

City of San Diego
Equal Opportunity Contracting Program



**Building
Profitable
Relationships**

*Resource Guide
2009*

Building Relationships Resource Guide

This resource guide was designed to present basic information about who to contact to build relationships that will help grow your business. It is intended for use as a reference manual for contractors and organizations wishing to expand their knowledge and contact base of public and professional agencies, also individuals and firms that can provide technical assistance.

Who Should Use This Guide?

The information and resources contained in this guide could benefit any contractor looking for help in establishing their business. Small emerging businesses, large businesses, minority and woman owned businesses.

Because the Equal Opportunity Contracting Program believes in collaborative efforts, we encourage you to tell us what you liked about it, how you used it, and what suggestions you have for improvements. Your input will help us improve future editions.

Equal Opportunity Contracting

Table of Contents

Professional Agencies	4
Public Agencies	8
Financial Assistance	12
Insurance & Bonds	14
Technical Assistance	15
Business and Commercial Law Attorney	17
Equal Opportunity Contracting Program	20
Purchasing & Contracting	21
Engineering	22
Helpful Links	23

Equal Opportunity Contracting

PROFESSIONAL AGENCIES

Asian Business Association
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joni@abasd.org

Associated General Contractors
6121 Ferris Square
San Diego, CA 92121
Brad Barnum, VP Government Relations
Phone 858-558-7444
bbarnum@agcsd.org

Black Contractors Association, Inc.
6125 Imperial Ave
San Diego, CA 92114
Abdur-Rahim Hameed, President/CEO
Phone 619-263-9791
hameedbca1@aol.com

Latin Business Owners of America
15721 Bernardo Heights Parkway B-126
San Diego, CA 92128
David Sanchez
Phone 858-536-9042
info@lboausa.com

Indian Voices
111 South 35th St.
San Diego, CA 92113
Rose Davis
Phone 619-234-4753
rdavis4973@aol.com

DVBE Network
3829 University Ave
San Diego, CA 92105
Bob Mulz
619-284-9922
dvbehelp@sandiego.net

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PROFESSIONAL AGENCIES

Engineering & General Contractors Association
PO Box 81798
San Diego, CA 92138-1798
Debbie Day
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debbieday@egca.org

Multi-Cultural Contractors Group
4125 Alpha Street, Ste E
San Diego, CA 92113
Rick Laster
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bassure@aol.com

Nat'l Association of Women Business Owners
PO Box 90081
San Diego, CA 92169
Alicia Owens
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president@nabw0-sd.org

SD County Hispanic Chamber of Commerce
1200 Sixth Ave, Ste 550
San Diego, CA 92101
Marco Cortes
Phone 619-702-0790
marcocortes@sdchcc.com

San Diego Chinese Center
428 Third Ave
San Diego, CA 92101
Chew-Fung Ang
Phone 619-234-4447
Sdcc1972@yahoo.com

NAACP
PO Box 152086
San Diego, CA 92195-2086
Lei-Chala Wilson
619-263-7823

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PROFESSIONAL AGENCIES

Catfish Club
610 Gateway Center Way, Ste G
San Diego, CA 92102
George Walker Smith
619-266-7278
info@catfishclub.net

Nat'l Association of Women in Construction
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San Diego, CA 92168
Jan Parthemer
Phone 858-450-3144
janp@datalinksolutions.com

Latino Builders Industry Association
4636 Mission Gorge Place, #204
San Diego, CA 92120
Jose Mireles
Phone 619-287-2397
lbia@aol.com

Women Construction Owners & Executives
PO Box 1929
San Marcos, CA 92079
Laura DaSilva Sims
Phone 760-744-5981
lsims@grandelectricsupply.com

Genesis Business Development
3292 Tequila Way
San Ysidro, CA 92173
Mario Morales
Phone 619-934-7706
genesismario@hotmail.com

Korean-American Association
7750 Dagget St, #210
San Diego, CA 92111
Ray Nam Kim
Phone 858-467-0803
raynkim@hotmail.com

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PROFESSIONAL AGENCIES

Chicano Federation of SD County
3180 University Ave, #317
San Diego, CA 92104
Raymond Uzeta
Phone 619-285-5600
ruzeta@chicanofederation.org

Council of Philippine American Organizations
PO Box 1504
National City, CA 91951
Rita Buencamino Andrews
Phone 619-477-4090
copao@sbcglobal.net

