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Monday, July 12, 2021

The City of Petaluma

The City of Petaluma will be switching to a new permit management system and online-only permitting process effective August 9. As part of the transition, the City will not be able to accept or issue permits from August 5–8.

Moving to this new process will be a big change for some of our constituents, but we think it will be a welcome change for most everyone. We are working on ways to minimize the disruption and offer training to our regular permit applicants, especially during the first few weeks of the transition.

Nancy Sands

Economic Development Specialist
City of Petaluma
office. (707) 778-4484
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Did you know that Section 1512 of the Cal/OSHA regulations states that "Each employer shall ensure the availability of a suitable number of appropriately trained persons to render first aid"? This seminar will be in person at NCBE, and all required Covid-19 safety protocols will be strictly observed. Attendees receive Certification of CPR and First Aid.

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Short Takes

What's in a name ... or a pronoun?

You have likely seen pronoun references such as "she/her/hers" or "they/them/ their" in a signature block on an e-mail, or on a resume, or after a person's name.

The reasons for these pronouns are individual, but they might be useful as a guide. **CLICK HERE** to read some information sent to NCBE by the California Employers Association.

World's first 3D-printed neighborhood

A development company called the Palari Group and a construction technology company called Mighty Buildings have teamed up to create what they believe is the world's first net-zero, 3D-printed neighborhood in Rancho Mirage, using robotic automation.

The community will feature 15 homes on a 5-acre parcel of land. The homes will feature solar panels, weather-resistant materials, and minimally-invasive environmental impacts. The 3D-printing system eliminates 99% of construction waste, they claim.

CLICK HERE to see a graphic depiction and to read more about it.

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Upcoming Seminars & Events

Identifying and Responding to Microaggressions in the Workplace

Wednesday, July 14th 9 A.M. – 12 P.M.

Cost \$25 NCBE Members

CPR/First Aid Training

Tuesday, July 20th

9 a.m. – 12 p.m.

Cost \$85 NCBE Members

Labor Day

Monday, September 6th

NCBE be be closed in observance of the holiday

Sexual Harassment Prevention All Year

The California Department of Fair Housing and Employment offers free Sexual Harassment Prevention Training for supervisors (2-hour) and employees (1-hour) in English and Spanish, and a number of other languages as well. To get more information and to sign up go to: https://www.dfeh.ca.gov/shpt/

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OSHA #503 - Update for General Industry Outreach Trainers	July 6 - 8	8:00am - 5:00pm
OSHA #5039 - Cal/OSHA General Industry Update	July 9	8:00am - 5:00pm
OTC 306 Electrical Safety for Qualified Workers (NFPA 70E)	July 12 - 13	1:00pm - 5:00pm
OSHA #500 - Trainer Course for the Construction Industry	July 12 - 15	11:00am - 7:00pm
OTC 308 - Safety Inspection Techniques L	July 13 - 15	8:00am - 5:00pm
OSHA #510 - OSHA Standards for the Construction Industry L July	17-18, 24-25	8:00am - 5:00pm Class!
OSHA #501- Trainer Course for General Industry	July 19 - 22	8:00am - 5:00pm
OSHA #7300 - Permit-Required Confined Space Standard	July 19	8:00am - 5:00pm
OSHA #7505 - Intro to Incident (Accident) Investigation	July 26 - 27	12:00pm - 4:00pm
OSHA #502 - Update for Construction Industry Outreach Trainers	July 26 - 28	8:00am - 5:00pm
OSHA #7105 - Evacuation and Emergency Planning	July 28	8:00pm - 5:00pm
OSHA #7845 - Recordkeeping Rule Seminar	July 29	8:00am - 5:00pm

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What to Say When Your Customer Says 'Your Price is Too High'

By Brad Humphrey

Most contractors who are confident in their estimating and desirous of making some money will hear some of the following comments from customers:

"Gosh, I didn't think it cost this much."

"OK, is there any sort of discount if I pay cash?"

"Well, guess I'll need to wait till next year."

"I'm still waiting on some other estimates."

"That's quite a bit higher than I thought it would be."

Every one of these comments from a customer can be code for "You're too high!" So, how do you overcome this most obvious of objections? Let me share two time-tested techniques that might assist you. (For more "ammo" on overcoming customer objections be sure to sign up for my weekly column. More on this later.)

#1 Putting Cost Comparisons in Perspective

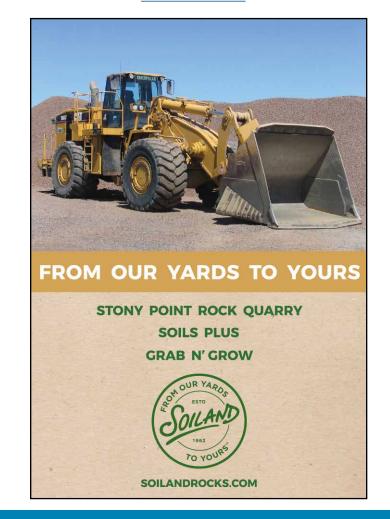
When a customer responds with, "Your bid is too high," try the following response; remember to be respectful:

"Mr. Jones, I noticed that you drive a newer model Chevrolet Impala. I'm sort of interested in the difference in prices of cars from one year to another. Did you know that an Impala in 1987 cost about \$13,500? When I checked on a late model Impala I found that the price is now about \$26,000 with a few simple bells and whistles on it."

While I really want to say, "Look, Mr. Jones, everything in life costs more than it did in the past...and you know it... 'Knuckle-head.'" Of course I wouldn't say this to his face... but I'd think it.

One clever client of mind actually has a few marketing pieces that show a car model, the Taurus in one example, and what it cost new in 1984 and what that same car model, with a picture, cost in 2013. He actually uses this early in his relationship-building to "soften the underbelly" of the customer so the customer isn't so price shocked when he gets a bid to overlay or sealcoat a parking lot.

MORE ON PAGE 5





Mike Behler

1820 J Empire Industrial Court Santa Rosa, California 95403

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What to Say When Your Customer Says 'Your Price is Too High'

Some customers think they know more about construction than any contractor alive. Fewer customers know anything about pavement maintenance. And still fewer customers have a clue as to what materials, labor, equipment etc. cost today. Don't get defensive when customers hit you with "You're too high" comments... Go on offense!

Now, while we might find that certain mark-ups might not land work in one area of our market, don't give in too quickly before reminding customers as to what they're paying for other services and products.

#2 Turning a Customer's Response... to Your Competitor

I've had clients who have shared with me that a customer will actually tell them something like, "Your bid is \$10,000 more than the other two I received. Why are you so expensive?"

Hey, don't let this question put you back on your heels. Respond to them with something like:

"Well, before I address this, let me ask you Mr. Jones,

Why do you think they are \$10,000 'cheaper' than my bid?

Let me share with you why they can afford to be 'cheaper' than my bid.

They talk 'quality' but I give you a warranty.

They talk about 'quality craftsmanship,' but my guys have a combined 75 years of expertise and we take you on a pre-start jobsite walk, a mid-completion jobsite walk, and a post-job walk, taking pictures all along the way for your benefit. They talk about 'great customer service' but we provide you with a work schedule before we start and confirm each completion point through the end of the project. And, they talk about 'safety' but my guys are certified for 20 hours of safety training with a recognized safety inspector."

"Come on, man!" how much more impressed will the customer be with your response over just a dealing with a higher bid?

MORE ON PAGE 6

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What to Say When Your Customer Says 'Your Price is Too High'

FROM PAGE 5

Keep one final thought in mind here: Most contractors know enough not to argue with a customer. But this doesn't mean we should put our tail between our legs and walk away without a credible, and respectful response!

This second point is less argument and more defining the "unique selling proposition" that differentiates your from your competitors. You might be quick, smooth, and calm explaining those items that make you different, and therefore better, than your competition.

Here's to separating your company from the competition.

Known as The Contractor's Best Friend, Brad Humphrey continues to write and speak in support of the construction industry. His international podcast, sponsored by AC Business Media and Caterpillar, continues to be one of the favorites of suppliers and contractors alike. As Vice President of Pavecon Ltd., a large and growing pavement maintenance contractor, Brad continues to develop, teach, write and shre his 35-plus years of industry knowledge.





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The Details that Matter:

Identifying and Responding to Microaggressions in the Workplace

Creating an inclusive workplace requires leaders, teams, and individuals to pay attention to the subtle ways in which they exclude or convey negative messages to individuals based on aspects of their identity through language or behavior. In this workshop, participants will learn what microaggressions are, examine the impact of microaggressions on others, and learn how to respond to them as a bystander and as the target of them.

DATE: Wednesday, July 14th

TIME: 9 to 10:30 A.M. COST: \$25 per firm

(No limit on number of participants within your firm)

THE PRESENTER IS DR. ERIKA POWELL, PH.D., THE PERSONNEL PERSPECTIVE.



Dr. Powell is a leadership consultant and diversity practitioner focused on helping companies overcome barriers related to DEIB. She has collaborated on DEIB and L&D initiatives in corporate, government, and non-profit settings for a variety of industries.

She is experienced in creating and facilitating employee professional and leadership development programs, unconscious bias and micro-aggressions training, and other organizational development programs.

