

The Small Business Exchange introduces new programs in 2013

SBE PLANROOM

The Plan Room is designed to help project owners reach out to prospective contractors by having a program that allows contractors easier access to plans and specifications of each project for bidding purposes.

For more information: 1-800-800-8534



A B2B DATABASE
MEET AND GREET REGISTRATION
INTERACTIVE VOICE RESPONSE

UNIVERSAL DIVERSITY COMMUNICATION



SMALL BUSINESS EXCHANGE
KCAA 1050 AM
www.kcaaradio.com
Inland Empire / Los Angeles
Monday 5 pm PST
7 pm CST
Otis Jackson Terrie Guerin
Jesus Vivanco Marcia Henry

Am I a Small Business?

You may take it for granted that your company is a "small business." The distinction is important if you wish to register for government contracting as a small business. Once you register as a government contractor, you must adhere to industry size standards established by the U.S. Small Business Administration.

The SBA, for most industries, defines a "small business" either in terms of the average number of employees over the past 12 months, or average annual receipts over the past three years. In addition, SBA defines a U.S. small business as a concern that:

- Is organized for profit;
- Has a place of business in the US;
- Operates primarily within the U.S. or makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor;
- Is independently owned and operated; and
- Is not dominant in its field on a national basis.

The business may be a sole proprietorship, partnership, corporation, or any other legal form. In determining what constitutes a small business, the definition will vary to reflect industry differences, such as size standards.

Size Standards

Since all federal agencies must use SBA size standards for contracts identified as small business, you need to select NAICS codes that best describe your business and then determine if the business meet size standards for the selected NAICS codes. Use our Size Standards Tool to find out if you qualify as a small business. Once you have determined you are indeed a small business, you can then Register as a Government Contractor.

Size Determinations

One of the first steps in becoming a government contractor is to accurately determine if you



can qualify as a small under SBA size standards. In other words, you must be defined as a small business when submitting proposals for small business contracts.

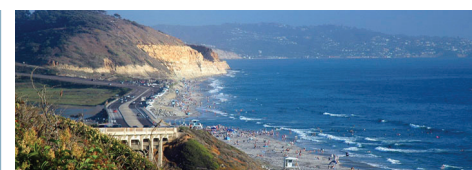
Since all federal agencies must use SBA size standards for contracts identified as small business, you need to select NAICS codes that best describe your business and then determine if the business meet size standards for the selected NAICS codes. SBA size standards are usually stated either in number of employees over the past 12 months, or average annual receipts over the past three years – whichever number repre-

sents the largest size of your business right now (including subsidiaries and affiliates). This number is what you will be using to remain classified as a small business for SBA and to bid on federal contracting programs. Size standards are available for every private sector industry in the U.S. economy, with the North American Industry Classification System (NAICS) used to identify the industries.

The steps are simple to determine your size:

- Find your NAICS code. Go to the NAICS section of the Bureau of the Census web-

Continued on page 6



Sub-Bids Requested From Qualified
MBE/WBE/SBE Subcontractors & Suppliers

**Water Recycling Program Facilities Plan
Development Project**
Location: Sacramento, CA
Bid Date: February 8, 2013

RMC Water & Environment
(925) 627-4100

See page 3 for the Full Ad ▶

Tutor Perini Corporation
(818) 362-8391



**In response to the City and County of
San Francisco Municipal Transportation
Agency's (SFMTA) Small Business Enterprise
(SBE) program, request Sub-bids from
qualified Small Business Enterprises (SBEs) for**

**Third Street Light Rail Program Phase 2 –
Central Subway Stations, Surface,
Track and Systems • Contract 1300**
BIDS DUE MARCH 19, 2013 AT 3:00 PM

See page 3 for the Full Ad ▶

This is a Complimentary Copy. Paid subscribers receive first class mail.

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On June 28, 2012 San Francisco Board of Supervisors designated the Small Business Exchange newspaper as a minority outreach newspaper for the following communities for FY 12-13:

• AFRICAN AMERICAN • CHINESE • HISPANIC



U.S. Transportation Secretary LaHood Announces That He Will Not Serve for a Second Term

This morning, Secretary Ray LaHood announced to the employees of the U.S. Department of Transportation that after serving for four years in President Obama's Cabinet, he would not be staying on for the second term. The Secretary sent the following email to DOT employees across the country, informing them of his plans:

"I have let President Obama know that I will not serve a second term as Secretary of the U.S. Department of Transportation. It has been an honor and a privilege to lead the Department, and I am grateful to President Obama for giving me such an extraordinary opportunity. I plan to stay on until my successor is confirmed to ensure a smooth transition for the Department and all the important work we still have to do.

As I look back on the past four years, I am proud of what we have accomplished together in so many important areas. But what I am most proud of is the DOT team. You exemplify the best of public service, and I truly appreciate all that you have done to make America better, to make your communities better, and to make DOT better.

Our achievements are significant. We have put safety front and center with the Distracted Driving Initiative and a rule to combat pilot fatigue that was decades in the making. We have made great progress in improving the safety of our transit systems, pipelines, and highways, and in reducing roadway fatalities to historic lows. We have strengthened consumer protections with new regulations on buses, trucks, and airlines.

We helped jumpstart the economy and put our fellow Americans back to work with \$48 billion in transportation funding from the American Recovery and Investment Act of 2009, and awarded over \$2.7 billion in TIGER grants to 130 transportation projects across the Nation. We have made unprecedented investments in our nation's ports. And we have put aviation on a sounder footing with the FAA reauthorization, and secured funding in the Moving Ahead for Progress in the 21st Century Act to help States build and repair their roads, bridges and transit systems.

And to further secure our future, we have taken transportation into the 21st century with CAFE Standards, NextGen, and our investments in passenger and High-Speed Rail. What's more, we have provided the U.S. Merchant Marine Academy with the funding and leadership it needs to prepare a new generation of midshipmen to meet our country's rapidly-evolving defense and maritime transportation needs.

Closer to home, we also have made great strides. In December, the DOT was recognized as the most improved agency in the entire Federal government in the 2012 "Best Places to Work" rankings published by the Partnership of Public Service. Even more impressive, DOT was ranked 9th out of the 19 largest agencies in the government.

Each of these remarkable accomplishments is a tribute your hard work, creativity, commitment to excellence, and most of all, your dedication to our country. DOT is fortunate to have such an extraordinary group of public servants. I look forward to continuing to work with all of you as the selection and



Ray LaHood, U.S. Transportation Secretary

confirmation process of the next transportation secretary moves forward. Now is not the time to let up - we still have a number of critical safety goals to accomplish and still more work to do on the implementation of MAP-21.

I've told President Obama, and I've told many of you, that this is the best job I've ever had. I'm grateful to have the opportunity to work with all of you and I'm confident that DOT will continue to achieve great things in the future.

Thank you, and God bless you."

Source: U.S. Department of Transportation

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AWARDS

- CITY OF LOS ANGELES Black Business Association, Outstanding Entrepreneur Mayor's Advisory Board, Outstanding Achievement as a Vendor/Supplier
- COUNTY OF LOS ANGELES Black Business Association, Outstanding Entrepreneur
- NAMCSC MINORITY ADVOCATE
- SAN FRANCISCO BAY AREA BACCOA Champion of Diversity

MEMBERSHIPS



ISSN 0892-5992

SBE is a certified DBE - CA UCP Firm #5988

CALIFORNIA SUB-BID REQUEST AD

REQUESTING SUB-BIDS From All Qualified Community Business Enterprise (Minority/Women/Disadvantage/Disabled Veteran Owned Business Enterprise) Subcontractors/Sub-consultants/Suppliers/Vendors registered with the County of Los Angeles

Will Rogers Coastline View Pier and Parking Lot Improvement Project
Specification No. 5360; C.P. NOS. 69225/70869

Owner: County of Los Angeles Department of Public Works

Reyes Construction is requesting bids for:

Subcontractors: Asphalt Paving, CIDH Foundation Piles, Dirt Import, Demolition, Earthwork, Electrical, Fencing & Railing, Guardrail, Hazardous Waste Removal, Landscape, Minor Concrete, Reinforcing Steel, Rock-Scape Shotcrete, Structure Concrete, Site Utilities, Steel Gates, Striping and Signage, Street Sweeping, Tieback Anchors, Traffic Control, and Trucking.

Suppliers: Aggregate, Asphalt, ADA Truncated Domes, Concrete, Concrete Supplies, Concrete Forms, Class II Aggregate Base, Concrete Washout Bins, Filter Fabric, H Pile, Miscellaneous Metals, Monument Plaque, Precast Concrete Pedestrian Bridge, PVC Pipe, RCP, Rip Rap, SWPPP/BMP Materials, and Stormwater Filtration Unit.

BID DATE: February 12, 2013 @ 10:45 am

Reyes Construction, Inc.