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9630 Black Mountain Rd, Ste G
San Diego, CA 92126
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faith@mabuhayalliance.org

San Diego Regional Chamber of Commerce
402 West Broadway #1000
San Diego, CA 92101
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San Diego Urban League
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San Diego, CA 92102
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San Diego Urban Economic Corporation
PO Box 740773
San Diego, CA 92114
Eddie Price
Phone 619-262-4922
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PUBLIC AGENCIES

**Unified Port of SD
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San Diego, CA 92101
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mtello@portofsandiego.org**

**San Diego County Water Authority
4677 Overland Ave
San Diego, CA 92123
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Phone 858-522-6621
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401 B Street, Fourth Floor
San Diego, CA 92101
Charlene McAdory
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mcadory@ccdc.com**

**Sandag
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San Diego, CA 92101
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dsi@sandag.org**

**San Diego Convention Center
111 West Harbor Dr.
San Diego, CA 92101
Brad Gessner
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Kathy.anton@visitsandiego.com**

**City of San Diego Equal Opportunity Contracting
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San Diego, CA 92101
Beryl Rayford, Program Manager
Phone 619-236-7168
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PUBLIC AGENCIES

City of San Diego Engineering and Capital Projects Department
Contractor Pre-Qualification Program
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San Diego, CA 92101
Michele Haines
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mhaines@sandiego.gov

City of San Diego Purchasing & Contracting
1200 Third Ave, Ste 200
San Diego, CA 92101
Hildred Pepper, Director
Phone 619-236-7163
hpepper@sandiego.gov

San Diego Community College District
6125 Imperial Ave, Ste C
San Diego, CA 92114
Bryant Balancier
Phone 619-264-2848
Bryant_balancier@yahoo.com

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San Diego, CA 92186
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County of San Diego
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San Diego, CA 92121-1699
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San Diego County Regional Airport Authority
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San Diego, CA 92138
Jaime Quintero
Phone 619-400-2570
jqintero@san.org

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PUBLIC AGENCIES

San Diego Unified School District
4860 Ruffner St, PPOC, Annex Rm 9
San Diego, CA 92111-1522
Joanne Pilgrim
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jpilgrim@sandi.net

San Diego Housing Commission
1625 Newton Ave
San Diego, CA 92113-1038
Mirta Schloss
Phone 619-578-7562
mirtas@sdhc.org

US Small Business Administration
550 West C St, Ste 550
San Diego, CA 92101
Ming Lee
Phone 619-727-4879
Ming.yee@sba.gov

Sempra Energy
8315 Century Park Ct
San Diego, CA 92123-1548
Robert Olivas
Phone 858-654-1538
rolivas@semprautilities.com

Sacramento Municipal Utility District
6201 S Street
Sacramento CA, 95817-1899
Lori Okamoto, Supplier Diversity Advocate
Phone 916-732-5984
lokamoto@smud.org

CA Dept of Veteran Affairs
1227 O Street, Room 105
Sacramento, CA 95814
Robert Beamer, Outreach Coordinator
Phone 916-503-8375
Robert Beamer
Robert.beamer@cdva.ca.gov

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PUBLIC AGENCIES

CalPers

**400 Q Street, Room 5335
Sacramento, CA 95812-4030
Gina Crawford, Business Connection Liaison
Phone 916-795-3847
Gina_crawford@calpers.ca.gov**

**The Metropolitan Water District of Southern CA
PO Box 54153
Los Angeles, CA 90054-0153
Kenneth Ashford, Business Outreach Program
Phone 213-217-6719
kashford@mwdh2o.com**

Department of General Services

**707 3rd Street, 2nd Floor
West Sacramento, CA 95605
Eric C. Mandell
Phone 916-375-4608
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US Small Business Administration

**550 West C Street, Ste 550
San Diego, CA 92101
Maria P. Hughes, Lender Specialist
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Maria.hughes@sba.gov**

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FINANCIAL ASSISTANCE

Citi Bank
11848 Bernardo Plaza Ct, Ste 210B
San Diego, CA 92128
Chi Tran, Asst VP Community Relations
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Wells Fargo
1350 Fashion Valley Rd, 2nd Fl
San Diego, CA 92108
Wendell French, Community Development
Phone 619-688-2854
frenchwb@wellsfargo.com

Small Business Finance
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San Diego, CA 92106
Robert Villarreal, SR VP Community Development
Phone 619-243-8652
rvillarreal@cdloans.com