A Zoom link will be sent to all participants.

To register please contact: accounting@ncbeonline.com

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July 1 minimum wage increases effective now

By: Giuliana Gabriel, J.D., HR Compliance Director, California Employers Association

It's that time again. Many California businesses are now seeing minimum wage increases twice each year. Employers should take note that many local jurisdictions in the state require minimum wage rates that are higher than the statewide minimum wage.

Over 30 local jurisdictions in California have enacted their own minimum wage ordinances requiring higher wages be paid than the state minimum wage for work performed within their geographical boundaries. Increases to the local minimum wages occur on January 1 and July 1 of each year.

Note the following local minimum wage increases effective July 1, 2021:

Northern California:

Berkeley: \$16.32/hour Emeryville: \$17.13/hour

Fremont: \$15.25/hour (26 or more employees); \$15/hour (25 or

fewer employees)
Milpitas: \$15.65/hour

San Francisco: \$16.32/hour

Southern California*:

Los Angeles City: \$15/hour (25 or fewer employees)

Los Angeles County (unincorporated areas): \$15/hour (25 or fewer employees)

Malibu: \$15/hour (25 or fewer employees)

Pasadena: \$15/hour (25 or fewer employees)

Santa Monica: \$15/hour (25 or fewer employees)

*Note: For employers with 26 or more employees in the listed Southern California jurisdictions above, the minimum wage rates will remain at \$15/hour, with a future increase effective July 1, 2022.

Don't Forget!

If you have remote workers in different cities due to COVID-19, the local minimum wage where they are working applies! You can view the local minimum wages currently in effect by downloading the Sheet <u>July 2021 Minimum Wage and PSL Fact Sheet</u>.



Let's redefine aging workers and tap into those talents

Adrienne Selko

Employers need to take a closer look at the talent and preferences of older workers in order to ensure productivity.

As many workers reach that age that traditionally calls for retirement, they feel they aren't ready. They don't feel their age and don't really want a chronological marker to determine the course of their careers.

It turns out there is something to this perception. In an article on MIT's Sloan Management Review, authors Noemi Nagy, an assistant professor in the Department of Leadership, Policy, and Lifelong Learning at the University of South Florida and Michael S. North, an assistant professor of management and organizations at New York University's Stern School of Business, make exactly this case.

"Our research suggests that acknowledging subjective age differences — and how these differences shape work motivations — could help HR departments better support the aging workforce and provide better-targeted assistance for individual late-career employees."

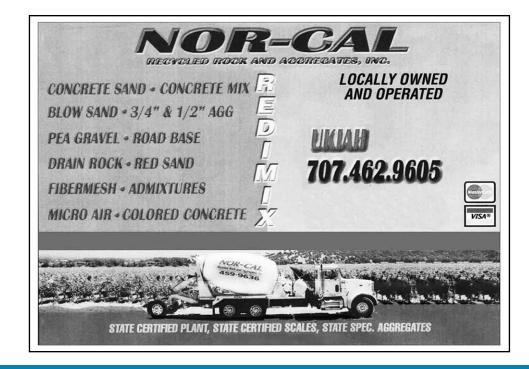
These conclusions were based on looking at different categories of older workers. The group called Youthfuls, who are subjectively younger participants, meaning people who said they feel more than a decade younger than their chronological age scored higher on certain categories — work engagement, productivity, and organizational citizenship behavior such as altruism or generally taking charge at work.

Given this outcome, the authors suggest looking very closely at this group to fill leadership roles. They can also be adept at mentoring or teaching their colleagues.

Other categories of workers might need some assistance in order to perform at their best. For example, the group that the authors called Veterans had lower levels of motivation and engagement. For this group, both the work design and the workload could be adjusted. Reducing time pressure or even proving greater autonomy could help these workers improve productivity. "Veterans could thrive under flexible work scheduling or a bridge employment opportunity — a flexible postretirement job held before exiting the labor force completely."

Workers who fall somewhere in between these groups, called Matures, are motivated and doing well but are less engaged than the Youthfuls. This group, which accounts for 40% of older workers, have untapped potential that could be increased by "broaden the reward system to be in line with the changing needs of workers, create a more stimulating work environment, and foster employees' feeling of appreciation and recognition."

Understanding the differences between workers in the age group is important for employers who will have these employees on staff for a while yet. Older workers are both the fastest-growing segment of the workforce, and this group of around 13 million people age 65 and older will still be employed in the U.S. by 2024.







Capitol Connection Q&A for Contractors

By Shauna Krause Capitol Services, Inc.

It's true, we go away for a holiday or vacation and lose our memories! Another contractor gets help in determining the scope of his General, and an Attorney gets a pat on the back for making his case ...

Q: We spoke a couple of weeks ago and since then, not only has time passed, but I went on vacation for the Fourth of July holiday and now of course many of the details of our conversation have left my head. From the notes I took, I have down that we have a Responsible Managing Employee (RME) on our current license. In the same notes I have down that we have another individual as our Responsible Managing Officer (RMO). I have yet another note that states a company cannot have an RMO and an RME at the same time. Can you help me decipher/clarify my notes please?

A: I looked up your license again and yes, you have one individual who is an RME for the "B" General Building classification. You have a different individual who is listed as your RMO, and he qualifies the "C-10" Electrical classification on the license.

In an attempt, to decipher your notes, a license is permitted to have multiple Qualifiers (RME's/RMO's) as long as the license holds more than one classification. If a company only holds one classification, it would not be possible for the company to have an RME and an RMO at the same time on the same license.

OR, it's possible your notes were referring to the fact that an individual cannot be an RMO on one Active license, and at the same time be an RME on a separate Active Contractor's License (unless under very few/special circumstances).

Q: I am a licensed contractor and I have both the "A" General Engineering and the "C-61"/"D-06" Concrete Related Services classifications on my license. I wanted to bid on a job for repairing a bus stop which was knocked down by a vehicle. The project would include installing the benches, bolting them into the concrete as well as constructing and installing the enclosure/shelter at the bus stop. Can I do this project with my current license?

A: An "A" Contractors license would not be appropriate for the work you described. You would need to hold the "B" General Building classification or the "D-34" Prefabricated Equipment classification.

MORE ON PAGE 11

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Capitol Connection Q&A for Contractors

FROM PAGE 10

Q: I am an Attorney helping one of my Contractor clients with a couple of transactions and we believe we need to enlist your assistance, and definitely your advice. The individual client is 100% owner of Corporation A. He is the RMO and has a specialty license. He has purchased two other corporations doing the same type of work as Corporation A, but in slightly different geographical areas. The two purchased corporations (Corp B and C) are intended to be wholly owned by the Qualifier. Corps B and C have existing specialty licenses with the CSLB holding the same classification as Corp. A.

The client wants to own, operate, and act as the RMO for Corps. B and C, replacing the sellers/retiring owners. He would like to use the same business names due to the business good will of each.

It appears to me that the client would not violate B&P Code Section 7068.1 because he would be the 100% owner of all three corporations and he would not have to be a "bona fide employee" of all three under 7068 since he would not be the RME, but rather the RMO of each. Am I correct in my interpretation?

A: You are correct. If you're an Attorney with a contractor concern I will have no 'objection' in assisting you!

While knowledge is power, knowing where to go for the answers is half the battle. Get expert assistance immediately when you call 866-443-0657, <a href="mailto:emailt



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Historic first: Three women elected to lead Contractors State License Board

By Contractors State License Board

In an historic first, three women were recently elected by their fellow board members to lead the Contractors State License Board (CSLB). As of July 1, 2021, Susan Granzella, public member, is chair of the 15-member Board; Mary Teichert, class A general engineering contractor, is vice chair; and Diana Love, representative of a statewide senior citizen organization, is secretary.

It is the first time all three offices have been held by women since CSLB was established to regulate the state's construction industry in 1929. Elections were held at the June 3, 2021, teleconference Board meeting.

Granzella was first appointed as a public member of the Board by Gov. Brown in October 2014 and was reappointed in June 2016. She continues to serve on the Information Technology Advisory Committee, which plays a major role in improving consumer options for CSLB.

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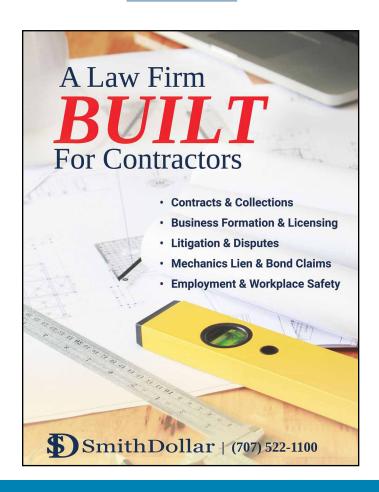
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"I am proud to serve as board chair and represent Californians. Last year, the Board was successful in implementing and enhancing many online services, including online renewals, which were essential during the pandemic," said Granzella.

Before her board appointment, Granzella retired from Visa Inc. in 2014 after holding various positions including vice president and senior director for technical publications and global development audit and compliance management for federal, state and industry regulations. She is a past board member for the National Council on Drug and Alcohol Dependence - Sacramento, and currently serves on the board of directors for My Sister's House in Sacramento.