State License Number 507561

1383 S. SIGNAL DRIVE, POMONA, CA 91766 • Phone: 909.622.2259 • Fax: 909.622.3053

Contact: Estimating Dept Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

1.) <http://www.bidmail.com/Sublogin.aspx>

(To request an invite please email estimating@reyesconstruction.com)

2.) Contract Documents Available at Los Angeles County Public Works website

<http://dpw.lacounty.gov/go/constructioncontracts> Or obtained for \$75.00 from the

Cashier/Public Counter, Mazzanine, Department of Public Works

900 South Fremont Avenue, Alhambra, CA 91803

**Contractors, material, and services, and supplies vendors interested in becoming registered as a certified minority or women business enterprises may contact the Los Angeles County Office of Affirmative Action Compliance at (626) 943-5619. ** Please fax quotes to: 909.622.3053

Looking for Subcontractors, Vendors, and Suppliers?

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.

Call 1-800-800-8534
or visit us at www.sbeinc.com



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CALIFORNIA SUB-BID REQUEST ADS



Requesting Products and Services from Disabled Veteran Business Enterprises (DVBE)
Subcontractors & Suppliers

- Office Supplies, Testing Laboratory Supplies
- Test Drilling, Auto & Small Truck Maintenance

Various School District Projects

Please respond ASAP

John R. Byerly Incorporated

2257 So. Lilac Ave. • Bloomington, CA 92316 • Phone (909) 877-1324 • Fax (909) 877-5210

Contact: John Byerly

AEOE

**REQUESTING SUB-BIDS FROM QUALIFIED MBE/WBE/OBE
SUBCONTRACTORS/VENDORS FOR:**

ASPHALT CONCRETE AND CONCRETE PAVEMENT TRENCH RESURFACING – SPEC #0508

LOS ANGELES DEPARTMENT OF WATER AND POWER

Electronic Bid Date: Wednesday, Feb.13, 2013 at 2:00 p.m.

Sub-Bids Requested by Thursday, 2/7/2013 to allow time for review and negotiations

TRADES/MATERIALS: AC/Concrete Paving, Asphalt, CAB/CMB, Emulsion, Saw Cutting, Grinding, Truckers (to deliver materials & haul spoils), Pavement Striping, Steel Plates, Dump Sites, Street Sweeping, Installation of Traffic Loops, Ready Mix Plants, Traffic Control and/or Safety Equipment.

For Information on availability of plans & specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

PAVECO CONSTRUCTION, INC.

Contact: Greg Fleming

5049 Bleecker Street • Baldwin Park, CA 91706 • (626) 337-5589 • FAX: (626) 337-0549

E-mail: paveco@pavecoinc.com

Equal Employment Opportunity Employer

Paveco intends to seriously negotiate with qualified SBE/DVBE/MBE/WBE/OBE firms for project participation

Sub-Bids Requested From Qualified MBE/WBE/SBE Subcontractors & Suppliers

Water Recycling Program Facilities Plan Development Project

Location: Sacramento, CA

Bid Date: February 8, 2013

Seeking the following services:

Public Outreach, Agricultural Outreach, Biology Services, Economic Analysis, Regulatory Settings/Industrial

RMC Water and Environment

2001 N. Main Street, Suite 400 • Walnut Creek, CA 94596

Phone: 925-627-4100 • Fax: 925-627-4101

Contact: **Tamara Simbirdi**, Marketing Coordinator

Email: TSimbirdi@rmcwater.com

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBE's)
for the following project:

**Hwy 101 in Monterey County in and near Soledad from Salinas River Bridge to Camphora
Overcrossing near Gonzales • Caltrans Contract No. 05-0Q5704**

DBE Goal: 8% • Engineer Estimate: \$ 6,650,000 - 150 Working Days

Bids: February 6, 2013 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Electrical, Striping/Markers, Trucking, SWPPP, Erosion Control, Concrete Barrier Type 60, Concrete Minor (Veg.Control), Guard Rail, Clear & Grub, Signs- Roadside, Construction Area Signs, Traffic Control, Underground and Rumble Grind.

Scope of Work: Widen shoulder and construct concrete median barrier.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office from the Caltrans Website: <http://www.dot.ca.gov/hq/esc/oe/>. Contact **John Pitsch 925-606-2400** for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-192

An Equal Opportunity Employer

Requests for Certified Small Business, SDBE, WOSBE, HUBZone, Veteran-Owned Small Business & SDVOSB and all other Business Enterprise Subcontractor and/or Supplier Quotes:

Owner: USACE – Sacramento District

Project Name: Phase IV Folsom Joint Federal Project

Project Number: W91238-13-R-0001

City, California: Folsom, California

Bid Date: February 25, 2013 @ 3:00 P.M.

Subcontractor and Supplier Quotes are due NO LATER THAN Friday, February 15, 2013.

Kiewit requests the receipt of quotes completed on our supplied RFQ sheets.

Request sub quotes for (but not limited to): Administrative Personnel, Aggregate Supply, Aggregate Surfacing, Asphalt Paving, Asphalt Supply, Barrier Rail (MBGR), Expansion Joints, Dry Blasting and Underwater Blasting, Concrete & Cement Supply, Concrete (Structural), Concrete Curb & Gutter, Concrete Pumping, Concrete Reinforcement Supply & Install, Concrete Work, Dewatering, Drainage, Drainage Culverts, Drug Testing, Electrical, Engineering, Environmental, Erosion Control, Falsework/Scaffolding, Fencing & Gates, Fuel Supply, Geotechnical Services, Hazardous Mat Management/Remediation, Hydroseding, Landscaping, Lumber/Form Supply, Materials Testing (Laboratory) /Quality Control, Misc. Metal Supply, MOT Contractors/ Traffic Control, MOT Supply, Noise/Vibration Monitoring, Office Equipment, Office Supplies, Pipe Supply, Quality Assurance, Roadway Grinding & Milling, Rock Bolt/Rock Slope Stabilization, Safety Professionals, Safety Supplies, Sanitation Facilities, Signage, Site Security, Street Sweeping, Striping, Support of Excavation, Surveying, SWPPP, Temporary Power, Trash Service/Waste Disposal, Tree Removal, Trucking & Hauling, Utility Relocations, Water Truck, Waterway & Marine Construction.

IMPORTANT: The USACE has determined that all contract documents for this project are secured and cannot be shared outside your company. Request access to the Plans and Specifications as stated below.

To receive access to the contract documents it is required that interested bidders submit a request on company letterhead to Mr. Matthew Hancsarik via email at matthew.p.hancsarik@usace.army.mil with a CC to Anna Cayanan at anna.r.cayanan@usace.army.mil. This letter shall contain your formal request for access to the RFP documents and it should also indicate 2 emails the USACE can use to send you links for access to the documents. Once this request is received, log in instructions to the database will be provided.

All general inquiries to Kiewit should be directed to DBE Coordinator Mark Davidson at (707) 439-7381. 100% performance and payment bonds are required for this project.



KIEWIT INFRASTRUCTURE WEST CO.

Lic. #433176

Attn: **Mark Davidson** • Email: mark.davidson@kiewit.com

4650 Business Center Drive • Fairfield, CA 94534 • Phone: (707) 439-7300 • Fax: (707) 439-7301

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Tutor Perini Corporation

In response to the City and County of San Francisco Municipal Transportation Agency's (SFMTA)

Small Business Enterprise (SBE) program, request Sub-bids from qualified Small Business Enterprises (SBEs) for

**Third Street Light Rail Program Phase 2 – Central Subway Stations, Surface, Track and Systems
Contract 1300**

BIDS DUE MARCH 19, 2013 AT 3:00 PM

(818) 362-0443 (BID DAY ONLY) * (818) 362-8391 (ALL OTHER DAYS) * (818) 364-8128 (FAX)

Including, but not limited to, the following trades/materials:

50% SET-ASIDE SBE PARTICIPATION FOR OFF-HAUL TRUCKING

Additional SBE Scopes of Work include: Access Control & Intrusion Detection; Administrative Services/Personnel; Aggregate / Asphalt Suppliers; Anti-Static / Resilient Flooring; Archaeological Study; Asphalt Paving / Cold Planing; Building Protection & Survey; Cased Secant & Tangent Pile Walls; CCTV System; Chain Link Fences & Gates; Cleaning / Janitorial Services; Compensation Drilling & Grouting; Concrete (Furnish, Pump, Place & Finish); Concrete Paving (Curbs, Gutters, Sidewalks, Etc.); Concrete Reinforcing Steel; Concrete Unit Masonry; Construction Area Signs; Crystallized Glass Wall Panels; Decorative Metals; Demolition Building / Site; Dewatering – Wells / Treatment; Doors, Frames & Hardware; Drilled Micropiles; Earthwork / Excavation; Electrical; Elevators / Escalators; Erosion Control; Excavation Support; Fire Alarm & Detection; Fire Suppression; Flashing / Sheet Metal / Louvers; Fuel / Oil / Grease (FOG); Geotechnical Instrumentation / Monitoring; Glass & Glazing; Glass Fiber Reinforced Concrete (GFRC); Hazardous / Non-Hazardous Waste Handling & Disposal; Hazardous Material Abatement & Control; HVAC / Plumbing; Jet Grouting; Landscaping; Lath / Plaster / Drywall; Manhole Covers / Grating Adjustments; Materials Testing; Membrane Waterproofing; Metal Ceiling Systems; Metal Wall Panels; Minor Concrete / Structures; Misc. Metals / Railing/ Stairs; Noise / Vibration Monitoring; OCS (Overhead Catenary System); Painting & Coating; Pavers; Photographic Documentation; Point Supported Glazing; Precast Concrete; Public Address & Platform Display System; Public Address & Wayfinding System; Quality Control; Radio; Furnish Concrete; Resinous Matrix Terrazzo Flooring; Roadway Striping; Roofing; Security Services; Shotcrete; Signage; Slurry Wall; Steel & Ductile Iron Pipe / Fittings; Storm Water Pollution Prevention Plan (SWPPP); Structural Steel Fabrication; Structural Steel Installation; Surveying; Tactile Warning Surface & Rubbing Board; Temporary Pavement Markings; Temporary Power / Lighting; Thermal & Moisture Protection; Tiling; Trackwork; Traffic Control / Protection; Traffic Signalization & Lighting; Transportation & Disposal of Excavated Materials (Trucking); Underground Storage Tank Removal; Utilities; and Woods, Plastics & Composites.

