

SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984



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San Francisco Port

Keeping it all afloat at the Port of San Francisco

By Cheryl Hentz

As Manager of Communications for the Port of San Francisco, Renée Dunn Martin is responsible for the overall communications activities within the Port including media relations, marketing, community outreach and special events. It's a position that she says comes with a high degree of visibility.

"San Francisco's waterfront has undergone a major transformation of change in the last 15 years and I feel privileged to be part of that change and growth for San Francisco," she says. "Of course, that growth of the waterfront makes my job very visible and high profile."

The growth of the waterfront was prompted by a local proposition in 1990 (Prop H) that put a moratorium on waterfront development. In 1997,

the Waterfront Land Use Plan – essentially a blueprint for development along the waterfront – was adopted by the Port Commission and Board of Supervisors.

"So for those 7 years or so they were working on the plan, and once it was adopted, the implementation of it began," she said. "From that time until now we've had development all along the waterfront, totaling a couple billion dollars in improvements and changes."

Some of those improvements will be discussed in a future article on the Port, but improvements notwithstanding, the San Francisco Port presents unique challenges in and of itself, just because of the kind of port it is. While it does handle a small amount of cargo, the Port is considered more of a people port, as opposed to most ports which tend to handle mostly or only cargo.

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About Renée Dunn Martin

Renée Dunn Martin is the Manager of Communications for the Port of San Francisco. She is responsible for the overall communications activities within the Port including media relations, marketing, community outreach and special events. Ms. Martin has managed the Communications Department for the Port since 1997 and she reports directly to the Executive Director.

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Commerce Partnership to Benefit Minority-Owned Exporters

Antwaun Griffin,
ITA's U.S. Commercial Service Deputy Assistant Secretary

Did you know that according to the latest U.S. Census Bureau data, minority-owned firms are twice as likely to export as other U.S.-owned businesses? The data indicates that minority-owned firms are best positioned to succeed and expand in the growing global economy. With 95 percent of the world's consumers outside of the United States, exporting enables businesses to boost their bottom line while building their international competitiveness. For many U.S. firms, international diversification has enabled them to weather changes in the economy much better

than if they had been selling only in their backyard.

That said, many more minority-owned firms could be exporting more. Many business owners that I meet don't export, in part because they believe exporting is too burdensome, or they're unaware of the various resources available to assist them. However, expanding your business through exporting is more viable today than ever before. If you have a good track record of selling in the United States, one of the most open and competitive markets in the world, you are likely a good candidate to make overseas sales.

In 2010, President Obama launched the National Export Initiative (NEI), aimed at expanding federal government-wide efforts to assist exporters while supporting millions of U.S. jobs.

These efforts have helped contribute to record U.S. exports culminating in an all-time high of \$2.2 trillion in 2012. As a result of the NEI, more and more businesses are taking advantage of key export tools and resources to expand their global market share.

U.S. Commerce Secretary Penny Pritzker has made expanding exports, including for minority-owned businesses, a key part of the trade and investment priority in the Commerce Department's "Open for Business Agenda." Specifically, the Agenda calls for Commerce to lead NEI 2.0 – the next phase of the successful National Export Initiative – to develop a long-term strategy for orienting more American businesses toward the

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Bonding Program in Spanish Launches

The U.S. Department of Transportation's Office of Small and Disadvantaged Business Utilization (OSDBU) is proud to highlight the launch of the first Spanish speaking Bonding Education Program (BEP) in Dallas, TX on January 14, 2014.

OSDBU's Gulf Region Small Business Transportation Resource Center (SBTRC) launched the BEP at the Hispanic Contractors Association's building. Eleven contractors enrolled in the eight-week program. The education and bond readiness components will include bilingual instructors and surety professionals. Stakeholders include the Texas Department of Transportation, North Tarrant Infrastructure, PCL Constructors, and Ferrovial Agroman.

The SBTRCs use The Surety Fidelity Association of America's (SFAA) national network to secure local surety professionals who volunteer to assist the small businesses in becoming bondable or increasing their bonding capacity through the BEP. Through its hands-on, multi-component program, the BEP aims to help businesses grow by obtaining or building bonding capacity.

The OSDBU establishes agreements with chambers of commerce, trade associations, educational institutions and other business organizations to serve as SBTRCs, also known as Regional Field Offices. The Greater Dallas Hispanic Chamber of Commerce serves as the Gulf Region SBTRC located in Dallas, Texas. The Gulf Region SBTRC executes the OSDBU's small business assistance programs throughout the states of Texas, Louisiana, Oklahoma, and New Mexico. For more information on the Gulf Region SBTRC, please visit their webpage listed below.