Teichert is president of Teichert Inc., and holds State Contractor's License #8. She was appointed as a CSLB board member by Gov. Newsom in 2019. As board

MORE ON PAGE 13



Historic first: Three women elected to lead CSLB

FROM PAGE 12

secretary, last year Teichert ensured fiscal responsibility for board operations. She has held several positions at Teichert Inc., including chief operating officer overseeing the company's aggregate mining and asphalt operations, as well as its heavy civil construction division.

"In 2020, I was able to support women in our field by serving on CSLB's Women in Construction advisory committee," said Teichert. "Over the years, women have played an important and increasingly visible role in the construction industry. Not only are more women working in the field of construction, but they've also become successful industry leaders."

Teichert is vice president of The Beavers (a heavy civil industry association), a board member of the California Building Industry Association and HomeAid, and is a member of the Associated General Contractors of California, United Contractors, and the Capital Region Family Business Center. She holds a Masters of Business Administration from Harvard Business School.

Love was appointed as a public member of the Board by Gov. Newsom in 2019. She serves as the Public Affairs Committee chair, which focuses on consumer outreach and accessibility for seniors. She is a member and immediate past president of the Los Angeles County Commission for Older Adults, an ambassador for the City of Palmdale, treasurer of the Inland Communities Democratic Headquarters Political Action Committee, as well as a national district liaison for the AARP.

"I appreciate being a part of Contractors State License Board and recognize the importance of our consumer protection role in California," said Love. "CSLB is

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dedicated to helping consumers, especially vulnerable seniors. Our Senior Scam Stopper outreach program helps prevent seniors from falling victim to unlicensed and unscrupulous contractors."

Love is also a member of the California Senior Legislature, Mental Health of America Advisory Council -Antelope Valley/Lancaster, City of Palmdale Mobile Home Review Board, Friends of the Palmdale City Library and Forget Us Not Community Services. She also served as children and youth group facilitator at Parents Anonymous Incorporated and was a community volunteer for the Los Angeles County Sheriff's Department, Palmdale Station. She was a field representative in the Office of Assembly member Steve Fox from 2013 to 2015.

CSLB's 15-member Board appoints the executive officer, or Registrar of Contractors, and directs administrative policy for the agency's operations. The Board includes 10 public members (including one labor representative, one local building official, and one representative of a statewide senior citizen organization), and five contractors. Appointments are made by the governor and the state legislature. Board officer terms run from July 1 of one year through June 30 of the following year.





Kathryn Reed, for the North Bay Business Journal

Drought can gradually parch the coffers of companies, while for others it's an economic boon. For some, it's driving innovation.

One hair salon is using biodegradable towels, water well drillers are turning away potential clients, drought-resistant plants are all the rage, and watersports proprietors are figuring out how to survive with less water to play in.

In spite of this resiliency, things could get worse before they get better because the rainy season is still months away.

According to the government's U.S. Drought Monitor, extreme conditions are more widespread throughout the West than they have been at any time

in the last 20 years. About threequarters of California is listed in "extreme" drought conditions. A year ago only 3% of the state was in the "extreme" category.

And summer has just officially begun.

Less water to play in

The Russian River in Sonoma County has long been a popular place for locals and tourists to play in. During droughts, recreation activities can be impacted because of an everdecreasing flow of water.

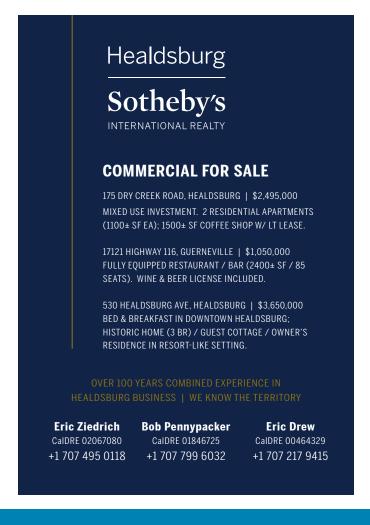
"As long as there is water and not any dry land areas, we will continue to put people on the river," said Rochelle Collier, manager of River's Edge Kayak and Canoe Trips in Healdsburg. "The only negative impact that we have is with the low water levels because people are getting out of their boat a half-dozen times over a five-mile stretch. Normally this would (happen) at the end of August."

With weekends being sold out at River's Edge, the lack of water is clearly not a deterrent for the kayakers, canoeists and standup paddleboarders.

This season, new owners Kim and David Lockhart have implemented other attractions to keep people coming to their business no matter the water levels. Fridays, Saturdays and Sundays there is live music, and chairs are available for rent to enjoy the beach atmosphere.

MORE ON PAGE 15





FROM PAGE 14

Such positive alternatives, though, are not possible at all businesses.

Off the Hook Fly Fishing, based in Napa, can no longer offer daylong excursions because the water is too warm in the latter part of the day. The company fishes a number of waterways throughout Northern California. Locally, those include the Napa River, Putah Creek and Russian River.

"Trout especially are very susceptible to warm water. They need cold water," explained Mike Copithorne, who owns the company. "At about 60 degrees they start dying. With catch and release, the mortality

rate increases if you handle them too often, especially in the heat of the day."

He said offering only half-day outings because of the drought has caused a 10% reduction in bookings. However, the revenue loss is about one-quarter to one-third this season.

"Our guides are definitely turning down business because of the warmer temperatures," Copithorne said. Not everyone wants to fish a half day, he said.

At Lake Sonoma Marina in Geyserville, the water level is what it might normally look like in late October, according to harbor master Larry Ceniceros.

"This will probably set a record for the water depth for the end of the season," he said. "The lake is still really big. In the beginning, the marina was below where we are at now and people were doing recreation then and boating. We still have about 30 feet until we get back down to that level."

The no-wake zone has been expanded as a safety precaution so boaters don't hit trees that are protruding. While this means more boaters are in the main part of Lake Sonoma, Ceniceros said congestion has not been an issue.

That could be in part because the marina has seen a decrease in users this season.

"It's a little bit of a hike to get to the water, which is hard for campers. The lake is probably down 45 to 50 feet," Ceniceros said. "Boat-in campsites are accessible; you have to hike and really want to go, so that deters a lot of people."

Still, Ceniceros remains optimistic, relaying that "the history of the

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lake has a good problem of getting too much water too quickly. In the beginning, they thought it would take three years to fill and one massive storm filled it in seven days." He's hoping one massive storm next winter brings the lake up to its rim.

While recreation and tourism are economic drivers for Sonoma and Napa counties, neither tourism bureau had information about how the drought affects those industries.

"We don't have any data or economic figures to share around the impact of drought past or present on tourism," said Janette Maack, senior manager, public relations and content marketing at Visit Napa Valley.

Claudia Vecchio, CEO and president of Sonoma County Tourism, said much of the same thing. However, that agency has a blog post about what to expect when visiting during the drought. It mentions the low water levels at recreation areas, the need to turn off the tap while washing dishes and brushing teeth, and encourages shorter showers and reusing towels.

Drought can be good for some businesses

Laundry facilities, plumbers and well diggers are some of the industries that can financially benefit from droughts.

"Our largest washing machine washes 80 pounds of laundry at one time. It uses 67 gallons of water to do this. To wash 80 pounds of laundry at home, it would require eight loads in the standard washing machine you would find in a typical suburban garage and this would use approximately 350 gallons of water," explained Gaeton Tamo.

He and his sons, Mario and Dante, operate 14 coin laundries in Guerneville, Healdsburg, Santa Rosa, Sebastopol, Rohnert Park, Sonoma, Napa, Oakland and Brentwood. Each facility has about 20 washing machines.

When people start looking at how to curtail water use at home, going to a laundromat can be a saver in water and time.

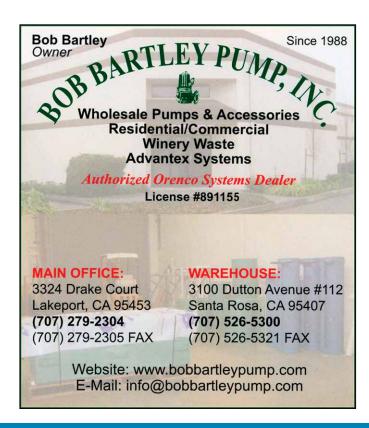
Herb McKay has been in the laundry business for 48 years, with storefronts in Vacaville, Winters, Woodland and Richmond.

"We have very energy-efficient machines. They can get more done with less water than with a home washing machine," McKay said.

McKay didn't own any of his current laundromats during the last drought, so he doesn't have a price comparison for water/sewer bills in normal times vs. drought. His busiest location in Richmond comes with a water bill ranging from \$4,000 to \$4,500 a month, and a sewer bill of \$5,000. Each location is with a different water/sewer company.

Those amounts are in "normal" times, with McKay expecting them to

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go higher if people start doing their laundry outside their home because of the drought.

"We advertise that it helps lower their bill and consumption. You are using less water at a laundromat than you would at your home," McKay said.

Another way for homeowners to be proactive is to repair leaky faucets and water lines.

The Environmental Protection Agency reports, "The average household's leaks can account for nearly 10,000 gallons of water wasted every year, and 10% of homes have leaks that waste 90 gallons or more per day. Household leaks can waste nearly 1 trillion gallons of water annually nationwide. Fixing easily corrected household water leaks can save homeowners about 10% on their water bills."