**Bid documents are available from the SFMTA (415) 701-4278 or may be viewed at
Tutor Perini Corporation's office at 15901 Olden St., Sylmar, CA**

**Tutor Perini Corporation intends to conduct itself in good faith
with Small Business Enterprises regarding participation on this project**

**Note: Assistance will be given in obtaining bonds, lines of credit and/or insurance
As well as necessary equipment, supplies, materials or related services**

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CALIFORNIA SUB-BID REQUEST ADS

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

Eastridge Transit Center & Bus Improvements
Contract No.: C811 (12093)
Federal Grant No. CA-95X149
Owner: Santa Clara VTA
Engineers' Estimate: \$15,000,000.
BID DATE: February 12, 2013 @ 2:00 PM

Items of work include but are not limited to: Traffic Control, Survey, Clear & Grub, Striping, Electrical, Erosion Control, Minor Concrete, Fence, Landscape, MBGR, Underground and Trucking.

Granite Rock Company dba Pavex Construction Division 'Pavex' is signatory to Operating Engineers, Laborers, Teamsters, and Cement Masons unions. 100% payment and performance bonds in the amount of the subcontractors bid will be required from a qualified surety company. Bonding assistance is available. Pavex will pay bond premium up to 1.5%. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors are encouraged to contact Pavex Estimating for insurance requirements, or if any other assistance is needed. Subcontractors will be required to enter into our standard contract. Pavex intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company dba Pavex Construction Division is an equal opportunity employer.

Granite Rock Company DBA Pavex Construction Division
120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: **Paul Brizzolara** • Email: pbrizzolara@graniterock.com
We Are An Equal Opportunity Employer

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified SBE, LBE and DBE companies for the following project:

Transbay Transit Center – Structural Steel Superstructure
Contract No.: 08-04-CMGC-000
Trade Package# TG07.1
SBE/DBE/LBE Goal: 24%
Bid Date: March 7, 2013 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside,
or at www.transbaytransitcenter.org

Quotes requested for supplies and services including, but not limited to: Structural Steel, Bearings, Expansion Joints, Studs, Stay-in-place Forms, Welding, Trucking, Porta Sans, Fencing, QA/QC, Security, Surveying, Sound Monitoring,

All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 925098
P: (951) 684-5360 • Fax: (951) 788-2449 • Contact: **Huriel Gonzalez** • Email: huriel.gonzalez@skanska.com



I-805 North Improvement
Design Build Project
Caltrans Contract No: 11-2T2004

Current and ongoing procurement opportunities for the I-805 North project are available through the project procurement website: www.usa.skanska.com/I805North

Bid Packages available are: Construction Survey, Rebar, Structure Concrete, CIDH, Electrical, and Drainage Pipe

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site. If you need assistance, please contact **Dave Sharpnack** at 951-684-5360. UDBE and Non-UDBE subs are encourage to participate.

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A Joint Venture in Association with LAN | TY Lin

Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700

Procurement opportunities through Skanska-Shimmick-Herzog
will be diverse and ongoing.

Please visit: www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

Construction on State Highways in San Bernardino County in Chino, Ontario, Highland and Redlands on Route 83 and Route 210
District 8 on Route 83, 210
Contract No.: 08-0P3804
DBE Goal: 4%
Bid Date: Feb. 7, 2013 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside, at the California Department of Transportation website or by calling 916/654-7028.

Quotes requested for supplies and services including, but not limited to: Lead Compliance Plan, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Pavement Marking, Temporary Traffic Stripe, Portable Changeable Message Signs, Hot Mix Asphalt, Tack Coat, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Pavement Markers, Cold Plane Asphalt Concrete Pavement, Micro Surfacing, Inductive Loop Detectors

All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. 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. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 925098
P: (951) 684-5360 • Fax: (951) 788-2449 • Contact: **Tom Mehas** • Email: Tom.Mehas@skanska.com

REQUEST FOR SMALL BUSINESS ADMINISTRATION CERTIFIED
SMALL, SMALL DISADVANTAGED, WOMAN OWNED, VETERAN OWNED,
SERVICE DISABLED VETERAN OWNED SMALL AND HUBZONE BUSINESS
SUBCONTRACTORS AND SUPPLIERS FOR:

Folsom Dam Modifications Phase IV
Joint Federal Project
Solicitation W91238-13-R-0001

Construct the Spillway Chute and Stilling Basin on the downstream side of the new spillway including upstream Approach Channel, Cut Off Wall and Control Structure at Folsom Dam.

BID PROPOSAL SUBMITTAL DATE: FEBRUARY 25, 2013 at 12:30 PM

We are soliciting quotes for the following items of work, including, but not limited to: CAS/ROADWAY SIGNS, CLEAR & GRUB, EROSION CONTROL, AC PAVING, CIDH, REBAR, SHOTCRETE, TIE BACK ANCHORS, TIE DOWN ANCHORS, ERECT STEEL STRUCTURES, FENCING, STRIPING, ELECTRICAL, DRY BLASTING AND UNDERWATER BLASTING, DREDGING, SUPPLY AGGREGATES: ROCK, SAND, CLASS II BASE & RIP RAP, READY MIX, CONCRETE PUMPING, FURNISH STRUCTURAL STEEL AND MISC METALS, SUPPLY UNDERGROUND PIPE PRODUCTS, TRUCKING & HAUL AGGS, SWPPP PLAN & SWPPP MATERIALS, TRAFFIC CONTROL, PROCESS AND CRUSH AGGREGATES, WATER TRUCKS, VIBRATION MONITORING, MATERIAL TESTING, SITE SECURITY AND TEMP POWER.

THIS IS A PROPOSAL SUBMITTAL AND WE MUST HAVE YOUR QUOTES NO LATER THAN 1 PM ON FRIDAY FEBRUARY 22ND, 2013

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

100% performance and payment bonds by an admitted surety will be required for the full amount of the subcontract bid price. Bonds are subject to approval by Flatiron. Flatiron will pay bond premium up to 2.0%. Worker's Compensation Waiver of Subrogation required. Please contact Flatiron for bonding and insurance requirements, or if any other assistance is needed. Quotations must be valid for same duration as specified by owner for contract award. Plans, specifications and project requirements may be reviewed at our office by appointment only.

The Army Corp has stated the contract documents for this project are security sensitive and cannot be shared outside your company. Access to Plans/Specs by interested bidders may be requested by submitting a formal written request on your company letterhead to Matthew Hancsarik via email at matthew.p.hancsarik@usace.army.mil and a cc email to Anna Cayan at anna.r.cayan@usace.army.mil. Your formal request letter must contain 2 emails the Army Corp can use to send you secure links for access to the project documents. Flatiron will work cooperatively with Subcontractors and suppliers for all bid items you are licensed and qualified to perform.

FLATIRON WEST – SUKUT CONSTRUCTION JOINT VENTURE

2100 Goodyear Rd • Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
Email quotes to: FWNCBID@flatironcorp.com
WE ARE AN EQUAL OPPORTUNITY EMPLOYER

CALIFORNIA SUB-BID REQUEST ADS

Requesting Statements of Qualifications (SOQs) from qualified Community Business Enterprises (CBEs), such as business enterprises owned by disabled veterans, disadvantaged business enterprises, along with minority and women-owned business enterprises for:

REQUEST FOR PROPOSALS

SELECT LIST OF CONSULTANTS FOR DESIGN, INSPECTION, AND RELATED ENGINEERING SERVICES FOR THE LOS ANGELES COUNTY WATERWORKS DISTRICTS AND WATER SYSTEMS

Los Angeles County Department of Public Works

Bid Deadline: February 13, 2013

Subcontracting Opportunities include: Water Storage & Conveyance; Groundwater Investigations, Hydrogeology, Aquifer Storage & Recovery and Well Design; Regulatory Permitting; Environmental Compliance; Traffic Control Design; Geotechnical Services; Water Quality Treatment & Monitoring Services; General Civil & Survey; and Public Relations.