For information on the BEP, please visit:

www.dot.gov/osdbu/financial-assistance/bonding-education/bonding-education-program

Source: U.S. DOT



Participants, stakeholders, SBTRC staff, and BEP Manager, Nyime Gilchrist at the BEP launch

The 7 Characteristics of Rich People

By Ella Milton

Have you ever wondered why rich people seem to get richer easily while those in the poverty cycle seem destined to be stuck there forever? The reason is simple. You need to think and act like a rich person first before you can really be rich. Let's take a look at some of the characteristics of rich people.

1. No limited self belief

Rich people believe they are destined to be rich and there is nothing that can stop them from achieving that financial freedom goal. They will do whatever necessary to reach their goals including doing things that they dislike or taking on tasks that seem impossible to complete.

2. Recognize the importance of time

Rich people also recognize that time is their most important asset and a very scarce resource. They do not waste their precious time sitting in front of a TV watching soap operas or other entertainment programs like "Survivors." They also know how to use the power of leverage to achieve maximum results with minimum efforts.

3. Seek out other people of higher social status

Many poor people only network with other people that are of the same status as them. They do not actively seek out other

people who are wealthier. The rich people will do the opposite. They want to network and learn from others who are better and wealthier.

4. Expense as investment

To many poor people, the best way to manage money is to use less of it. However, rich people have a different viewpoint. To them, many expenses can be viewed as investments. By spending a certain amount of their money to acquire an asset or skill, they know they will get back what they spent in the future.

5. Strong self-confidence

Many rich people exhibit a high level of self-confidence that is often contagious. They are optimists and maintain a positive outlook at all times. Their confidence is not easily shaken by external factors.

6. Good money habits

While saving is a good virtue and habit, many rich people feel that it is not the best way to grow your money. Rich people will put a significant portion of their wealth in some kind of investment vehicles that give them a better ROI than a normal saving account. They also do not spend their money aimlessly buying things that have no real value such as lottery tickets.

7. Philanthropy

Many rich people are also great philanthropists. They frequently make charitable donations intended to increase human



well being. A great example is Bill Gates who set up his own charitable foundation aimed at providing lifesaving health care products for the poorest part of the world.

Most rich people did not become wealthy overnight. They faced many setbacks and challenges to get to where they are today. To them, setbacks and challenges provide valuable lessons that help them find the way to great wealth as well as strengthen their ability to faced adversities in life.

Source: <http://financenk.com>

Editorial Staff

Publisher:

Gerald W. Johnson [gwj@sbeinc.com]

Outreach & Managing Editor:

Valerie Voorhies [vvh@sbeinc.com]

General Manager:

Kevin Grant [kgrant@sbeinc.com]

Production Staff

Sales & Production Manager:
Nabil Vo [nvo@sbeinc.com]

Sales

Willie Sims [wsims@sbeinc.com]

Graphics Design:

Tyler Chen [tchen1129@gmail.com]

Webmaster:

Umer Farooq [umer@octadyne.com]

Writer:

Cheryl Hentz [cheryl.hentz@gmail.com]

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- **COUNTY OF LOS ANGELES**
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703 Market Street, Suite 1000
San Francisco, CA 94103

Email: sbe@sbeinc.com • Website: www.sbeinc.com
Telephone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255
Office Hours: 8:00 a.m. - 5:00 p.m.

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SUB-BID REQUEST ADS

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101-Install TOS, Ramp Metering an Ramp Widening
Santa Clara County - Caltrans #04-153304
BID DATE: February 4, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Sweeping, Asbestos Compliance Plan, NOA Burial Location Report, ADL Burial Location Report, Noise Monitoring, Dust Control Plan (Naturally Occurring Asbestos), Cold Plane AC, Clearing & Grubbing, Temporary & Permanent Erosion Control, Roadway Excavation (Type Y-1 Aerially Deposited Led), Planting & Irrigation, Hydroseed, AC Dike, Tack Coat, CIDH Concrete Pile, Minor Concrete (Minor Structure), Sign Structure, Roadside Signs, Minor Concrete (Misc.), Misc. Iron & Steel, Delineator, Object Marker, Midwest Guardrail System, Striping & Marking, Lighting, Sign Illumination, Traffic Operation Systems and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

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

Request for DBE Subcontractors and Suppliers for:

**Hwy 1 Linda Mar Bridge, Pacifica
Caltrans #04-265604
BID DATE: February 4, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Survey & Monitoring of Existing Non-Highway Facilities, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type II Barricade, Type III Barricade, Traffic Plastic Drum, Portable Changeable Message Sign, Temporary Creek Diversion System, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Temporary Erosion Control, Sweeping, Dewatering & Non-Stormwater Discharge System, Water Quality Sampling, Water Quality Monitoring Report, Treated Wood Waste, Fish & Red-Legged Frog Protection, Vibration Monitoring, Abandon Culvert, Adjust Utilities, Cold Plane AC, Bridge Removal, Clearing & Grubbing, Settlement Monitoring Report, Structure Excavation, Structure Backfill, Imported Borrow, Import Borrow Lightweight Aggregate, Articulated Block Concrete, Subgrade Enhancement Geotextile Class B2, Geosynthetic Reinforcement, Soil Amendment, Planting & Irrigation, Erosion Control, Hydroseed, Compost, AC Dike, CISS Concrete Piling, Structural Concrete, Minor Concrete (Minor Structure), Joint Seal, Bar Reinforcing Steel, Roadside Signs, Minor Concrete, Misc. Iron & Steel, Delineator, Object Marker, Midwest Guardrail System, Pedestrian Railing, Transition Railing, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

O. C. Jones & Sons, Inc

1520 Fourth St., Berkeley, CA 94710

510/526-3424 • FAX: 510/526-0990

Contact: Jean Sicard

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

JUV Inc is seeking Bids From all qualified Subcontractor and Suppliers Certified DVBE, DBE, SBE, MBE & WBE firms for the project listed below:

LOWELL HIGH SCHOOL

VOLUNTARY SEISMIC STRENGTHENING

SFUSD PROJECT # 11493

1101 Eucalyptus Drive, San Francisco CA 94132

Bid Date: February 18, 2014 at 2:00 PM

**Local Hire Policy and PLA Agreement
are part of this project.**

Trades: Hazmat Demolition, Concrete, Eartwork, Paving, Drilled Pierces, Metals, Casework, Roofing, Doors, Windows, Resilient flooring, Tile, Epoxy flooring, Acoustical, Painting, Electrical, HVAC, Plumbing.

JUV Inc.

1616 Franklin Street Suite # 203 • Oakland, CA 94612

(510) 836-1300 • Fax (510) 836-1301

Contact: David Gruzman • Email: david@juvinc.com

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Project Name: Franciscan Towers

Location: San Francisco, California

Bid Date: Friday, February 28, 2014

Mandatory Pre-Bid Conference: Feb. 3rd 2014

Location: Nibbi Office, 180 Hubbell Street, SF, CA

****Please see below for allocated time per trade****

10am – 11am (DIV 2-7)

11am – 12pm (DIV 8-28)

Job Walk: Feb. 6th 2014

Location: 145 Taylor St. (Curran House Lobby), SF, CA

Time: 8:00am (All Divisions)

Make Up Job Walk: Feb. 13th 2014

Location: 145 Taylor St. (Curran House Lobby), SF, CA

Time: 8:00am (All Divisions)

Nibbi Brothers has been selected as the General Contractor for the Franciscan Towers project in San Francisco, CA. We are requesting proposals from subcontractors and suppliers including those certified with the San Francisco Human Right Commission as local business enterprises (LBE's) to provide bids no later than Friday, February 28, 2014 @ 2:00pm. To obtain bid and contract documents please email Kristin Medwick at kristinm@nibbi.com. Franciscan Towers is a six-story mixed-use building located at 201-229 Eddy Street at the corner of Taylor Street in San Francisco. The ground floor contains the Tenderloin Neighborhood Development Corporation (TNDC) main office and the TNDC-operated Tenderloin after School Program (TASP). The residential portion of the building contains 105 units of affordable housing: five one-bedroom units, 75 efficiency studios and 25 large two-room studios.

FAX OR EMAIL PROPOSALS TO:

NIBBI BROTHERS GENERAL CONTRACTORS

Fax: 415-241-2951 / Email: bids@nibbi.com.

For information regarding this project please contact Igor Bershteyn via email at igorb@nibbi.com.

**Treasure Island / Yerba Buena Island –
Opportunity to Provide
Geotechnical Engineering Consultant Services**

Treasure Island Community Development, (TICD), master developer of the Treasure Island / Yerba Buena Island Redevelopment Project is requesting qualified, interested geotechnical engineering firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

www.sftreasureisland.org/contracting

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by

February 6, 2014.