Christian Macauley, who with brother Sean, owns American Leak

Detection in San Rafael, said calls are up 20% because of the drought.

"People are more frantic than ever," Macauley said. He understands the need for conservation. He uses a bucket in his shower to capture the cold water before it gets hot and then uses that container for irrigation.

Macauley's company works on main lines, irrigation and most kinds of pipes underground. A number of recent calls are from pool owners noticing the water level decreasing and thus suspecting a leak, he said.

"With the pools we are finding with these winds and with the dry environment, (they) are losing a quarter inch a day because of evaporation," Macauley said. "My recommendation is people get pool covers, if possible."

The Hamilton Community Pool in Novato knows all about evaporation, which is why the lone significant drought protocol there is to cover the pool each night.

The drought is causing the phone to ring off the hook at Irwin Well Drilling in Fulton in Sonoma County and at McLean & Williams, water well specialists in Napa. The problem

is neither company can keep up with demand; there is only so much drilling equipment and manpower to do the jobs.

Gonzalo Salinas, president and coowner of McLean & Williams, said call volume is up 60% because of the drought. These are locals, regional prospects and people out of state.

He expects to drill 40 wells this year, which is about normal —normal being 35 to 40 wells a year. It takes specialized equipment to drill, and Salinas only has so much of that specialized equipment. So, a lot of work gets turned away.

"In most cases, 90% of the time, it's new wells," Salinas said. "A small percentage can be redrilled deeper." He said well drilling costs between \$15,000 and \$20,000 for an average domestic system.

Geological formations in Napa County vary, meaning the wells do as well. Some are 150-feet deep, others more than 1.000 feet down.

Nolan Irwin, who is a thirdgeneration owner of Irwin Well Drilling, believes the drought has affected the perception of well owners more than anything. It's as though

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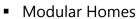
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they want to know they have access to a large amount of water even if they don't need it or use it. It's a mentality similar to when people began hoarding toilet paper and cleaning wipes at the height of the pandemic.

Calls have tripled this year, Irwin said. People in Santa Rosa are calling wanting wells dug even though they have city water. Irwin attributes this to a heightened awareness of water issues, but not for a real need for that underground water.

"If there were two or three more years of drought, then we would really find out what is dire need and what is perceived need," Irwin said.

His company, which mostly works in Sonoma County, drilled 62 wells in 2020 and expects business to be the same this year even though demand is greater. Irwin said it's a dangerous business and he won't chase a dollar to risk injury to his employees.

The state Department of Water Resources reports, "As many as 2 million water wells tap California's groundwater, with approximately 7,000 to 15,000 new wells constructed each year. They range from hand-dug, shallow wells to carefully designed large-production wells drilled to great depths. Groundwater supplies approximately 40% of California's total water supply in average water years, and in some regions of the state, up to 60% in dry years."

Landscaping can be a dilemma

The drought is apt to impact everyone when it comes to landscaping. Many nurseries have been proactive with ordering more droughtresistant plants, while designers are also turning an eye toward conservation.

"We are seeing a lot of interest in drought-tolerant plants, and we are putting out a lot more education about how mulch can help," Aileen Carroll at Van Winden's Garden Center in Napa said. "It can save up to 40% of water in a garden. It can be bark, wood chips, straw, pine needles. Leaf mulch is really nice stuff. It should be at least 3 inches deep; 6 inches is great."

Realizing the drought was inevitable, she stocked up on succulents for the summer. While those are the plants most people think of for being hardy in times like these, Carroll stressed there are plenty of other choices.

At Armstrong Garden Center in Novato, workers are arriving at 6 a.m. to start watering at the nursery to ensure the plants remain healthy. This is something manager Linda Leathers says homeowners need to pay attention to as well—to not water in the heat of the day.

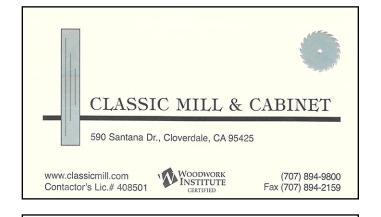
Prickett's Nursery in Healdsburg is so accustomed to droughts that it now promotes drought-tolerant plants in wet and dry years.

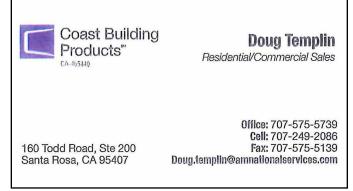
Co-owner David Kinney said a number of customers have been

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seeking advice this year because of the drought. Displays are at the nursery to show people what droughttolerant vegetation looks like, plus there is a wealth of information on the company's website.

For those wanting help with what to do in their yard, there are a plethora of designers in the North Bay.

"We do get a lot of calls from people who are either removing or reducing their lawns," said Becky Kover, lead designer with Hall Landscape Design in Napa. Solutions include hardscape items, and drought and fire-resistant plants.

Susie Dowd Markarian Landscape Design in Santa Rosa is struggling to keep up with the demand from people inquiring about doing something more water conscientious with their yards.

"I have nine active clients and four contracts just came in, and calls come every day," owner Susie Markarian said.

A popular device she uses for homeowners is called a submeter or flowmeter or flume. It determines how much water is going into the landscape. It helps people chart their water use.

Impacts on a variety of businesses

Bennett Valley Golf Course in Santa Rosa is anticipating water restrictions will be in its future.

Rob Neal, who works in the pro shop, said in the last drought there were "plenty of dry areas."

"We put a little bit of water on tees and greens and not on fairways. I suspect come September or October it will be the same," Neal said.

With the 40% reduction mandated by Marin Municipal Water District, the Mill Valley Golf Course is making a concerted effort to make sure the greens, tees, approaches and collars get as much water as possible, while the rough and fairways are being sacrificed.

"It almost adds another level to the game because (the ball) bounces and rolls farther than it used to. So, perhaps it makes it a little more challenging," said Peter Torre, parks supervisor for the city of Mill Valley.

He is confident this nine-hole municipal course will recover. "It will take a lot of work and some effort and some TLC to bring it back." Mill Valley is also rejiggering water allotments on ballfields and ornamental landscaping.

At Body Kinetics Health Club, which has locations in Novato, San Rafael and Mill Valley, customers are being held to a five-minute limit on showering.

Rock Paper Scissors hair salon in Santa Rosa is making sure the spigot is not on while shampooing or applying other hair products. Owner Katie Enfield also relayed that on occasion, and primarily with men, a stylist will ask to spray a person's hair to get it wet instead of shampooing.

While Magnolia Avenue Salon in Larkspur had been using a towel service, owner Karen Davis recognized the amount of water needed to clean them was astronomical. She goes through 2,000 towels a week.

That's why, as of June 24, the five shampoo stations are now stocked with biodegradable towels. They then go into a compost bin provided by the garbage company.

"They are really soft, black and hold seven times their weight in water," Davis explained. "They turn to dirt in 90 days."

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n/a 05/09/2021	n/a	1345 Marika Dr, Twin Hills	carport	15,865
n/a 05/09/2021	n/a	1345 Marika Dr, Twin Hills	guest house	79,584
n/a 05/09/2021	n/a	425 Kelsey Ct, Agua Caliente	repair	9,500
n/a 05/10/2021	n/a	6260 Melita Rd, Kenwood	sfd	179,339
n/a 05/10/2021	n/a	6260 Melita Rd, Kenwood	guest house	51,683
n/a 05/10/2021	n/a	9900 Hwy 12, Kenwood	remodel	66,368
n/a 05/10/2021	n/a	1195 Grove St, Agua Caliente	pool	58,250
n/a 05/10/2021	n/a	1348 Mission Dr, Sonoma	sunroom	10,050
n/a 05/10/2021	n/a	19205 Orange Ave, Agua Caliente	spa	55,000
n/a 05/10/2021	n/a	3510 Phillips Ave, Santa Rosa	sfd	683,866
n/a 05/10/2021	n/a	18980 Ridgecrest Dr, Monte Rio	remodel	76,709
n/a 05/10/2021	n/a	449 W North St, Healdsburg	sfd	288,443
n/a 05/10/2021	n/a	449 W North St, Healdsburg	garage	52,945
n/a 05/10/2021	n/a	6620 Ridge View Lane, Bloomfield	pool	75,000
n/a 05/10/2021	n/a	716 Woodward Ave, Penngrove	2nd unit	153,614
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n/a 05/11/2021	n/a	4693 Wallace Rd, Mark West Springs	pool house	25,125
n/a 05/11/2021	n/a	10495 Old Redwood Hwy, Penngrove	sfd	233,498
n/a 05/12/2021	n/a	1315 Apple Blossom Ct, Graton	remodel	42,343
n/a 05/12/2021	n/a	16620 Neeley Rd, Forestville	foundation	45,000
n/a 05/12/2021	n/a	10750 Green Valley Rd, Graton	pool remodel	85,000
n/a 05/12/2021	n/a	7180 Hwy 116 N, Forestville	garage	8,062
n/a 05/12/2021	n/a	4030 Hessel Rd, Twin Hills	pool	55,000