Torrey Pines Bank
12220 El Camino Real, Ste 100
San Diego, CA 92130
Thomas Woolway, Sr VP, Regional Manager
Phone 858-523-4636
twoolway@torreypinesbank.com

San Diego National Bank
131 North El Camino Real
Encinitas, CA 92024
Donna Marie Robinson, VP Commercial Lending Officer
Phone 760-753-4663
dmrobinson@sdnb.com

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FINANCIAL ASSISTANCE

Union Bank - Supplier Diversity Office

400 California Street
San Francisco, CA 94104
Richard Chacon
Phone 800-821-5351
Richard.Chacon@uboc.com

Bank of America - Small Business Support

655 West Broadway Ste 101
San Diego, CA 92101
Joshua Mellow, Small Business Liaison
Phone 619-696-9735

USA Federal Credit Union

9999 Willow Creek Rd
San Diego, CA 92131
Anthony Porre, Vice President - Business Services & Development
Phone 800-220-1872
aporre@usafed.org

California Bank and Trust

525 B Street, Ste 100
San Diego, CA 92101
Heather Botts, Financial Service Representative
Phone 619-446-4818
hbotts@calbt.com

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INSURANCE & BONDS

The Bond Connection
PO Box 4164
Dana Point, CA 92629-9164
Blake A. Pfister
Phone 800-298-4826
bondconnection@cox.net

Business Insight Insurance Agency
402 W. Broadway, Ste 400
San Diego, CA 92101
Douglas Gray, President
Phone 619-595-4830
dgray@binsightins.com

Farmers Insurance Group
8911 La Mesa Blvd
La Mesa, CA 91941
Nolan Richardson
Phone 619-987-6981
Jrichardson3@farmersagent.com

State Farm Insurance
12925 El Camino Real, Ste J26
San Diego, CA 92130-1048
Val Myers, Agent
Phone 858-481-0401
Val.myers.b8mx@ststefarm.com

Aflac
1528 India St, Ste #330
San Diego, CA 92101
Mona Allen, Agent
Phone 619-696-1272
Mona_allen@us.aflac.com

Curtis Moring Insurance Agency
123 Camino De La Reina, Ste 202 East
San Diego, CA 92108
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msalvadore@thinkcmi.com

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TECHNICAL ASSISTANCE

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gschalin@ptac-sandiego.org**

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San Diego, CA 92101
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Phone 619-557-7272
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**City of San Diego
Office of Small Business
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San Diego, CA 92101
Meredith Dibden-Brown
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**JC Consultant Services
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Phone 619-475-8524
josielc@cox.net**

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TECHNICAL ASSISTANCE

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San Diego, CA 92131
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rgarnett@supplierdiversitysd.org

Southwestern College
Small Business Development & Int'l Trade Ctr.
900 Otay Lakes Road
Chula Vista, CA 91910
Ken Clark
Phone 619-482-6304

Construction Management Association
PO Box 41202
Long Beach, CA 90853
Phone 562-434-8409
www.cmaa-sd.org

Blue Book of Building and Construction
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Phone 619-955-8218
<http://www.zhlaw.com/>

Garcia Law Firm
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Phone 619- 618-2972
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BUSINESS AND COMMERCIAL LAW ATTORNEYS

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San Diego, CA 92108
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<http://www.davisatty.com/>

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2341 Jefferson Street, Suite 200
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Phone 619-682-4040
info@barkerolmsted.com

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San Diego, CA 92101
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White, Oliver & Amundson , APC
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San Diego, CA 92101
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info@whiteoliver.com

The McClellan Law Firm
1144 State Street
San Diego, CA 92101
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<http://www.mcclellanlaw.com/>

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CITY OF SAN DIEGO

EQUAL OPPORTUNITY CONTRACTING

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Cell 619-990-8236

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Cell 619-886-4633

Marguerite McCurley Jenkins, Contract Compliance Officer

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Ramone Lewis, Contract Compliance Officer

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Phone 619-235-5747

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CITY OF SAN DIEGO

PURCHASING & CONTRACTING

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Fax 619-533-3239

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Phone 619-236-6248
Fax 619-533-3226

Tom Roy, Principal Procurement Specialist, CPPB
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Fax 619-533-3227

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CITY OF SAN DIEGO

PURCHASING & CONTRACTING (continued)

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Fax 619-533-3238

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Fax 619-533-3230

Karan Wolff, Principal Procurement Specialist, C.P.M.
kwolff@sandiego.gov
Phone 619-236-7131
Fax 619-533-3235