**Treasure Island / Yerba Buena Island –
Opportunity to Provide Civil
Engineering Consultant Services**

Treasure Island Community Development, (TICD), master developer of the Treasure Island / Yerba Buena Island Redevelopment Project is requesting qualified, interested civil engineering firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

www.sftreasureisland.org/contracting

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by

February 6, 2014.

**Treasure Island / Yerba Buena Island –
Opportunity to Provide
Landscape Architect Consultant Services**

Treasure Island Community Development, (TICD), master developer of the Treasure Island / Yerba Buena Island Redevelopment Project is requesting qualified, interested landscape architecture design firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

www.sftreasureisland.org/contracting

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by

February 6, 2014.

**Treasure Island / Yerba Buena Island –
Opportunity to Provide
Shoreline Engineering Consultant Services**

Treasure Island Community Development, (TICD), master developer of the Treasure Island / Yerba Buena Island Redevelopment Project is requesting qualified, interested shoreline engineering firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website:

www.sftreasureisland.org/contracting

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by

February 6, 2014.

SUB-BID REQUEST ADS

Requesting SBE (including DBE, DVBE, LBE) Subcontractors and Suppliers for:

Transbay Transit Center Project
Trade Package TG18.1
Bus Ramp Package
Location: San Francisco, CA
Bid Date: March 6, 2014

Walsh Construction is interested in soliciting in Good Faith all subcontractors as well as certified D/L/SBE companies for this project. All interested subcontractors, please indicate all lower tier D/L/SBE 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. Walsh Construction will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Seeking: AC Paving, Aggregates, Bridge Bearings, Bridge Demolition, Bridge Joint Seals, CIDH Piling, Concrete Barrier, Construction Area Signs, Demolition, Drainage, Electrical, Erosion Control, Fencing, Hazardous Material Disposal, Imported Borrow, Minor Concrete, Misc. AC, Miscellaneous Metal, MSE Walls, Prestressing, Ready Mix Concrete, Rebar, Roadside Signs, Sign Structures, Striping, Structural Steel Bridge, Traffic Control, Trucking, Underground Utilities, Metal Bridge Railing, Deck Drainage Systems, Cast In Place Retaining Walls, SWPPP.

Instructions for bidders: For information on plans and specs and/or receive an Invitation to Bid, please submit your information to transbay@walshgroup.com. Plans and Specs are also available to review at our office. Refer to page A1-2 – A1-5 of the IFB for the schedule of bid prices.

Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract and subject to approval by Walsh Construction. Walsh Construction will pay bond premium up to 1.5%. Quotations must be valid for the same duration as specified by the Owner for contract award.

There is a PLA agreement for this job. It can be found at:

<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/project-labor-agreement>.

Walsh Construction is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters and Iron Workers. Subcontractor scope/prices (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Walsh Construction

1777 Oakland Blvd Suite 300 • Walnut Creek, CA 94596
 Phone: 925-627-1700 • Fax: 925-944-9860

Contact Person: Jay Simms
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Contact Walsh Construction at Transbay@walshgroup.com for assistance in obtaining bonds, lines of credit and/or insurance if necessary.

REQUESTING SUB-BIDS

From All Qualified
 Disadvantaged Business Enterprises (DBE) Subcontractors/Sub-consultants/Suppliers/Vendors for:
Firestone Boulevard Bridge Over San Gabriel River Replacement
Owner: City of Norwalk
Engineering Division

Reyes Construction is requesting bids for the following trades: Subcontractors - surveying, SWPPP, scheduler, demolition, clearing grubbing, structure excavation, structure backfill, dirt import, wet utilities, fiber optic relocation, reinforcing steel, structural concrete, minor concrete (curb, curb gutter, sidewalk and driveways), CIDH Piles, Stamped Concrete, stain concrete, anti-graffiti, concrete, slope paving, concrete barrier(type26), joint seal, electrical, landscape and irrigation, metal beam guardrail, temporary fencing, permanent fencing, tubular hand railing, welding, asphalt grinding, AC paving, AC dike, traffic striping and signage, street sweeping. Suppliers & Vendors- rental equipment, traffic control material and equipment, construction trailer, BMP Materials, K-rail, Aggregate, Crushed aggregate base(CAB), deck drain, PVC pipe & fittings, catch basin filter inserts, steel casing, reinforced concrete pipe(RCP), bridge deck drainage system, filter fabric, geocomposite drain, miscellaneous metals, ready mix concrete, concrete, concrete accessories, concrete forms, detectable warning surface, form liner, bearing pads, precast girders, precast columns, hot mix rubber asphalt, hot mix asphalt.