BUILDING PERMITS: COUNTY & CITY

n/a 05/13/2021	n/a	1618 Los Alamos Rd, Kenwood	sfd	155,330
n/a 05/13/2021	n/a	120 Eastman Ct, Petaluma	mfg home	8,608
n/a 05/13/2021	n/a	5757 Mark West Lane, Mark West Springs	sfd	119,879
n/a 05/13/2021	n/a	1620 Alta Lane, Graton	remodel	6,714
n/a 05/13/2021	n/a	2207 Diamond Mountain Rd, Mark West Springs	garage	6,675
n/a 05/13/2021	n/a	3820 Bodega Ave, Petaluma	cell site mods	15,000
n/a 05/13/2021	n/a	1384 Barlow Lane, Twin Hills	remodel	178,938
n/a 05/13/2021	n/a	3900 Franz Valley Rd, Mark West Springs	garage	20,296
n/a 05/13/2021	n/a	2350 Geysers Rd, Geyserville	mfg home	13,200
n/a 05/13/2021	n/a	9369 Champs de Elysses, Forestville	remodel	5,388
n/a 05/14/2021	n/a	9643 Hwy 128, Geyserville	dance studio	133,725
n/a 05/14/2021	n/a	18605 Fitzpatrick Lane, Occidental	water tank	169,000
n/a 05/14/2021	n/a	868 Madrone Rd, Glen Ellen	pool	103,700
n/a 05/14/2021	n/a	1010 Napa Rd, Sonoma	self storage C	1,856,520
n/a 05/14/2021	n/a	1010 Napa Rd, Sonoma	self storage d	1,845,060
n/a 05/14/2021	n/a	2775 Joy Rd, Occidental	deck	174,719
n/a 05/14/2021	n/a	900 Campagna Lane, Kenwood	sewer system	625,000

Mendocino County • In Plan Check

Owner Date	Contractor	Address	Туре	<u>Value</u>
Karen Youngblood 06/28/2021	A B Construction	230 No Whipple St, Fort Bragg	remodel	26,000
Ross Mayfield 07/01/2021	Rosco Construction	7401 Lorene Rd, Redwood Valley	pool	32,000
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 16	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 15	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 14	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 13	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 12	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 11	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 10	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 9	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 8	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 7	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 6	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 5	
Park Investments Group LLC 07/02/2021	n/a	21801 Sawyers Lane, Willits	green house 4	

BUILDING PERMITS: COUNTY & CITY

Park Investments Group LLC 07/02/2	2021 n/a	21801 Sawyers Lane, Willits	green house 3	
Park Investments Group LLC 07/02/2	2021 n/a	21801 Sawyers Lane, Willits	green house 2	
Park Investments Group LLC 07/02/2	2021 n/a	21801 Sawyers Lane, Willits	green house 1	
Craig Bryson 07/02/2021	n/a	46440 Big Gulch Rd, Gualala	cell tower mods	50,000
James Wilson 07/02/2021	n/a	41974 Powers Rd, Mendocino	home office	125,000
Karl Trusheim 07/02/2021	Redline Installations	32800 Hare Creek Rd, Fort Bragg	mfg home	125,000
Jose Ramirez 07/02/2021	Rex Gammon	1400 Gold Gulch Rd, Ukiah	ground solar	74,183
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	green house 3	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	green house 2	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 7	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 6	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 5	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 4	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 3	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 2	
Larry Sanders 06/28/2021	n/a	27201 Sherwood Rd, Willits	hoop house 1	
Pacific Gas and Electric 07/02/2021	TNT Industrial Contractors	23601 Cloverdale Peak Rd, Hopland	propane tank	18,565

SEPTIC PERMITS

Sonoma	County • Week of 5/10-5/15/2021		n/a 9931 W	lest Dry Creek Rd, Healdsburg	new
Owner	Job Address	Type	n/a 307 Or	chard Lane, Penngrove	new
n/a	9860 Dry Creek, Geyserville	new	n/a 6389 S	onoma Hwy, Santa Rosa	repair
n/a	9722 Dry Creek Rd, Geyserville	new	n/a 4470 Daywalt Rd, Sebastopol		
n/a	2785 Alton Lane, Santa Rosa	destruct			
n/a	31820 McCray Rd, Cloverdale	new	Mendocino Cou	nty • Week of 6/28-7/2/2021	
n/a	113 Wild Moor Reach, Sea Ranch	new	Owner	Job Address	Type
n/a	18375 Willow Creek Rd, Occidental	repair	Ann Witt	2150 Holmes Ranch Rd, Philo	repair
n/a	500 Artisan Circle, Geyserville	new	Peter Opatz	21680 Mountain House Rd, Yorkville	new
n/a	577 Artisan Circle, Geyserville	new	Mayfield Ross	7401 Lorene Rd, Redwood Valley	repair
n/a	17100 Norrbom Rd, Sonoma	new	Jeremy Donahoo	7001 East Hwy 20, Potter Valley	new
n/a	4749 Sunshine Ave, Rincon Valley	destruct			

CLICK HERE to download the current PDF file of the *Projects Out to Bid,* listed below.

Project #	Addenda	Bid Date	Bid Time	Project Name	City
21-01843	1	7/12/2021	2:00 PM	MJUSD-District Office Windows Project	Marysville
21-01876	3	7/12/2021	2:00 PM	Camino Pablo Bicycle Route Corridor Improvements	Orinda
21-01924	3	7/12/2021	12:00 PM	Richmond Inner Harbor FY 21 Maintenance Dredging Project	Richmond
21-01965	0	7/12/2021	2:00 PM	PREQUALIFICATION (Design Build): Central Plant Boiler 3 Emission Improvements	Davis
21-02005	0	7/12/2021	5:00 PM	Septic Pumping Services	Solano County
21-02027	0	7/12/2021	12:00 PM	21st Paint Auditorium	Fairfield
21-02070	0	7/12/2021	2:00 PM	Amazon DJC6 - Rohnert Park (Sub Bids Only)	Rohnert Park
21-02099	0	7/12/2021	11:00 AM	Gate Hoist Repair at Englebright Lake	Smartsville
21-00297	0	7/13/2021	2:00 PM	CDOT 03-1H8504 Install Connector Ramp Meters & CCTV	Sacramento County
21-01304	4	7/13/2021	4:00 PM	Dollar General Plus #22679 New Construction (Select Bidders / Sub-Bids Only)	Bella Vista
21-01844	5	7/13/2021	4:00 PM	Georgiana Slough Salmonid Migratory Barrier	Sacramento County
21-01882	0	7/13/2021	2:00 PM	Mendocino Headlands SP - Ford House Restroom Remodel	Mendocino
21-01883	3	7/13/2021	2:00 PM	Vacaville High School New Gymnasium Project	Vacaville
21-01930	3	7/13/2021	2:00 PM	Holly Creek Park Restroom Construction Project	Oakley

21-01932	1	7/13/2021	2:00 PM	Soil Born Farms Parking Lot Improvement Project	Rancho Cordova
21-01935	1	7/13/2021	3:00 PM	Wayfinding Sign Project - Phase 2 (REBID)	Cotati
21-01939	0	7/13/2021	3:00 PM	RFP Inspection Services for the Sulphur Fire Road Rehabilitation Project	Clearlake
21-01945	1	7/13/2021	1:00 PM	Asphalt Concrete Products for the City of Gridley	Gridley
21-01954	0	7/13/2021	10:00 AM	Brookside Elementary School Sidewalk Gap Closure Project	San Anselmo
21-01955	0	7/13/2021	11:00 AM	2021 Slurry Seal Project	San Anselmo
21-01959	0	7/13/2021	2:00 PM	Water Distribution System Improvements - Berry Creek Community Services District	Berry Creek
21-02013	0	7/13/2021	2:00 PM	2021 Pavement Repair Project	Hercules
21-02017	0	7/13/2021	2:00 PM	Janitorial/Custodian Services Yuba City Branch Office	Yuba City
21-02026	0	7/13/2021	4:30 PM	Plumas NF Goat Grazing	Challenge
21-02049	1	7/13/2021	4:00 PM	BLDG 1305 and 1309 Carpet	Fairfield
21-02056	2	7/13/2021	2:00 PM	Citywide Intelligent Transportation System (ITS) Upgrade Project	San Ramon
21-00280	0	7/14/2021	2:00 PM	CDOT 03-2H6304 Place Rubberized HMA and Roadway Excavation	Butte County
21-00287	0	7/14/2021	2:00 PM	CDOT 04-0J4704 Install Ped Hybrid & Flashing Beacon Systems & Construct Curb Ramps	Alameda and Contra Costa Counties
21-01831	3	7/14/2021	2:00 PM	Sonoma Valley High School Aquatic Center	Sonoma