All interested companies must contact

Leneyde Chavez,

CAROLLO ENGINEERS,

**199 S. Los Robles Avenue, Suite 530,
Pasadena CA 91101**

Telephone: (626) 535.0180

Facsimile: (626) 535.0185

lchavez@carollo.com

as soon as possible to receive SOQ requirements. All SOQs are due **Thursday, February 7, 2013.**

Hazen and Sawyer, P.C. is Seeking Qualified CBE Subcontractors/Vendors for:

A SELECT LIST OF CONSULTANTS FOR DESIGN, INSPECTION, AND RELATED ENGINEERING CONSULTANTS FOR THE LOS ANGELES COUNTY WATERWORKS DISTRICTS AND WATER SYSTEMS

Owner: County of Los Angeles Department of Public Works

Location: Greater Los Angeles

Visit Web Page for the RFP: [ftp://dpwftp.co.la.ca.us/aedproj/1c9/RFP/RFP.pdf](http://dpwftp.co.la.ca.us/aedproj/1c9/RFP/RFP.pdf)

Proposal Due: February 13, 2013, at 3 PM PST

Qualifications will be accepted until 5 PM PST on Wednesday, February 6, 2013

Seeking statements of qualifications from Community Business Enterprises (CBEs) with demonstrated expertise and experience in Southern California in the following work areas, but not limited to, those listed: **Groundwater Investigations, Environmental Compliance, Archaeologist/Native American Consultant, Arborist/Oak Tree Biotic Specialists, Biologists, Security Systems, Traffic Control Design, Geotechnical Services, Survey, Hydrogeological Studies, Aquifer Testing, Water Rate Design and Restructuring, Financial Analysis of a Water Utility Business, Water Transfers and Wheeling Agreements, Grant Writing, Printing, Public Outreach, Safety Equipment, and Supplies.** For information concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please email Megan Yoo. For additional information regarding the work areas, please refer to the RFP. Statements of qualifications and any questions should be submitted to Megan Yoo via email.

Hazen and Sawyer, P.C.

1150 S. Olive St, Suite 475, Los Angeles, CA 90015

Contact: **Megan Yoo**, myoo@hazenandsawyer.com

An Equal Opportunity Employer

SAN FERNANDO VALLEY FAMILY SUPPORT CENTER COMMUNITY BUSINESS ENTERPRISE SOLICITATION FOR INTEREST

McCarthy Building Companies, Inc. is conducting an outreach event for the new **San Fernando Valley Family Support Center** to be built in Van Nuys, California.

McCarthy continues to strive in exceeding Community Business Enterprise goals for all projects we deliver. We are looking for interested qualified Minority, Women, Disadvantaged and Disabled Veteran business enterprises to provide their interest in providing bids for the Design/Build San Fernando Valley Family Support Center.

On Tuesday, February 5, 2013, McCarthy Building Companies, Inc. will conduct a Subcontracting Outreach for prospective Community Business Enterprises, for the design/build (D/B) construction of the new San Fernando Valley Family Support Center, Van Nuys, CA. The Subcontracting Outreach will be held from 2:00 p.m. to 4:30 p.m. at the Van Nuys-North Sherman Oaks WorkSource Center, 15400 Sherman Way, #140, Van Nuys, CA 91406.

The County of Los Angeles has adopted a Community Business Enterprise (CBE) Program available for review at Public Works, which includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority and women-owned business enterprises. The County has established an aspirational goal that 25% or all County contract dollars shall go to certified CBEs for the design and construction of a new San Fernando Valley Family Support Center, Van Nuys, California. The Project involves the design and construction of an approximately 212,000 gross square foot office building, and a 1,248 car parking structure, in Van Nuys, California. The site is a 6.77 acre site to be fully developed. The site is occupied by a single existing 5 story building (to remain). The site is on the southwest corner of Satcoy Street and Van Nuys Boulevard, in the San Fernando Valley.

The **Community Business Enterprise Subcontracting Outreach** is intended to affirm the McCarthy Building Companies, Inc. recognition of the talent that exists in the small business community and its commitment to opening a dialog between that community and McCarthy for this project. McCarthy is committed to a meeting the goals of the County for total subcontracted dollars within the following categories: **Minority, Women, Disadvantaged and Disabled Veteran** business enterprises. This event is designed to help identify construction resources in the local community.

Prospective Community Business Enterprise subcontractors will be given an opportunity to network with McCarthy Building Companies, Inc. and additional key team members and to learn about subcontracting opportunities. It is anticipated that this Community Business Enterprise Outreach will assist McCarthy Building Companies, Inc. in identifying qualified subcontractors to meet the subcontracting goals listed above for this project.

Questions about this **Community Business Enterprise Subcontracting Outreach** should be directed to Scott Lawrence, Project Director, via email at slawrence@mccarthy.com or Rick Lloyd, Preconstruction Director at rlloyd@mccarthy.com. Tel: (949) 851-8383, Fax: (949) 756-6841

McCarthy Building Companies, Inc.

License # 411173

20401 S.W. Birch St, Suite 300, Newport Beach, CA 92660

Ph (949) 851-8383/Fax (949) 756-6841

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Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the
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With a monthly readership of **45,000**, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.



Call **1-800-800-8534**
or visit us at **www.sbeinc.com**

Broadway Sansome Apartments – Special Inspections & Testing RFP (255 Broadway Street, SF)

Broadway Sansome Associates, L.P.,

a California Limited Partnership is soliciting proposals for only **SPECIAL INSPECTIONS & TESTING** for the construction of an affordable housing development located at the corner of Broadway and Sansome.

This project, located at 255 Broadway Street, has a mat slab and 2 concrete podiums with 1 floor of metal stud framing and 7 floors of wood framing. When complete, the building will contain 75 residential units comprised of studios, 1, 2 and 3 bedroom units. The basement and level 1 will contain some common area, retail space, and offices. There will be roof decks at levels 6 and 7 and an exterior courtyard at level 1. Total area is approximately 88,000 SF.

This project is funded in part by the MOH/HRC. As such, the HRC's LBE, Construction Workforce and Prevailing Wage Policies apply.

Voluntary Pre-Bid Meeting

Date: 02/06/13 @ 10 AM

Location: Cahill SF Office 425 California Street, Suite 2200

Broadway & Sansome - Testing Proposals

Due Date: 02/20/13 @ 2 PM

Plans and Specs can be downloaded from Cahill's FTP site by going to the link below:

<https://cahillcontractors.box.com/s/7ks2rgtn1hs30g4lcs9k>

CAHILL CONTRACTORS, INC.

Contact: **Casey Kasten** (ckasten@cahill-sf.com)

Phone: 415-986-0600

Sub-Bids Requested From Qualified M/W/S/LBE Certified Firms Subcontractors & Suppliers

This is a PLA Union Project.

This is a LEED project.

MISSION BAY BLOCK 5 & 11

Mixed Use/Apartment Complex

Bid Date: February 11, 2013 @ 12:00 PM

**Location: 701 China Basin Street,
San Francisco, CA**

Scope : Project consists of the completion of the 'Block 5' 311,954 sqft complex containing 172 units of market rate apartments, ranging from 550 sqft studios to 1,250 sqft lofts, and 16,000 sqft of retail with a 185 car garage and 'Block 11' 312,389 sqft complex containing 188 units of market rate apartments, ranging from 540 sqft studios to 1,380 sqft lofts, and community spaces with a 185 car garage. The project is supported by piles and consists of 4, 5, & 6-story residential buildings over 2 levels of parking. The levels above the podium slab will be Type III and V construction.

The project has been partially completed. The piles are complete, the methane gas mitigation system is complete, and parking structure concrete is partially complete. Detailed description of work to be completed by trade will be issued during the bid as an addendum.

Plans may be viewed/downloaded on our

website: www.tricorphearn.com

Username: **subcontractor** Password: **tricorpsub**

Turner / Tricorp a Joint Venture

11281 Pyrites Way, Suite A • Gold River, CA 95670

PH: 916.779.8010 • FAX: 916.779.8011

Estimator: Ryan Smith

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SAN FRANCISCO BAY AREA

Mayor Lee Declares “Red & Gold” Week in San Francisco

City Celebrates 49ers Pride as Hometown Team Advances to Super Bowl XLVII in New Orleans

Mayor Edwin M. Lee declared “Red & Gold” Week in San Francisco, encouraging fans and local businesses to show their 49ers pride for this weekend’s Super Bowl by wearing Red & Gold or displaying signs, flags or any form of support for the hometown team. The San Francisco 49ers will play the Baltimore Ravens in New Orleans at 3:30pm Pacific on Sunday, February 3rd. This is the sixth time the 49ers have played in the Super Bowl, and the first appearance since the 1994 season.

“By winning the NFC Championship and advancing to the Super Bowl, the San Francisco 49ers have done what no other Niners team has done in nearly two decades,” said Mayor Lee. “Let’s show our Red & Gold Niners pride in our schools, our businesses and our homes to celebrate the culmination of their ‘Quest for Six’ and cheer them on as they work to bring another Vince Lombard Trophy back to the San Francisco Bay Area. Go Niners!”