BID DATE: February 12, 2014 @ 11:00 AM

Reyes Construction, Inc.

State License Number 507561
 1383 South Signal Drive, Pomona, CA 91766
 Phone: 909-622-2259 • Fax: 909-622-3053
 Contact: Estimating 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.) Via share file at estimating@reyesconstruction.com

3.) Plans and Specifications may be obtained for a fee from City of Norwalk Engineering Division
 12700 Norwalk Blvd, Norwalk, CA 90650

Please fax quotes to: 909.622.3053

Sub Bids Requested From Qualified
 DBE and UDDBE Subcontractors & Suppliers for

**City of Grass Valley - E Main Street &
 Hughes Road Pedestrian Improvements**
Location: Grass Valley, CA
Project No. 11-14

Bid Date: February 4, 2014 @ 3:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; slurry seal; striping; concrete; and sawcut.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Dave Koerber

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Sub Bids Requested From Qualified
 DBE and UDDBE Subcontractors & Suppliers for

**County of Colusa - Bridge Replacement on
 Lenahan Road at Funks Creek**
Location: Colusa County, CA
Project No. 400025J

Bid Date: February 10, 2014 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: bridge demo; pile driving; reinforcing steel; precast/prestressed girders; metal bridge railing (Type 115); 42" RCP culvert; asphalt concrete; metal beam guard railing; erosion control; rock slope protection.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Keith Ones

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RGW Construction Inc. is seeking all qualified DBE/MBE/WBE's for the following project:

L Street Reservoir and Pump Station
Rio Linda / Elverta Community Water District
Engineer Estimate \$3,125,000
Bids: February 24, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Clear & Grub, Landscaping, Aggregate Base, Asphalt Paving, Concrete Block & Masonry Wall, Reinforcing Steel, Concrete Curb & Sidewalk Misc., Fencing, SWPPP, Trucker, Roofing, HVAC, Doors/Hardware, Steel Tank, Painting & Coating, and Electrical.

Scope of Work: New steel reservoir with control building, site piping, electrical and instrumentation.

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

Plans and Specs are available to view and copy at our office or by Dropbox – contact Christine Rice at crice@affinityengineering.com. RGW Contact Fraser Bradford at 925-606-2400, or e-mail fraser.bradford@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940
 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
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SUB-BID REQUEST ADS

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Cold Plane Overlay, Ludlow
Caltrans Contract No.: 08-0K2804
District 08 on Route 40
DBE Goal: 5%

Bid Date: February 13, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: 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, Metal Beam Guard Railing, Cold Plane Asphalt Concrete Pavement, Fiber Rolls, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Strip, Paint Traffic Stripe, Pavement Marker, Asphalt Rubber Binder, Minor Concrete (Minor Structure), Biologist, Inertial Profiler, Shoulder Rumble Strip.

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 92509
Ph: (951) 684-5360, Fax: (951) 788-2449
Email: joe.sidor@skanska.com

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Cold Plane and Hma Overlay, Yucca Valley
Caltrans Contract No.: 08-0F6604
District 08 on Route 247
DBE Goal: 9%

Bid Date: February 20, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: 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, Metal Beam Guard Railing, Cold Plane Asphalt Concrete Pavement, Fiber Rolls, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Strip, Paint Traffic Stripe, Pavement Marker, Asphalt Rubber Binder, Minor Concrete (Minor Structure), Biologist, Inertial Profiler, Shoulder, Temporary Tortoise, Rock Slope Protection, Transplant Trees, Rumble Strip (Ground-in), Jointed Plane Concrete Pavement (RSC), Modify Signal, Hydroseed.

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 92509
Ph: (951) 684-5360, Fax: (951) 788-2449
Email: tom.mehas@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: Soil Nail Walls

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 951-295-3140**. UDBE and Non-UDBE subs are encourage to participate.

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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

Minority-Owned Exporters

Continued from page 1

global marketplace, set new export goals, and coordinate federal activities to support these goals.

A prime example of this effort is a strategic partnership between my agency, the International Trade Administration (ITA), and the Minority Business Development Agency (MBDA). With a network of 40 MBDA Business Centers across the United States, MBDA has unique relationships and is well-positioned to support NEI 2.0. ITA's worldwide network of international trade professionals offers a depth of technical expertise in more than 100 U.S. cities and over 70 countries worldwide. Under this active partnership, both agencies will look to complement and build on each other's domestic and global relationships.

