shoring, bedding, and backfilling); connect to existing force mains and gravity sewers; furnish and install standby generator and appurtenances; connect to existing potable waterline and construct water service to lift station; construct lift station wet well structure and bypass manhole and furnish and install all lift station components including all mechanical equipment, piping, electrical controls, electrical service, motor control center, air conditioning system, pullboxes, conduit, wiring, and appurtenances; masonry block control building; furnish and install air phase odor control system; protect in place or remove and replace all existing utilities and public and private improvements; perform all site work including construction of asphalt concrete pavement; construction of site walls, driveways, and gates; and perform testing of all equipment, piping, and appurtenances.

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

Aggregate, dewatering, ductile iron pipe, reinforced concrete pipe, clay pipe, manhole material, fences/gate/guardrail, ready mix supply, concrete reinforcing installation, precast concrete, masonry work, metals, stainless steel pipe, sheet metal roofing, louvers and vents, sewage and sludge pump, measurement and control instrumentation, bolts and gaskets, hangers and support, valves, HVAC, electrical work, and generator assemblies.

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Subcontractors performing any on-site work must be signatory to the appropriate union labor agreements that govern its work. Plans and specifications are available at the address listed above or provided to you through Kiewit's electronic use of SmartBidNet by contacting us.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For information, assistance or questions regarding the project, project schedule, requirements of the contract, licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact Paola Ryan.

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

Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine Medical Center (UCIMC)** from General Contractors (GC) wishing to submit **design build** proposals for the **Non-OSHPD UCIMC Central Chiller Plant/Electrical Plant, Project Nos. 994507/994048**

Prequalification questionnaires will be accepted from contractors teamed with architects that have completed comparably sized design-build projects as described in the questionnaire. The University's primary objective in utilizing the design build approach is to bring the best available integrated design and construction experience to this project. The University has determined that proposers who submit proposals on this project must be prequalified. Prequalified proposers will be required to have the following California contractor's license: A - General Engineering Contractor or B - General Building Contractor.

DESCRIPTION: The non-OSHPD Chiller Plant Expansion project includes the ground-up construction of a new central chilled water plant for central cooling and an adjacent electrical yard will 12KV normal and emergency power equipment. The project also includes chilled water and electrical distribution to existing non-OSHPD buildings. The chiller plant and electrical yard equipment will be sized to service UCIMC buildings, taking future growth projected in the Long Range Development Plan (LRDP) into account. The UCIMC LRDP envisions 1.3 million gross square feet of non-OSHPD buildings by the year 2023.

Project completion time: 18 Months.

PROJECT DELIVERY: Design Build

ESTIMATED DESIGN AND CONSTRUCTION COST:

Non-OSHPD Central Chiller Plant	\$14,736,858
Emergency and Normal Power Upgrades	5,935,535
Distribution	2,192,206
Total	\$22,864,598

PROCEDURES: Prequalification questionnaires will be available electronically at 2:00 pm on 8/22/16 from UCIMC Planning Administration.

Mandatory Prequalification Conference will be held at **10:00 am on 9/7/16** at UCIMC, Building 22A, Room 2107, 101 The City Drive South, Orange, CA 92868.

Prequalification questionnaires must be received by **2:00 pm on 9/28/16** only at UCIMC Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

UCIMC reserves the right to reject any or all responses to Prequalification Questionnaires and any or all proposals and to waive non-material irregularities in any response or proposal received.

Proposal Security in the amount of 10% of the lump sum price proposal, excluding alternates, shall accompany each proposal. The surety issuing the Bid Bond shall be, on the proposal deadline, listed in the latest published State of California, Department of Insurance, list of "Insurers Admitted to Transact Surety Insurance in this State."

All insurance policies required to be obtained by Proposer shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent ratings by Standard and Poor's or Moody's. The Certificate of Insurance shall be issued on the University's form.

Prospective proposers desiring to be prequalified are informed that they will be subject to and must fully comply with all of the proposal conditions including 100% payment and 100% performance bonds.

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. The successful Proposer and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Proposal Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Proposal 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 Prequalified Proposer 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.

Contact David Donovan (714) 456-5628, ddonovan@uci.edu for the questionnaire. For other opportunities: <http://www.ucirvinehealth.org/planning-administration/>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, Irvine Medical Center
August 22, 2016

UCLA

UCLA

UCLA BIDDING OPPORTUNITIES

Please refer to the below-listed website for public notices of prequalification and bidding opportunities over \$200,000 at UCLA:

<http://www.capitalprograms.ucla.edu/>

If you would like to register to receive free email notifications of bidding opportunities over \$200,000 at UCLA, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Subscription/Subscribe>

To be added to our Rotating Bidder's list for bidding opportunities under \$200,000, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Contracts/Overview>

City and County of San Francisco
Outreach Advertising
September 2016

CONCESSION OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is accepting proposals for the Terminal 3 Boarding Area F and Terminal 1 Boarding Area C Food and Beverage Concession Leases. The Request For Proposals includes 6 Quick Serve Restaurant Leases and 2 Sit-Down Restaurant and Bar Leases. The terms are six years with two one-year options for the Quick Serve Restaurants, and seven years with two one-year options for the Sit-Down Restaurants. The minimum annual guaranteed rents for the first year of the Leases are between \$250,000.00 to \$1,000,000.00. The Airport intends to award the Leases to the highest-ranked, most responsive and responsible proposers. Each proposer must submit a proposal deposit in an amount between \$35,000.00 and \$125,000.00 as a guarantee that the proposer will execute a Lease if awarded. The Lease terms have been revised since the original release. Interested parties should review and make note of the changes. Small, local and disadvantaged businesses are encouraged to participate. Proposals must be received by 2:00 p.m. on Wednesday, September 14, 2016.

The RFP document is available online at <http://www.flysfo.com/business-at-sfo/current-opportunities>. For additional information, please contact Matthew McCormick at (650) 821-4500.

COUNT ON WIC FOR HEALTHY FAMILIES

WIC is a federally funded nutrition program for Women, Infants, and Children. You may qualify if you are pregnant, breastfeeding, or just had a baby; or have a child under age 5; and have a low to medium income; and live in California. Newly pregnant women, migrant workers, and working families are encouraged to apply. WIC provides Nutrition Education and Health information, breastfeeding support, checks for healthy foods (like fruits and vegetables), and referrals to medical providers and community services.

You may qualify for WIC if you receive Medi-Cal, CalFresh (Food Stamps), or CalWORKS (TANF) benefits. A family of four can earn up to \$3,747 before tax per month and qualify.

Enroll early! Call today to see if you qualify and to make an appointment. Call San Francisco WIC Program at 415-575-5788. This institution is an equal opportunity provider.

ASSESSMENT APPEALS BOARD (AAB)

Notice is hereby given of 11 vacancies on the AAB. Applicants must have at least 5 years of experience as one of the following: Certified Public Accountant or Public Accountant; licensed Real Estate Broker; Property Appraiser accredited by a nationally recognized organization, or Property Appraiser certified by the California Office of Real Estate Appraisers. For additional information or to obtain an application, please call (415) 554-6778.

LANGUAGE INTERPRETATION AVAILABLE UPON REQUEST CHINESE... SPANISH... FILIPINO

Requests must be received 48 hours in advance required for interpretation. For more information see the BOS website www.sfbos.org, or call 415-554-5184.

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

CNS-2918085#