Mayor Lee was joined today by San Francisco Police Chief Greg Suhr, Fire Chief Joanne Hayes White and his Invest in Neighborhoods team to visit merchants in the Mission District to highlight City efforts to respond to the outcome of the game on Sunday.

Mayor Lee has also raised the 49ers team flag off City Hall’s balcony since the beginning of the playoff season and ordered City Hall, the Ferry Building, the International Terminal at San Francisco International Airport (SFO) and other buildings in the City lit in Red & Gold to reflect the City’s enthusiasm and passion for the San Francisco 49ers.

Mayor Lee is encouraging 49ers fans from across the Bay Area to frequent their neighborhood establishments to watch the Super Bowl game, and no matter what the outcome, to treat our City with dignity and respect. Wherever fans choose to watch the game, remember to be safe and practice good sportsmanship. The 49ers

embody the value of teamwork and sportsmanship, and rivalries should always remain on the football field.

Source: City and County of San Francisco

Am I a Small Business?

Continued from page 1

site. Identify the NAICS code(s) that best describe(s) your business activities. Also see Identifying Industry Codes for more helpful resources.

- Determine your Industry’s size standard using the Table of Small Business Size Standards. Match your NAICS code(s) with the appropriate size standard(s)

You can also use our Size Standards Tool to find out if you qualify as a small business.

Your Business Size and Bidding

When bidding for federal government contracts, on the date of your bid you cannot exceed the small business size standard that the procuring agency’s contracting officer is specifying for the contract. That may or may not be your principal activity or primary industry. As long as you meet the size standard for that contract, you can qualify as a small business.

For all other small business programs, you cannot exceed the size standard for your primary industry, which is generally the industry that accounts for the largest source of receipts. Check out the Summary of Size Standards by Industry for more information on your business’ industry size standards.

Office of Size Standards
409 3rd St., SW
Washington, DC 20416
Phone: (202) 205-6618
Fax: (202) 205-6390
E-mail: sizestandards@sba.gov

Summary of Size Standards by Industry

Size guidelines define the maximum size that a firm (including its affiliates) can be to qualify as a small business for most SBA programs.

Size standards usually are a measure of a business’s number of employees or its average annual receipts.

Based on those criteria, the SBA has established the following common standards for a small business, depending on its North American Industry Classification System (NAICS) code:

- 500 employees for most manufacturing and mining industries, and
- \$7 million in average annual receipts for most non-manufacturing industries.

There are many exceptions, but these are the primary size standards for most industries. For complete information on size standards, see the SBA’s Small Business Size Regulations (13 CFR Part 121) or the Table of Small Business Size Standards.

Size Standards for principal NAICS Sectors

Construction

- General building and heavy construction contractors: \$33.5 million
- Special trade construction contractors: \$14 million
- Land subdivision: \$7 million
- Dredging: \$20 million

Manufacturing

- About 75 percent of the manufacturing industries: 500 employees
- A small number of industries: 1,500 employees
- The balance: either 750 or 1,000 employees

Mining

- All mining industries, except mining services: 500 employees

Retail Trade

- Most retail trade industries: \$7 million
- A few (such as grocery stores, department stores, motor vehicle dealers and electrical appliance dealers) have higher size standards, but none above \$35.5 million (or 200 employees for New Car Dealers only).
- Retail Trade NAICS codes and their size standards do not apply to Federal procurement of supplies. For Federal contracts set aside for small businesses a concern that supplies a product it did not manufacture (which is what a retailer would do) is a “nonmanufacturer.” To qualify as small for Federal government contracting, a nonmanufacturer must: 1) have 500 or fewer employees; 2) be primarily in the wholesale or retail trade and normally sell the type of the item(s) being supplied; 3) take ownership or possession of the item(s) with its personnel, equipment or facilities in a manner consistent with industry practice; and 4) supply the end item of a United States small business manufacturer, processor or producer or obtain a waiver of such requirement pursuant to SBA’s regulations. This is called the “nonmanufacturer rule.” This rule does not apply to supply contracts of \$25,000 or less that are processed under Simplified Acquisition Procedures.
- For SBA’s financial assistance and other Federal programs the Retail Trade size standards apply.

Services

- Most common: \$7 million
- Computer programming, data processing and systems design: \$25.5 million
- Engineering and architectural services and a few other industries have different size standards

- The highest annual-receipts size standard in any service industry: \$35.5 million

Wholesale Trade

- For loans and all other Federal government programs: 100 employees is the size standard for all wholesale trade industries.
- However, for Federal contracts set aside for small businesses a concern that supplies a product it did not manufacture is a “nonmanufacturer.” To qualify as small for Federal government contracting, a nonmanufacturer must: 1) have 500 or fewer employees; 2) be primarily in the wholesale or retail trade and normally sell the type of item being supplied; 3) take ownership or possession of the item(s) with its personnel, equipment or facilities in a manner consistent with industry practice; and 4) supply the end item of a United States small business manufacturer, processor or producer or obtain a waiver of such requirement pursuant to SBA’s regulations. This is called the “nonmanufacturer rule.” This rule does not apply to supply contracts of \$25,000 or less that are processed under Simplified Acquisition Procedures.

Other NAICS Sectors and Industries

- Other NAICS Sectors include Agriculture; Transportation and Warehousing; Information (such as telecommunications); Utilities; and Finance, Insurance and Real Estate.

Because of a wide variation in the structure of industries in these Sectors, there is no common size standard pattern.

Website: <http://www.sba.gov/content/small-business-size-standards>

Source: U.S. Small Business Administration

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5pm Mondays



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CALIFORNIA PUBLIC LEGAL NOTICES



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1951J
(ID No. FCE13026)

VARIOUS LOCATIONS PAVEMENT RENOVATION NO. 16, SEWER REPLACEMENT, AND WATER MAIN INSTALLATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on February 27, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St., 4th Fl, S.F., CA 94103, tel 415-554-6229, for a non-refundable \$ 15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work is pavement renovation, curb ramp construction, sewer main replacement, and water main installation at various locations in S.F., including traffic routing, trench excavation and support, and all other related work. The time allowed for completion is 330 consecutive calendar days. The Engineer's estimate is in excess of \$2,600,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280. Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work. The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to HRC Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **February 11, 2013, 1:30 p.m.**, 1680 Mission St., 3rd Floor. For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award. **Class "A"** license required to bid.

In accordance with SFAC Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Dept. of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance. Right reserved to reject any or all bids and waive any minor irregularities.

1/31/13
CNS-2437378#
SMALL BUSINESS EXCHANGE

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco, sealed bids for a lump sum contract are invited for the following Work:

HSE INDUSTRIAL HOT WATER HEATER REPLACEMENT

Project No.: **M0610** / Contract No.: **S00439**

DESCRIPTION OF WORK:

Project includes materials, products, equipment, labor, devices and incidentals necessary and required for the HSE Industrial Hot Water Heater Replacement. Work includes, but is not limited to providing and installing (2) vertical single wall semi-instantaneous steam to water heat exchangers at HSE. The water heaters are located at HSE level 1. The scope includes isolation and removal of (2) existing storage type water heaters, associated piping and components. Install new heat exchangers as shown on drawings.

BIDDER QUALIFICATIONS: To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualification documents as an attachment to the Bid Form.

PROCEDURES:

Bidding Documents will be available at **10:00 AM, January 31, 2013** and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)
1855 Folsom Street, Room 135
San Francisco, CA 94103
Contact Persons: Ben La (415) 476-5030
(9:00 AM – 5:00 PM)
Customer Service Line (415) 514-2054 (before & after working hours) Fax No. (415) 476-8278
Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>
Click on the UCSF Documents, Media & Mail button

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on **February 6, 2013** beginning promptly at **10:00 AM**. Participants shall meet at **UCSF Campus – Parnassus Location, School of Nursing (SON), Room N-423, 513 Parnassus Avenue, San Francisco, CA 94143**. Only bidders who participate in both the Conference and the Job Walk in their entirety will be allowed to bid on the Project as prime contractors. For further information, contact University's Project Manager **Conor Neville** at **(415) 476-8285**.

Bids will be received only at Minnesota St. Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107-3027. Phone: (415) 476-5343. Bid Deadline: Sealed bids must be received on or before **3:00 PM, February 21, 2013**.

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 Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the non-discrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid:

LICENSE CLASSIFICATION:
Plumbing Contractor

LICENSE CODE: C36

ESTIMATED CONSTRUCTION COST:
\$95,000 - \$130,000

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
University of California, San Francisco
January, 2013

UC IRVINE

ANNOUNCEMENT TO PREQUALIFIED PROPOSERS

UC Irvine (UCI) invites prequalified Proposers to submit proposals for the **Sue & Bill Gross Hall 4th Floor Build-Out, Project No. 994040. Maximum Acceptance Cost: \$6,500,000.**

DESCRIPTION OF WORK: Build-out approximately 12,600 gsf / 10,600 asf of tenant improvements in the unfinished shell space of the 4th floor of Sue & Bill Gross Hall. Existing shell space includes all structural elements; MEP capacity to serve the space and points of connections to all future systems; and lighting and fire suppression systems suitable for shell space. Tenant improvements to be built-out include open research wet labs; one large divisible conference room; and faculty offices. Project completion time: 300 Calendar Days

PROJECT DELIVERY: Design Build

PREQUALIFIED PROPOSERS: **J.R. Abbott Construction, Inc.**, Arcadia, CA 91006, (626) 462-9557; **Hathaway Dinwiddie Construction Company**, Los Angeles, CA 90017, (213) 236-0500; **LCS Constructors, Inc.**, Irvine, CA 92618, (949) 870-4500; and **Swinerton Builders**, Irvine, CA 92614, (949) 622-7000.