21-01846	2	7/14/2021	4:00 PM	Tidal Wetland Habitat Restoration Bradmoor Island and Arnold Slough	Solano County
21-01854	0	7/14/2021	10:00 AM	Better Way Housing Unit Electrical Service and HVAC Project	Yuba City
21-01884	4	7/14/2021	2:00 PM	Boiler Replacement at 9 County Center Drive	Oroville
21-01905	2	7/14/2021	2:00 PM	RFQ/P Lease-Leaseback Construction Services for Davis Sr. High School CTE Projects	Davis
21-01921	2	7/14/2021	2:00 PM	Hemlock / ACE ES Improvement Project	Vacaville
21-01950	3	7/14/2021	2:00 PM	OB 8 & 9 Push Plates, Department of Social Services	Sacramento
21-01994	0	7/14/2021	3:00 PM	Geotechnical Services for the Structure Foundation Investigation & Report for the Fern Road East at Glendenning Creek Bridge Replacement	Shasta County
21-02033	0	7/14/2021	3:00 PM	Redwood Elementary School Demolition of Five Relocatable Buildings	Fort Bragg
21-02061	0	7/14/2021	3:00 PM	One-Time Cleanup and Landscape Maintenance Services at the Redding DMV Region I Office (Rebid)	Redding
21-02105	0	7/14/2021	2:00 PM	Knights Landing Outfall Gate Fish Screen Installation Project	Yolo County
21-01578	1	7/15/2021	3:00 PM	Sulphur Fire Roadway Disaster Repair Project	Clearlake
21-01788	2	7/15/2021	2:00 PM	Fire Damper Repairs	Napa
21-01818	2	7/15/2021	2:00 PM	Construction - Maxwell Farms Park Renovation & Improvement Project Phase 1	Sonoma
21-01841	0	7/15/2021	2:00 PM	Windsor Estates Speed Table Installation	Shasta Lake
21-01851	1	7/15/2021	10:00 AM	FY2022 Citywide Crack Seal Project	Elk Grove

21-01868	1	7/15/2021	2:00 PM	2021 Pavement Markings	Santa Rosa
21-01894	2	7/15/2021	3:00 PM	Alta Heights 2 Pressure Tank Replacement (WTR2015-0006)	Napa
21-01896	4	7/15/2021	2:00 PM	Generator Replacement	Concord
21-01906	2	7/15/2021	2:00 PM	2021 Dig-Out & Pavement Preservation Project - Project No. 2021-02	Willits
21-01907	0	7/15/2021	2:00 PM	Slater Street & Lewrosa Way Sewer & Water Main Replacement Project	Santa Rosa
21-01915	0	7/15/2021	2:00 PM	UPS Install at Court House Annex	Ukiah
21-01924	0	7/15/2021	2:00 PM	Kiefer Landfill Horizontal Collectors 27 and 28	Sloughhouse
21-01941	2	7/15/2021	5:00 PM	OBG CADA Access Barrier Removal	Sacramento
21-01966	1	7/15/2021	2:00 PM	CHP Fleet Operations Section and Supply Services Unit - Fire Sprinkler Maintenance Services	West Sacramento
21-01982	0	7/15/2021	5:00 PM	Cache Creek TAC Geomorphologist RFQ	Yolo County
21-01983	0	7/15/2021	5:00 PM	Cache Creek TAC Hydraulic Engineer RFQ	Yolo County
21-01986	0	7/15/2021	3:00 PM	Stillwater Business Park Phase 1C Street Lighting Project	Redding
21-01991	0	7/15/2021	2:15 PM	Guardrail Repair Services in El Dorado, Placer, Sacramento, and Yolo Counties	El Dorado, Placer, Sacramento, Yolo Counties
21-01995	0	7/15/2021	3:00 PM	Update the Shasta County and City of Anderson Multi-Jurisdictional Hazardous Mitigation Plan	Shasta County
21-02013	1	7/15/2021	2:00 PM	2021 Pavement Slurry Seal and Resurfacing Project (REBID)	Elk Grove

21-02025	0	7/15/2021	4:00 PM	RFQ Professional Services for the 2022 Treated Water Renewal and Replacement Study - Contra Costa Water District	Various Cities
21-02035	0	7/15/2021	4:00 PM	Walnut Apartments Renovations *Sub Bids Only*	Fort Bragg
21-02044	0	7/15/2021	11:00 AM	2021 Sewer Rehabilitation Project	Corte Madera
21-02054	2	7/15/2021	5:00 PM	RFP On-Call Structural Engineering Services 2021-2024	Napa
21-02055	2	7/15/2021	5:00 PM	RFP On-Call Architectural Services 2021-2024	Napa
21-02056	2	7/15/2021	5:00 PM	RFP On-Call Civil Engineering Services 2021-2024	Napa
21-02057	2	7/15/2021	5:00 PM	RFP On-Call Environmental Consulting Services 2021-2024	Napa
21-02058	2	7/15/2021	5:00 PM	RFP On-Call Mechanical, Electrical & Plumbing Engineering Services 2021-2024	Napa
21-02086	1	7/15/2021	2:00 PM	Admin Upper Lot Rehabilitation Project	San Rafael
21-02184	0	7/15/2021	11:30 AM	Taylor Road Drainage Improvement Project	Bethel Island
21-01668	1	7/16/2021	5:00 PM	Tires and Related Services for Apparatus, Light Duty, and Equipment	Elk Grove
21-01786	0	7/16/2021	3:00 PM	RFQ Jesse Unruh Building Renovations	Sacramento
21-01787	2	7/16/2021	2:00 PM	Kitchen Equipment Repair	Napa
21-01860	0	7/16/2021	2:00 PM	Furnish & Install Chain Link Fencing at 3701 Dudley Way	McClellan Park
21-01940	1	7/16/2021	2:00 PM	UCDH RHT - Make Ready Bid Package #MR 03 Site Underground Utilities (Notice Only)	Sacramento

21-01943	4	7/16/2021	2:00 PM	Home2 Suites by Hilton - Richmond (Sub-Bids Only)	Richmond
21-01954	1	7/16/2021	1:00 PM	Ophir Elementary School Generator Addition	Oroville
21-01987	2	7/16/2021	1:00 PM	Pre-Construction and Lease-Leaseback Services for the Covillaud Elementary School Modernization	Marysville
21-02007	0	7/16/2021	4:00 PM	Tent, Equipment, and Power Distribution	Elk Grove
21-02011	0	7/16/2021	2:00 PM	Shade Structure Acquisition and Installation at Douglas City Elementary School (Rebid)	Douglas City
21-02076	2	7/16/2021	12:00 PM	Control Tower Fire Pump Replacement	Beale Air Force Base
21-01627	0	7/19/2021	2:00 PM	Horner Residence	Folsom
21-01810	3	7/19/2021	1:00 PM	RFP-Yuba College Demolition/Removal of Buildings 1300 and 1500	Marysville
21-01953	0	7/19/2021	4:00 PM	Chapter 38A Fire Prevention and Protection Ordinance - Nuisance Abatement Services	Butte County
21-02067	0	7/19/2021	3:00 PM	RFP Fuel, Oil, Coolant and Hazardous Waste Disposal Services	North Highlands
21-01842	1	7/20/2021	4:00 PM	Request for Qualifications/Proposal to Perform Lease-Leaseback Preconstruction and Construction Services for the Learning Together Preschool Center Project	Elk Grove
21-01847	0	7/20/2021	2:00 PM	Gateway Boulevard Median Island Modification Project	Fairfield
21-01990	0	7/20/2021	2:00 PM	District Data Center Emergency Generator	Yuba City
21-02016	0	7/20/2021	3:00 PM	RFP Water Treatment Testing Services and Supplies	Various Cities
21-02018	0	7/20/2021	1:00 PM	Construction of RD 817 - Pipe Removal Project REBID	Wheatland

21-02047	0	7/20/2021	3:00 PM	Los Molinos Stanford Avenue SRTS Project	Los Molinos
21-02072	0	7/20/2021	1:30 PM	Alex Thomas Plaza Painting	Ukiah
21-02090	0	7/20/2021	2:00 PM	Ukiah High School Athletic Fields, Lease Lease-Back Project *Sub Bids Only*	Ukiah
21-02094	0	7/20/2021	2:00 PM	Brookside Drive ADA Improvements Project	Danville
21-02156	1	7/20/2021	10:00 AM	Property Enclosure Fencing City of Richmond Water Treatment - Veolia	Richmond
21-00284	0	7/21/2021	2:00 PM	CDOT 03-1H1004 Clean & Paint Structural Steel on Existing Bridges	Sacramento County
21-01832	1	7/21/2021	2:00 PM	Power Inn Queue Cutter Project	Sacramento
21-01863	0	7/21/2021	2:00 PM	Sludge Collectors Replacement Project	West Sacramento
21-01895	2	7/21/2021	4:00 PM	Construction Management/Biologist/Archaeologist and Material Testing Services	Napa
21-01902	0	7/21/2021	2:00 PM	Groundwater Flush to Waste Project	Sacramento
21-01978	5	7/21/2021	3:00 PM	Butte County WIC Relocation Remodel	Chico
21-01981	4	7/21/2021	1:30 PM	Marin Center Exhibit Hall Seismic Retrofit	San Rafael
21-02060	0	7/21/2021	2:00 PM	Steamers Building Maintenance Platform	Sacramento
21-02087	0	7/21/2021	3:00 PM	On-Call Securement Services	Sacramento
21-00286	0	7/22/2021	2:00 PM	CDOT 03-3H3304 Install CMS, Fiber Optic Cable Systems and Camera Systems	Sacramento and Yolo Counties