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mhaines@sandiego.gov
Phone 619-533-3125

Dave Stucky, Associate Management Analyst
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Phone 619-533-3474

Right-of-Way Design
Marnell Gibson, Deputy Director
mgibson@sandiego.gov
Phone 619-533-5213

Engineering and Capital Projects
James Nagelvoort, Deputy Director
jnagelvoort@sandiego.gov
Phone 619-533-3616

Architectural Engineering and Parks
Darren Greenhalgh, Deputy Director
dgreenhalgh@sandiego.gov
Phone 619-533-6600

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HELPFUL WEBSITE LINKS

City of San Diego Purchasing & Contracting Bid Opportunities
<http://www.sandiego.gov/bids-contracts/index.shtml>

San Diego County Water Authority-Contracting Opportunities
<http://contracts.sdcwa.org/>

Metropolitan Water District of Southern California-Business Center
<http://www.mwdh2o.com/mwdh2o/pages/business/business01.html>

Unified Port of San Diego-Procurement Services
<http://www.portofsandiego.org/business.html>

San Diego County Regional Airport Authority-Business Opportunities
http://www.san.org/airport_authority/business_opportunities/index.asp

San Diego Association of Governments (SANDAG)-Contracts
<http://www.sandag.org/index.asp?fuseaction=rfps.home>

City of San Diego Small Business Advisory Board
<http://www.sandiego.gov/economic-development/business-assistance/small-business/advsbrd.shtml>

City of San Diego Development Services-Small Business Owners
<http://www.sandiego.gov/development-services/smallbus/index.shtml>

City of San Diego Development Services-Construction Industry Professionals
<http://www.sandiego.gov/development-services/industry/index.shtml>

City of San Diego Engineering and Capital Projects-Projects and Programs
<http://www.sandiego.gov/engineering-cip/projectsprograms/index.shtml>

City of San Diego Engineering and Capital Projects-Contractor Pre-Qualification Program
<http://www.sandiego.gov/engineering-cip/services/consultcontract/prequal.shtml>

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HELPFUL WEBSITE LINKS

California Department of General Services Certifications
<http://www.pd.dgs.ca.gov/smbus/default.htm>

California Department of Transportation (CALTRANS) Certifications
http://www.dot.ca.gov/hq/bep/dbe_query.htm

California Department of Transportation (CALTRANS) List of Certified Firms
www.dot.ca.gov/hq/bep/work_files.htm

California Multiple Award Schedule (CMAS) Program Information
<http://www.pd.dgs.ca.gov/cmas/General+CMAS+Program+Information.htm>

US Department of Labor Federal Contract Compliance
<http://www.dol.gov/compliance/audience/fedcontractor.htm>

MBDA – Minority Business Development Agency
<http://www.mbda.gov>

County of San Diego Buynet II, Online Bidding System
<http://buynet.sdcounty.ca.gov/>

City of Carlsbad Bid and Contract Opportunities
<http://www.carlsbadca.gov/finance/bids.html>

City of Chula Vista Public Works Department
http://www.chulavistaca.gov/City_Services/Community_Services/Public_Works_Operations/Default.asp

City of El Cajon Bidding Opportunities
<http://www.planetbids.com/elcajon/bidsearchform.cfm>

City of Escondido Purchasing Department
<http://www.ci.escondido.ca.us/depts/fi/purchasing/index.html>

Federal Government Contracting
<http://www.business.gov/guides/government-contracting/>

City of San Diego E-Bid Board
<http://www.sandiego.gov/engineering-cip/services/consultcontract/advertising.shtml>

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Special Thanks to our Supporters



SAN DIEGO
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AIRPORT



Tap Into The Right Source

The Metropolitan Water District of So. California proudly promotes equal opportunity and diversity in both its employment program and business contracting. We fully and actively support equal opportunities for all people, regardless of race, color, religion, gender, national origin or disability.

The Metropolitan Water District
is a proud sponsor of the

City of San Diego's ***“Building Profitable Relationships 2009”*** ***BUSINESS NETWORKING EVENT***

***THE METROPOLITAN WATER DISTRICT
OF SOUTHERN CALIFORNIA***
Regional/Small Business Program
Tap into the right source

Call us at 213 217-7444 Business Outreach Program
www.mwdh2o.com



A large blue oval graphic containing the text "Equal Opportunity Contracting".

*Equal
Opportunity
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