PROCEDURES: RFP avail **1/30/13, 4 PM**. Prequalified Proposers receive **2** sets at UCI Design & Construction Svcs, 101 Academy, Ste 200, Irvine, CA 92697. Purchase at C2 Reprographics, Costa Mesa, CA (949) 545-0112. Planrooms: F.W. Dodge (626) 930-8991 and Reed (800) 424-3996.

MANDATORY PREPROPOSAL CONFERENCE & SITE VISIT: **2/8/13, 2:00 PM**, UCI Gross Hall, 4th Flr Pre-Function Rm, Building 845 on Campus Map, Irvine, CA 92697.

PROPOSALS DUE: Technical Proposal, 3/20/13, 4 PM and Lump Sum Base Price Proposal, 3/21/13, 4 PM received only at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697, (949) 824-6630.

Required: **General Building Contractor – B**, California Contractors License and 10% bid bond from *admitted surety insurer (as defined in the California Code of Civil Procedure Section 995.120)*. The successful GC and its subs req'd to follow the nondiscrimination reqs set forth in the RFP and pay prevailing wage rates at the location of the Work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

Brenda Duenas, Principal Contract Administrator, (949) 824-9586, blduenas@uci.edu

Bid Board: www.designandconstruction.uci.edu



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2013-FT-9, San Francisco Ferry Terminal Gangway and Floats Service Life Extension**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, February 26, 2013 by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

The District seeks bids for service life extension to the gangways and floats at the San Francisco Ferry Terminal.

A non-mandatory pre-bid conference will be held at the San Francisco Ferry Terminal, 1 Ferry Plaza, San Francisco, CA on **Friday, February 1, 2013, at 10:00 a.m. PST**.

This is a Public Works Contract. The general prevailing rates of per diem wages and the general prevailing rates for regular (straight) time, holiday and overtime work in San Francisco County for each craft, classification and type of worker needed to execute the Contract shall be set forth in the current General Prevailing Wage Determinations made by the Director of Industrial Relations pursuant to California Labor Code Part 7, Chapter 1, Art. 2, Sections 1770, 1773, and 1773.1 and any amendments thereof. The current General Prevailing Wage Determinations are incorporated into the Contract, and are available at the California Department of Industrial Relations' website (www.dir.ca.gov/dlsr/DPreWageDetermination.htm). Should the general prevailing wage rates not specify a wage determination for a particular craft classification or type of worker, attention is directed to 8 CCR 16202(b) regarding petitioning the Director of the California Department of Industrial Relations for a special wage determination. The District has made no request for such determination as the District does not know the specific craft classifications or type of workers intended by Contractor for this project. The District has not established a labor compliance program. Responsibility for labor law enforcement remains with the Division of Labor Standards Enforcement.

The successful bidder shall furnish a performance bond and a payment bond.

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2013-FT-9.

To inspect and obtain Bid Documents or for additional information, please contact the Office of the Secretary of the District, by telephone at (415) 923-2223, by email at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013.

/s/ Janet S. Tarantino, Secretary of the District
Dated: January 31, 2013
1/31, 2/7/13
CNS-2437575#
SMALL BUSINESS EXCHANGE

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Visit www.sbeinc.com to learn how SBE can help your business succeed!

CALIFORNIA PUBLIC LEGAL NOTICES

HERRERO CONTRACTORS, INC.

ADVERTISEMENT FOR BEST VALUE
PREQUALIFICATION OF
SUBCONTRACTORS

PROJECT NOTICE
Herrero Contractors Incorporated, hereinafter called HCI, intends to award subcontracts to Plumbing and Electrical subcontractors by Best Value competitive bidding for the following project:

MISSION BAY ROCK HALL EMERGENCY DRAIN REMEDIATION
UCSF Project No.: M1622
HCI Project No.: 222-M
UNIVERSITY OF CALIFORNIA, SAN FRANCISCO

PREQUALIFICATION OF PROSPECTIVE BIDDERS:
The University and HCI have determined that Plumbing and Electrical subcontractors who plan to participate in the Best Value bidding process for this project must be prequalified in order to submit Best Value bids.

Prequalified subcontractors are required to have the following California subcontractor’s license classification:

Plumbing: C-36

Electrical (including fire alarm, data and telephone): C-10

GENERAL DESCRIPTION OF WORK:
The University has identified that under-slab plumbing and electrical systems in Rock Hall on the UCSF Mission Bay Campus have been compromised and require remediation, redesign and replacement. The scope will include both excavations under the building as well as interior and exterior renovation work to support relocated utility routes. Coordination with local public utilities servicing the building as well as installation of temporary/permanent utilities will be required. All work must meet building codes, and State and Federal guidelines.

The contract delivery method will be Design-Bid-Build for various Subcontractor Bid Packages, using a best value selection. The design and construction process will be organized using Lean Construction meth-

ods, and will leverage the advantages of an integrated team as much as possible. Cammisa & Wipf is the professional design engineering firm engaged by the University for the design of this project.

The Project site is located at 1550 4th Street, on the Mission Bay campus of UCSF.

Scope of Construction will include but is not limited to the following:

Demolition

- Excavation of the under-slab area below the building, to fully expose all plumbing, electrical, and telecommunications systems;
- Removal of existing under-slab plumbing, electrical, and telecommunications systems; removal and off haul of all excavation spoils.
- Removal of existing temporary electrical system

New Construction Scope

- Installation of new temporary plumbing and electrical systems, as needed to facilitate an occupied laboratory building;
- Installation of new under-slab plumbing systems, and new under-slab electrical for incoming PG&E feed, electrical building power distribution and telecommunication.
- Plumbing systems affected are sanitary sewer, lab waste, and storm drain; water, fire, fuel oil and gas plumbing systems will also require remediation;
- Installation of temporary measures for utilities, and coordination of construction activities and utility shutdowns while maintaining ongoing building operations.
- Coordination with local, state and federal agencies for confined space and mining and tunneling activities necessary to conduct work.
- Coordination and construction of structural components needed to support building during repair and replacement of utility systems.
- Installation of new permanent electrical & telecommunications distribution systems within first floor ceiling space of building;
- Repair and/or replacement of all building finishes to pre-existing conditions.

- Repair and/or replacement of all UCSF-owned and City of San Francisco-owned site improvements, to pre-existing conditions.
- Coordination with local city and public utilities for shutdown and connection purposes.
- Coordination with local agencies for access requirements from public right of way.

The current estimated construction costs for subcontractor scopes is in the following ranges:

Plumbing \$1,200,000

Electrical (Electrical, Data, Phone Fire Alarm): \$2,000,000

PREQUALIFICATION PROCEDURES:
Prequalification Documents will be available beginning January 31, 2013 at 10AM by requesting via e-mail to Lori Brown – lbrown@herrero.com with the following information:

Company name, address, phone no, fax no, e-mail address

Please reference Project No. M1622 in the subject line.

Any questions or requests for clarifications or interpretation of the Prequalification Documents must be submitted in writing to Michael Polan, Project Manager, Herrero Contractors, Inc. by EMAIL to mpolan@herrero.com by **5 PM, February 11, 2013**. Questions received after the above-noted deadline may be answered at the discretion of Herrero Contractors and the University.

Sealed questionnaires are to be received on or before **February 20, 2013 at 3 PM** at the office of Herrero Contractors, Inc. 2100 Oakdale Avenue, San Francisco, CA 94124. Phone: (415) 824-7675. Herrero Contractors will not accept completed questionnaires via FAX or Email. All prequalification questionnaires submitted must be sent so that they are received by Herrero Contractors on or before **February 20, 2013 at 3PM**.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the Herrero’s written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, HCI and the

University reserve the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

The dates, times, and location set for receiving and opening of bids will be set forth in an Announcement to Prequalified Bidders and Advertisement for Bids.

This project will be insured under a University Controlled Insurance Program (“UCIP”) providing workers’ compensation and employer’s liability insurance coverage, commercial general liability insurance coverage, and excess liability insurance coverage for Work performed on or at the Project site (“UCIP Coverages”). All insurance policies required to be obtained by subcontractor shall be subject to approval by HCI and the 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 rating by Standard and Poor’s or Moody’s.

The University and HCI reserves the right to reject any or all responses to Prequalification Questionnaires and to waive non-material irregularities in any response received.

The lowest responsible bidder will be selected on the basis of the Best Value to the University and HCI. The Best Value to the University and HCI will be determined using objective criteria described in the Bidding Documents with the resulting selection representing the best combination of price and qualifications.