21-01646	6	7/22/2021	2:00 PM	Ygnacio Valley Library Parking Lot and ADA Improvement Project	Walnut Creek
21-01804	4	7/22/2021	1:00 PM	New Bullards Bar Dam Foundation Drainage System project	Dobbins
21-01822	0	7/22/2021	2:00 PM	Landscape Architectural Design and Engineering Services to Prepare a Master Plan and Construction Document for Fremont Neighborhood Park Improvements	Santa Rosa
21-01919	1	7/22/2021	11:30 AM	East Central Paving Project	Napa
21-01998	0	7/22/2021	2:00 PM	Multi-Site Roofing Project (Village, Foothill Oaks, Pioneer, and Northwood Elementary Schools)	North Highlands
21-01999	0	7/22/2021	2:15 PM	CCAA High School Roofing Project	North Highlands
21-02000	0	7/22/2021	2:30 PM	Dry Creek Elementary School Roofing Project	Rio Linda
21-02001	0	7/22/2021	3:00 PM	Multi-Site Roofing Project (Joyce and Madison Elementary Schools)	North Highlands
21-02008	0	7/22/2021	4:00 PM	El Macero (CSA) Landscape Maintenance Services	Yolo County
21-02016	0	7/22/2021	2:00 PM	CDFA Plant Pest & Diagnostic Center Floor Replacement	Sacramento
21-02025	0	7/22/2021	4:00 PM	Citywide Systemic Safety Improvements	Chico
21-02043	0	7/22/2021	2:00 PM	Point Arena Pier Pilings	Point Arena
21-02050	0	7/22/2021	4:00 PM	PKA - Bldg 665 & 664 LVT Flooring	Fairfield
21-02051	0	7/22/2021	4:00 PM	Groundwater Monitoring Well and Perimeter Vadose Zone Gas Well Installation	Yolo County
21-02052	0	7/22/2021	4:00 PM	Extraction Well Drilling and Construction Services	Yolo County

21-02059	0	7/22/2021	5:00 PM	RFP On-Call Right of Way Services 2021-2024	Napa
21-02097	0	7/22/2021	10:00 AM	HVAC Preventive Maintenance and On-Call	Rancho Cordova
21-02155	0	7/22/2021	2:00 PM	RFP Asphalt Overlay Mesa Ridge and Deerfield Corridor Trails	Antioch
21-02181	0	7/22/2021	2:00 PM	Install Arched Culvert - Briones Regional Park	Martinez
21-01869	1	7/23/2021	8:00 AM	Nexii Sales Office and Model Home Construction - Site Preparation - POSTPONED INDEFINITELY	Paradise
21-01870	1	7/23/2021	3:00 PM	RFP Second Groundwater Well	Yuba City
21-01967	1	7/23/2021	11:00 AM	Fuel Hydrant Replacement at Beale AFB	Beale Air Force Base
21-02006	0	7/23/2021	5:00 PM	Countywide Carpet Cleaning	Solano County
21-02034	0	7/23/2021	3:00 PM	RFP On-Call Air Quality Consultant Support Services	Elk Grove
21-02039	0	7/23/2021	4:00 PM	Electronic Reporting System for Haulers and Commercial Generators	West Sacramento
21-02040	0	7/23/2021	4:00 PM	Compliance Tracking Software	West Sacramento
21-02062	0	7/23/2021	3:00 PM	Reclamation District No. 784- Unit 4 Slip Out Repair Project	Olivehurst
21-01858	1	7/26/2021	2:00 PM	Jameson Pump Station VFD Replacement and Pump Station Emergency Power Transfer and Generator Connection Improvements	Vallejo
21-01968	0	7/26/2021	2:00 PM	North Main Street Paving Project	Lakeport
21-02015	2	7/26/2021	11:00 AM	Beale AFB - Fuels Receipt Area and Storage Tank Solicitation	Beale Air Force Base

21-02041	0	7/26/2021	4:00 PM	North Davis Meadows (CSA) Landscape Maintenance Services	Yolo County
21-02094	0	7/26/2021	2:00 PM	Temporary Fencing (On-Call)	Sacramento
21-01433	2	7/27/2021	2:00 PM	RFQual B210001 Task Order Construction Agreement for Multiple Projects	Sacramento
21-01798	2	7/27/2021	2:00 PM	UV Disinfection Replacement	Martinez
21-01837	1	7/27/2021	4:00 PM	RFP I-E Locker Room Expansion and Plant Fitness Center Project, Engineering Services	Sacramento
21-02002	0	7/27/2021	3:00 PM	CIPP Fiberglass Pipe Lining	Sacramento
21-02012	0	7/27/2021	3:00 PM	Elevator Maintenance, Service and Repair Services for Tehama County	Tehama County
21-02083	0	7/27/2021	10:00 AM	San Anselmo Schoolbike Spine	San Anselmo
21-02104	1	7/27/2021	1:00 PM	826 Arco Sonic Gas Station (Sub Bids Only)	Citrus Heights
21-02019	0	7/28/2021	2:00 PM	Tahoe Park Pool Restroom Renovation	Sacramento
21-02053	1	7/28/2021	10:00 AM	Discovery Bay Community Center Swimming Pool Synthetic Turf Installation	Discovery Bay
21-02068	0	7/28/2021	11:00 AM	Westmore Elementary School Bus Charging Stations	West Sacramento
21-02098	0	7/28/2021	4:00 PM	Security Guard Services	Woodland
21-02103	0	7/28/2021	2:00 PM	Short-term Rental of Heavy Equipment; Gravel Screening and Washing Equipment (Water Forum)	Sacramento
21-02063	0	7/29/2021	3:00 PM	Tuli Mem Sidewalk Project	Esparto

21-02100	0	7/29/2021	3:00 PM	Solar Photovoltaic Power Generation Systems at Fire Stations 7 and 8	Redding
21-02167	0	7/29/2021	2:00 PM	2021 Pavement Rehabilitation Project	Ross
21-02191	0	7/29/2021	2:00 PM	Vineyard Creek Bank Stabilization at Angelica Court	Novato
21-02194	0	7/29/2021	10:00 AM	Moraga Road Storage - San Pablo (Sub-Bids Only)	San Pablo
21-01449	2	7/30/2021	11:00 AM	Tidal Habitat Restoration	Sacramento and Solano Counties
21-02014	0	7/30/2021	4:00 PM	On-Call Data Consultant Services	Suisun City
21-02020	0	7/30/2021	3:00 PM	Carr Fire Buenaventura Trail Ten Bridges Project	Redding
21-02029	0	7/30/2021	4:00 PM	Regional Greenhouse Gas (GHG) Emission and Inventory	Napa
21-02066	1	7/30/2021	2:00 PM	RFP - Ocean Water Intake & Discharge Infrastructure	Fort Bragg
21-02086	0	7/30/2021	4:00 PM	Consulting Engineering Services for Lake Madrone Water District (RFQ/P)	Berry Creek
21-02093	0	7/30/2021	4:00 PM	Housing Element Update	Napa
21-02095	0	7/30/2021	3:00 PM	County-Wide Short Term Rentals	Sacramento
21-02099	0	7/30/2021	5:00 PM	RFP Bridge Engineering, Environmental Documentation, and Technical Services for the San Pablo Avenue Bridge Replacement Project - City of San Pablo	San Pablo
21-02101	0	7/30/2021	3:00 PM	Levee Patrol Road Rehabilitation Project - Reclamation District 900	West Sacramento
21-02102	0	7/30/2021	2:00 PM	Bedrosians Phase 2 (Sub Bids Only)	Santa Rosa

21-02113	0	8/4/2021	2:00 PM	Fairfield Campus Building Exteriors Project Phase 2	Fairfield
21-01929	2	8/5/2021	2:00 PM	Elk Grove Water District Fiber Optic Line Project	Elk Grove
21-01973	0	8/5/2021	12:00 PM	RFQ Fire Service Ground Ladder and Aerial Ladder Testing and Certification	Elk Grove
21-02091	0	8/5/2021	12:00 PM	HVAC Maintenance and Repairs	Elk Grove
21-02092	0	8/5/2021	4:00 PM	Structural Engineering On-Call Services	Citrus Heights
21-02106	0	8/5/2021	5:00 PM	RFP On-Call Traffic Engineering Services 2021-2024	Napa
21-02124	0	8/5/2021	11:00 AM	2021 Grade 5 RAA Line Replacement Project	Richmond
21-02126	0	8/5/2021	2:00 PM	High Priority Sewer Line Replacement Work	Richmond
21-02179	0	8/5/2021	2:00 PM	Bridgehead Pipeline Replacement Project	Antioch
21-02038	0	8/10/2021	10:00 AM	District56 Signage Project	Elk Grove
21-00297	2	8/13/2021	2:00 PM	RAD II - Capitol Terraces Rehabilitation Project	Sacramento
21-02077	0	8/16/2021	1:00 PM	Natomas Reach A Levee Repairs	Sacramento
21-02186	0	8/26/2021	2:00 PM	Diamond Boulevard / Willow Pass Road Sewer Repair	Concord
21-00430	2	8/30/2021	2:00 PM	RAD II - Edge Water Rehabilitation Project	Sacramento
21-01930	2	8/30/2021	3:00 PM	RFP For Lease at 905 Leidesdorff Street/City Parking Garage Retail Space Folsom	Folsom