Information submitted by the bidder shall not be open to public inspection to the extent that information is exempt from disclosure under the California Public Records Act (Chapter 3.5 (commencing with Section 6250) of Division 7 of the Title of the Government Code).

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 Bidder may be required to show evidence of its equal employment opportunity policy.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco
January, 2013

MBDA Business Center Spotlight: Puerto Rico

While most of the work the MBDA Business Center in San Juan, Puerto Rico does is conducted in Spanish, that is where the differences between it and the 40 other MBDA Business Centers across the country end. Just like the other MBDA Business Centers throughout the nation, the Puerto Rico MBDA Business Center works diligently to secure contracts for its clients and build wealth for its community. It also guides clients in putting together business strategies that will attract financing.

One recent example that stands out involved a business owner looking to open a jewelry store in the island’s biggest shopping mall. Confident that the endeavor would be a huge success, after being turned away by bank after bank, the owner contacted the MBDA Business Center.

“Banks were reluctant because it was a business proposition involving a luxury item during a time of economic uncertainty,” says Teresa Berríos, Project Director of the Puerto Rico MBDA Business Center. But the sharp eyes at the MBDA Business Center saw the bigger picture. This was not just any jewelry store. This was a store that would create a following within its targeted consumer base. Berríos and her team helped craft a funding proposal that persuaded one of the state-run financial institutions, the Economic Development Bank, to fund the project.

“We came up with a fantastic plan,” says Berríos, with resounding pride. Today, this jewelry store is a success story for the Pandora global jewelry chain—ranking as the number one concept store in North America. In its first six months, the store exceeded its first year’s revenue goals. It now grosses more than \$20 million in annual sales.

The Puerto Rico MBDA Business Center is operated by the Asociación Productos de Puerto Rico (P.R. Products Association). In FY2011, MBDA helped Puerto Rico minority-owned businesses obtain contracts totaling almost \$75 million and \$864,000 in capital. As a result of these contracts and capital, 112 new jobs were created.

Visit www.mbda.gov to learn more about our national network of MBDA Business Centers.

About this Center
The MBDA Business Center located in San Juan, Puerto Rico is operated by the Asociación Productos de Puerto Rico. The center is part of a national network of funded centers located in major cities throughout the United States. The center works with minority business enterprises to generate increased financing and contract opportunities and to create and retain jobs.



Performance Overview
In FY2011, MBDA helped Puerto Rico minority-owned businesses obtain 16 contracts totaling \$74,940,063 and \$864,000 in capital through three financial transactions.

For clients with gross annual revenues of \$500,000 or more, the MBDA Business Center completed 15 transactions totaling \$74,410,555. For clients with annual gross revenues below \$500,000, the MBDA Business Center completed four transactions totaling \$1,393,508.

MBDA assisted Puerto Rico minority-owned businesses in creating 112 new jobs in FY2011.

Source: The Minority Business Development Agency

SAN FRANCISCO FICTITIOUS BUSINESS NAMES

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348455-00

Fictitious Business Name(s):
Authenticity B. Designs
Address
1849 Larkin Street Unit 1, San Francisco, CA 94109
Full Name of Registrant #1
Brittany A. Haines
Address of Registrant #1
1849 Larkin Street Unit 1, San Francisco, CA 94109

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/9/2013.

Signed: Brittany Haines

This statement was filed with the County Clerk of San Francisco County on 1/23/13.

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

Filed: Susanna Chin
Deputy County Clerk
1/23/2013

1/24/13 + 1/31/13 + 2/07/13 + 2/14/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348627-00

Fictitious Business Name(s):
Cantata Coffee Shop
Address
1708 Haight Street, San Francisco, CA 94117
Full Name of Registrant #1
Tamar Farajian
Address of Registrant #1
101 Ulloa Street, San Francisco, CA 94127

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 2/3/2011.

Signed: Tamar Farajian

This statement was filed with the County Clerk of San Francisco County on 1/29/2013.

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

Filed: Susanna Chin
Deputy County Clerk
1/29/2013

1/31/13 + 2/07/13 + 2/14/13 + 2/21/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348375-00

Fictitious Business Name(s):
GRIO
Address
215 2nd Street 3rd Floor, San Francisco, CA 94105
Full Name of Registrant #1
Bitalign, Inc. (CA)
Address of Registrant #1
215 2nd Street 3rd Floor, San Francisco, CA 94105

This business is conducted by A Corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/1/2008.

Signed: Bradley Johnson

This statement was filed with the County Clerk of San Francisco County on 1/18/2013.

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

Filed: Melissa Ortiz
Deputy County Clerk
1/18/2013

1/24/13 + 1/31/13 + 2/07/13 + 2/14/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348505-00

Fictitious Business Name(s):
Sierra Schleppers
Address
400 2nd Avenue Apt #2, San Francisco, CA 94118
Full Name of Registrant #1
Orion Andreas Buxton
Address of Registrant #1
400 2nd Avenue Apt #2, San Francisco, CA 94118

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/24/2013.

Signed: Orion Buxton

This statement was filed with the County Clerk of San Francisco County on 1/24/2013.

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

Filed: Jennifer Wong
Deputy County Clerk
1/24/2013

1/31/13 + 2/07/13 + 2/14/13 + 2/21/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348210-00

Fictitious Business Name(s):
Spring Dental Lab
Address
818 Clay Street #2, San Francisco, CA 94108
Full Name of Registrant #1
Tran Thien Tuong
Address of Registrant #1
2061 Thomas Avenue, San Francisco, CA 94124

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/11/2013.

Signed: Tran Thien Tuong

This statement was filed with the County Clerk of San Francisco County on 1/11/2013.

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

Filed: Melissa Ortiz
Deputy County Clerk
1/11/2013

1/24/13 + 1/31/13 + 2/07/13 + 2/14/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348438-00

Fictitious Business Name(s):
Talent By Design
Address
201 Spear Street #1100, San Francisco, CA 94105
Full Name of Registrant #1
Darren Bagnall
Address of Registrant #1
5035 Nautilus Street #E, Oxnard, CA 93035

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on N/A.

Signed: Darren Bagnall

This statement was filed with the County Clerk of San Francisco County on 1/22/2013.

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

Filed: Susanna Chin
Deputy County Clerk
1/22/2013

1/31/13 + 2/07/13 + 2/14/13 + 2/21/13

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0348660-00

Fictitious Business Name(s):
The Gardenista
Address
249 4th Avenue #8, San Francisco, CA 94118
Full Name of Registrant #1
Alexandra Pappas
Address of Registrant #1
249 4th Avenue #8, San Francisco, CA 94118

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/30/13.

Signed: Alexandra Pappas

This statement was filed with the County Clerk of San Francisco County on 1/30/2013.

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

Filed: Susanna Chin
Deputy County Clerk
1/30/2013

1/31/13 + 2/07/13 + 2/14/13 + 2/21/13

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 12-549179

PETITIONER OR ATTORNEY
Phuong Vuong
921 Leavenworth Street, Apt 4
San Francisco, CA 94109

TO ALL INTERESTED PERSONS:
1. Petitioner Phuong Vuong for a decree changing names as follows:

Phuong Vuong changed to Shirley Vuong

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING
Date: February 26, 2013 Time: 9:00 AM Dept.: 514

3. A copy of this Order to Show Cause shall be published in Small Business Exchange, at least once each week for four successive weeks prior to the date set for hearing on the petition in the Small Business Exchange newspaper of general circulation, printed in this county.

SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102

DENNIS TOYAMA, Clerk
DATED - December 21, 2012

1/24/13 + 1/31/13 + 2/7/13 + 2/14/13

Start the New Year Organizing Your Office

A cluttered office space is not only inefficient, but can also be demoralizing. Looking at the stacks of papers and projects scattered across your desk can be a little overwhelming. There are many ways to cut down on clutter and organize your workspace to appear much more approachable. These tips and tricks should boost your productivity, as well as your mood.

The first thing to do is to create a filing system that works for you. This means physical files, not computer files. No matter how paper-free you attempt to be, there are always some things that must have a physical copy. Keeping your files organized is critical to maintaining a clean workspace. Use a label maker to create labels for your files, and group them in a way that makes sense to you.

The next step in organizing your office is to address your desk drawers. Start by emptying out your drawers and tossing any items that are not necessary. Group the remaining objects into a few categories, and place them into specific drawers for each set. While you're at it, take that label maker out again and make labels for the drawers as well.

If your office is filled with technology, there is a good chance that the wires are starting to get out of hand. Use zip-ties or other similar products to bundle wires together and keep them out of your way. Be sure to group them according to which device they attach to. You can also use colored zip-ties to color code your wire bundles.

Your desk is your prime work area, and space here is precious. Family photos, and other personal items, can leave you with little space left to get your work done. Move these items to other areas to reduce desk clutter. Hang pictures on the wall, and move bobble heads and other items to less valuable space, such as on top of a filing cabinet.

Finally, once unnecessary items have been removed, arrange your desk space for maximum efficiency. The items that you use the most, such as your computer and phone, should be front and center. Other items that are not used as often can be delegated to the outer reaches of your desk. This keeps them available when needed, but out of your way while you work.

These tips should help you organize your office for the new year. Of course, this won't mean a thing unless you keep it up all year round. Be sure to keep your office clean as you go, using those labeled folders and cabinets to keep your clutter to a minimum.

You can find more organization tools and supply at <http://www.image-supply.com>

Source: SBAloans-123.com

BANKING \$ FINANCE

Business Loans – What Lenders Look for and Tips for Winning Them Over

by Caron Beesley

Securing small business financing can be challenging. Whether you are just starting out or looking to grow, banks and lending institutions can be rigorous in their lending review practices.

For example, businesses with few assets to their name may find it hard to secure a traditional loan. Other business owners may not be able to provide the reassurance that lenders seek to alleviate their concerns that your business may fail and the loan won't get repaid. So when you approach a lender, it's just as important to understand the basis on which loans are made as it is to stack up your financials and business plan.

So what are lenders looking for in a potential loan applicant? Here's what you need to know.

Loan Applicants Need to Check off Several Boxes

What are loan officers looking for when approached about a loan? Here are some basic "must-haves" that the ideal candidate might be expected to evidence:

- That you have sufficient assets, financial reserves and personal collateral to endure business fluctuations (and still pay off your loan)
- As an existing business owner, you'll need to show that you have solid cash flow, sufficient to repay the loan

- New businesses need to evidence that they have a track record of profitability and success in a similar business endeavor

Let's face it, that's a tricky list for any prospective or existing small business! So what are your options? Proving your creditworthiness is still possible, with some planning and preparation.

How to Prove Your Creditworthiness

Bankers need to make money, and while they may have an ideal candidate in mind, even they have to compromise—this is where your opportunity lies. The trick is to demonstrate, using other means, that you are a creditworthy business owner. For example, if you are new to this business, can you show success in managing a similar business another field (even if you weren't the owner)? Perhaps you've owned or managed a profitable business in a different industry? Lending officers might be more agreeable to your application if you can show that you supplement your own experience with that of someone who also has success in the field.

Putting yourself in the lender's shoes is a good starting point. It's much like a job interview, where you form an understanding of the type of candidate the employer is looking for and prepare your application and anticipate questions accordingly. Ask yourself: "Why should this lender think my business can succeed where others have failed?" and have

a thorough answer prepared, plus a detailed explanation of how the money will be used and your plan for paying it off.

Step Back and Prepare

Key to this preparation is a solid business plan, good personal and business credit, and some expert help. The following SBA resources and tools can help guide you down this preparation path:

- **Build a Business Plan Online Tool** – Putting pen to paper to write a business plan isn't the easiest of tasks. Check out this new tool from SBA that guides small business owners through the process of creating a basic, downloadable business plan—and offers pointers on essential elements like cash flow and financial projections. The great thing about this tool is you can build a plan in smaller bites, save your progress and return at your leisure.
- **Clean Up Your Credit** – Business credit is an asset and considered an economic resource that makes up the financial foundation of a company. Lenders look for assets. SBA guest blogger Marco Carbajo blogs regularly about how to build your business and personal credit to help secure financing. Check out his article, *How To Build Business Credit For Your Start Up*, and view more of Marco's articles here (you'll need to log into the SBA Community to follow this link).

- **Consult an Expert** – Whether you need help finding the right loan for your business or a guiding hand that can help you through the application process, don't feel that you have to go it alone. Local Small Business Development Centers, Women's Business Centers, and SCORE (a mentoring organization for small businesses) can help you through the process. Find one of these groups in your community.

Can't Get a Business Loan? Consider Alternative Financing from SBA Loan Programs

If you or your lender decides that you aren't the right candidate for a traditional business loan, you still have options. Consider an SBA Loan Program. The SBA doesn't lend businesses money; instead, these programs take the risk away from the banks and encourage them to make loans to small business owners by guaranteeing part of the loan.

Check out these additional online learning resources that can help you navigate the SBA loan process:

- How to Prepare a Loan Package
- Video interviews with successful entrepreneurs who share the lessons they've learned about owning a small business and securing an SBA loan

Source: U.S. Business Administration

7 Methods to Get Your Customers to Pay On Time in 2013

Those unpaid invoices can be a real threat to your small business's financial health.

While big businesses can absorb the occasional unpaid bill, late payers pose more of a threat to smaller companies. So, how do you avoid them? Consider seven tried-and-true methods that have helped other small businesses get paid promptly:

Penalties: Start with a clear policy stating that late payments will incur a penalty. Let customers know that a small interest amount will begin to accrue following the due date if you haven't received any payment. Of course, if a customer has been prompt in the past, you can always decrease or waive the penalties if they agree to pay by a given date.

Discounts: Offering discounts—say, 5% off for people who pay in advance—both rewards good customers and pays you back in the form of saved administration costs.

Contracts: Some construction contractors include dispute-resolution language in their contracts to discourage clients from withholding payment over frivolous complaints. If checks don't arrive on time, contractors can let clients know they'll be starting an arbitration process that would require the client to cover their fair share of legal expenses—prompting them to pay up.

Up-front payment: Deposits, down payments and retainers can all help protect your business. For labor-intensive projects, try following the lead of custom quilter Rita Sheloff. She requires half up front and the rest when the job is complete. Once she receives a deposit, Sheloff says, "I send people an invoice that clearly states that the remaining balance must be paid before the product will be shipped out."

Good rapport: Customers are used to getting payment reminders from a stranger in accounting. However, at Orlando, Fla.-based ForTheFit.com, says president Consuelo Bova, "customers only hear from the sales staff, with whom they often have long-standing relationships. The personal attention they receive throughout the sales cycle makes our customers more apt to pay our bills on time."

Mixed methods: If you offer a variety of services, why not base payment agreements on the type of work a client receives? For speaking engagements, Hamilton Conn.-based business strategist Maria Marsala says she requires payment the day of the service to avoid the cost of following up.

But when doing consulting work, she says, "I use a 50-25-25 pricing structure: 50% up front, 25% mid-way and 25% at the end." By staggering payment, she allows more flexibility for the client while ensuring that products and expenses will be covered.

Negotiation: Sometimes it's worth negotiating a compromise that you can both accept. You should still set strict boundaries, but offer to lower your prices if it means maintaining business with desirable clients.

Source: National Federation of Independent Business





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2005

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1990

LA Mayor's Advisory Board, Office of Small Business Assistance - Mayor Tom Bradley

2007

National Assn. of Minority Contractors of Southern CA - Minority Business Advocate of the Year

1995

Black Business Association of Los Angeles - Outstanding Entrepreneur Award

1990

Minority Business Enterprise of the Year Award

"I have always had the peace of mind knowing that the Small Business Exchange has been 100% in compliance with the minority regulations from the various Owners that we bid projects with. The Small Business Exchange has a professional and competent staff and I have nothing but the highest praise for the Small Business Exchange."
- Skanska USA Civil West
California District Inc

"We have never been rejected for being out of compliance due to activity deliverables from SBE. That makes business for both entities much more profitable."
- Xerox Corporation

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- Expedient Energy

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."
- Atkinson Construction

"I know that when a representative of SBE, indirectly represents McCarthy contacts subcontractors – it is always with professionalism."
- McCarthy Building Companies, Inc.

"SBE has really added value to this whole operation."
- Unisys

Contact Us Today

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PDF format: <http://tinyurl.com/98so2ld>



SMALL BUSINESS EXCHANGE
phone: (415) 778-6250 • fax: (415) 778-6255 • email: sbe@sbeinc.com • website: www.sbeinc.com

Small Business Exchange, Inc.

AD ORDER FORM

FAX completed form to (415) 778-6255

INFORMATION TO APPEAR IN AD

SUB-BIDS REQUESTED FROM QUALIFIED: ☐ MBE ☐ WBE ☐ DBE ☐ DVBE ☐ OBE ☐ LBE ☐ UDBE

PROJECT: _____

PROJECT LOCATION: (City, County, or District) _____

PROJECT NUMBER: _____ BID DATE: _____

BID TIME _____ RESPOND BY: (if other than bid date) _____

COMPANY NAME: _____

ADDRESS: _____

CITY/STATE/ZIP _____

PHONE: _____ FAX: _____

CONTACT NAME: _____

FURTHER DESCRIPTION OR INFORMATION: _____

AEOE

PUBLICATION DATES (please check publication AND indicate date(s) to run ad in the space provided):

- ☐ SMALL BUSINESS EXCHANGE – Publishes every Thursday _____
☐ SBE TODAY – Publishes every Monday & Thursday _____
☐ INTERNET – www.sbeinc.com _____

PUBLICATION INFO: Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.

STANDARD SIZE: AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.

BILLING INFO: The invoice will be sent to the above address unless otherwise specified.

CHECK IF REQUIRED: ☐ ORIGINAL mailed Tearsheet @ \$2.00 ea. ☐ REDUCED mailed copy @ \$1.00 ea. ☐ WEBSITE Audit Statement @ \$1.00 ea.