20-03328	0	8/31/2021	2:00 PM	CUPCCAA for Greater Hayfork Valley Park and Recreation District	Hayfork
21-02036	0	9/2/2021	4:00 PM	Video Visitation - Video Conferencing System	Sacramento
21-01829	0	9/20/2021	2:00 PM	Riverview Plaza Rehabilitation Project	Sacramento
20-03177	0	12/1/2021	2:00 PM	CUPCCAA-Chico Unified School District	Chico
20-03200	0	12/1/2021	2:00 PM	CUPCCAA-Gridley Unified School District	Gridley
20-03282	0	12/1/2021	2:00 PM	CUPCCAA-Oroville Union High School District's	Oroville
20-03342	0	12/1/2021	2:00 PM	CUPCCAA - Yuba County Office of Education	Marysville
20-03405	0	12/1/2021	2:00 PM	CUPCCAA-Yuba County Vendor List 2021	Marysville
20-03025	0	12/31/2021	2:00 PM	CUPCCAA for Evergreen Union School District	Cottonwood
20-03072	0	12/31/2021	2:00 PM	CUPCCAA for Corning Union High School District	Corning
20-03110	0	12/31/2021	2:00 PM	CUPCCAA for Mountain Valley Unified School District	Hayfork
20-03155	0	12/31/2021	2:00 PM	CUPCCAA for Redding/Shasta Union Elem/Igo-Ono-Platina USD	Various Locations
20-03169	0	12/31/2021	2:00 PM	CUPCCAA for Shasta-Tehama-Trinity Joint Community College District	Redding
20-03171	0	12/31/2021	2:00 PM	Shasta-Tehama-Trinity Joint Community College District Measure H Bond Projects 2021 Pre-qualification	Redding
20-03174	0	12/31/2021	2:00 PM	CUPCCAA for Fall River Joint Unified School District	Burney

20-03175	0	12/31/2021	2:00 PM	CUPCCAA for Shasta Union High School District	Redding
20-03189	0	12/31/2021	2:00 PM	CUPCCAA for Red Bluff Joint Union High School	Red Bluff
20-03201	0	12/31/2021	2:00 PM	CUPCCAA for Grant Elementary School District	Redding
20-03225	0	12/31/2021	2:00 PM	CUPCCAA for Cottonwood Union School District	Cottonwood
20-03249	0	12/31/2021	2:00 PM	CUPCCAA for Bella Vista Elementary School District	Bella Vista
20-03272	0	12/31/2021	2:00 PM	CUPCCAA for the Shasta County Office of Education	Redding
20-03302	0	12/31/2021	2:00 PM	CUPCCAA for Corning Union Elementary School District	Corning
20-03303	0	12/31/2021	2:00 PM	CUPCCAA for Red Bluff Joint Union High School District	Red Bluff
20-03380	0	12/31/2021	2:00 PM	CUPCCAA or Tehama County Department of Education	Red Bluff
20-03389	0	12/31/2021	2:00 PM	CUPCCAA for Enterprise Elementary School District 2021	Redding
21-00011	0	12/31/2021	2:00 PM	CUPCCAA for Sonoma County Water Agency	Santa Rosa
21-00073	0	12/31/2021	2:00 PM	CUPCCAA for Franklin Elementary School District	Yuba City
21-00139	0	12/31/2021	2:00 PM	CUPCCAA for Junction City School District	Junction City
21-00245	0	12/31/2021	2:00 PM	CUPCCAA for Shasta College 2021	Redding
21-00553	0	12/31/2021	2:00 PM	CUPCCAA for Douglas City School District 2021	Douglas City

LEGAL NOTICES

Sonoma County • Notice of Completion

Date	Record	Owner	Contractor	Project Address/Area
6/18/2021	2021071500	Sonoma Luxury Resort LLC	Robert Green Co	n/a, Healdsburg
6/18/2021	2021071507	Penn Grove Mountain LLC	Willowglen Homes	7580 Windward Dr, Rohnert Park
6/18/2021	2021071704	City of Rohnert Park	Coggins Fence & Supply	Well 2, Rohnert Park
6/18/2021	2021071757	City of Rohnert Park	Schaefer Engineering	A-Section, Rohnert Park
6/21/2021	2021071846	Bennett Place Associates LLC	Lenox Homes LLC	1068 Carol Lane, Santa Rosa
6/21/2021	2021071972	Tri Pointe Homes Holding	Tri Pointe Homes Holding	317 Soto Way, Petaluma
6/21/2021	2021072039	Gregory Owen	Silvermark Const Services	195 Willowgreen Place, Santa Rosa
6/21/2021	2021072065	Andrew Romero	Synder Construction 35	518 Coffey Meadow Place, Santa Rosa
6/22/2021	2021072265	County of Sonoma	Murray Building	Various Locals, Santa Rosa
6/22/2021	2021072408	Richmond American Homes	Richmond American Homes	2047 Karen Plce, Rohnert Park
6/22/2021	2021072429	County of Sonoma	Danco Builders Northwest	1230 Century Ct, Santa Rosa
6/22/2021	2021072507	Civic Mockinbird LLC	Civic Mockinbird LLC	866 Hayes St, Sonoma
6/22/2021	2021072633	RPX 114 Lots LLC	RPX 114 Lots LLC	5724 Kassandra Place, Rohnert Park
6/22/2021	2021072767	Daniel Paik	OSborn Construction	3549 Sleep Hollow Dr, Santa Rosa
6/23/2021	2021072822	1145 Kitty Hawk Blvd LLC	Harkey Construction Inc	1145 Kittyhawk Blvd, Windsor
6/23/2021	2021072832	Tri Pointe Homes Holdings Inc	Tri Pointe Homes Holdings Inc	309 Soto Way, Petaluma
6/23/2021	2021072869	RSP-1 LLC	Christopherson Builders LLC	3613 Aaron Ct, Santa Rosa
6/23/2021	2021073020	Richmond American Homes	Richmond American Homes	2051 Karen Place, Rohnert Park
6/23/2021	2021073028	MP Santa Rosa LLC	MP Santa Rosa LLC	3677 Sebastopol Rd, Santa Rosa
6/23/2021	2021072832	Tri Pointe Homes Holdings Inc	Tri Pointe Homes Holdings Inc	313 Soto Way, Petaluma
6/23/2021	2021073178	Santa Rosa School District	DMR Builders Inc	6975 Montecito Blvd, Santa Rosa
6/23/2021	2021073179	Santa Rosa School District	Matrix HG Inc	850 W 9th Street, Santa Rosa
6/23/2021	2021073180	Santa Rosa School District	Matrix HG Inc	1235 Mendocino Ave, Santa Rosa
6/23/2021	2021073181	Santa Rosa School District	Murray Building Inc	2480 Sebastopol Rd, Santa Rosa
6/24/2021	2021073242	Northtown Property LLC	Wells Construction	3881 Old Redwood Hwy, Santa Rosa
6/24/2021	2021073306	William Tinker	IPA Construction	18450 1st Avenue, Sonoma
6/24/2021	2021073371	RPX 114 Lots LLC	RPX 114 Lots LLC	5721 Kassandra Place, Rohnert Park
6/24/2021	2021073510	Richmond American Homes	Richmond American Homes	109 Jagla St, Cotati
6/24/2021	2021073635	Marron Rd Ventures LLC	Stone Point Construction	3724 Stanhope Ct, Santa Rosa

LEGAL NOTICES

Sonoma County • Claim of Lien

Date	Record	Claimant	Value	Owner
6/18/2021	2021071611	All State Systems Intergration	150,509.00 against	R McClure Electric
6/21/2021	2021071837	MKB Construction	277,498.67 against	Paseo Vista Inc
6/21/2021	2021071904	Wine Country Roofing	5,699.00 against	WF Builders Inc
6/21/2021	2021071909	Wine Country Roofing	6,198.00 against	WF Builders Inc
6/21/2021	2021071935	Wine Country Roofing	3,398.00 against	WF Builders Inc
6/22/2021	2021072646	Pace Supply Corp	1,749.77 against	Michael Beetschen
6/23/2021	2021072921	Reyff Electric Inc	112,043.56 against	Pro Set Construction
6/23/2021	2021073025	Xtreme Scaffolding	20,607.37 against	A5 Star Contractor
6/24/2021	2021073574	Pace Supply Corp	2,600.12 against	Icon Plumbing & Design

Sonoma County • Release of Lien

Owner		Claimant	Record	<u>Date</u>
2017 Eagle Court LLC	against	Mead Clark Lumber	2021071469	6/18/2021
Fannco Builders Inc	against	McCurley and Day Masonry Inc	2021071750	6/18/2021
Mark Moline	against	Galos Drywall	2021071977	6/21/2021
500 Kawana Springs Rd Lp	against	JS Cole Company	2021072861	6/23/2021
Marilyn Halvorsen	against	Golden State Lumber	2021073623	6/24/2021
Michele Sheridan	against	Homebound Technologies	2021073654	6/24/2021

Mendocino County • Claim of Lien

<u>Date</u>	Record	Claimant	Value	<u>Owner</u>
6/30/2021	09967	Fisch Brothers Drilling	7,031.00 against	Linda Amato