Together, the two agencies already counsel thousands of U.S. businesses each year, and through this partnership, businesses looking to identify new foreign markets or expand their exports will be better positioned to access the services of both agencies through cross referrals, enhanced sharing of information, and joint trade promotion efforts. For example, MBDA clients can gain exposure and greater

insight early on about the benefits of developing an international business plan and information on various federal programs for exporting, such as ITA's U.S. Commercial Service market research—valuable assets when it comes to long-term strategic planning. Many MBDA clients pursuing government contracts abroad might also be interested in learning more about U.S. Commercial Service Advocacy Center efforts, which last year helped facilitate billions of dollars in overseas opportunities for U.S. companies bidding on foreign government contracts. Likewise, U.S. Commercial Service minority business clients might benefit from MBDA's broad technical assistance, export financing options, and an array of specialized services available to minority-owned business concerns.

So whether your business is a startup or more established, I encourage you to visit www.export.gov to learn more about our programs and people.

Source: The Minority Business Development Agency (MBDA)

SUB-BID REQUEST ADS



NOTICE TO MINORITY AND WOMEN BUSINESS ENTERPRISES

Traylor Jay Dee, A Joint Venture (TJD) is seeking qualified DBE/WBE/MBE/OBEs for potential subcontract and supplier opportunities on the **Los Angeles Department of Water and Power River Supply Conduit Improvement Upper Reach – Units 5 & 6 Project – Specification No. 7241**. Specific subcontracting and material supply opportunities include, but are not limited to the following:

SUBCONTRACTS & SERVICES

- | | |
|---|---|
| <ul style="list-style-type: none"> • Temporary Fencing • Traffic Control • Underground Utilities – Temporary, Permanent, Support, Relocations • Geotechnical Instrumentation, including Monitoring • Excavation & Support of Excavation • Hauling & Disposal of Excavation Spoil • Furnish & Install Reinforcing Steel • Cathodic Protection • Temporary & Permanent Electrical • Inspection Services | <ul style="list-style-type: none"> • Survey • Pipe Jacking/Microtunneling • Pavement Grinding • Asphalt Paving & Striping • Concrete Driveways & Sidewalks • Landscaping & Irrigation • Site Security • Shuttle Bus Service • Cellular Grouting • Pipe Welding • Vacuum Excavation/CCTV Inspection |
|---|---|

MATERIALS & SUPPLIES

- | | |
|---|---|
| <ul style="list-style-type: none"> • Ready-Mixed Concrete • TBM Tunnel Segments • Bulk & Sacked Cement, Flyash, Bentonite • Pipe, Fittings, Valves; Various Sizes and Materials | <ul style="list-style-type: none"> • Misc. Stainless Steel Fabrication • Precast Concrete Manholes & Vaults • Aggregates • Equipment, Fuel, Oil, Grease |
|---|---|

Where applicable, we are prepared to divide total subcontract and material supply requirements into smaller tasks or quantities to permit maximum participation and establish delivery schedules to your company. We also can provide advice and assistance in obtaining bonds, lines of credit, and insurance as required.

Interested and qualified DBE/WBE/MBE/OBEs must submit bid proposals along with proof of current certification via email (*preferred*) to: LA7241@traylor.com, by fax (562) 264-2525, or by mail or courier service to: Traylor Jay Dee, A Joint Venture, 3050 E. Airport Way, Long Beach, CA 90806. Bids must be received **no later than 2:00 p.m. PT on March 3, 2014**. Contact Jennifer Espinoza, TJD Outreach Associate, at LA7241@traylor.com if you have any questions or require additional information.

Firms interested in receiving a digital invitation to bid from TJD for the Units 5 & 6 Project, may email LA7241@traylor.com with firm's name, address, phone number, email address and proof of DBE/WBE/MBE/OBE certification for instructions and access to view the specifications and drawings via iSqFt.com.

AN EQUAL OPPORTUNITY EMPLOYER

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

State Highway in Santa Clara County at Various Locations from San Benito County Line to Route 85/101 Interchange

Contract No. 04-153304 Federal Aid Project ACNHP-Q101(234)E CML-6204(110)E
Engineer Estimate \$14,400,000 - 500 Working Days

Goal: DBE 12%

Bids: February 4, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Cold Plane, Clear & Grub and Roadside Clearing, Landscaping, Hydroseeding, Erosion Control, Irrigation, AC Dike, Signs Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., Object Marker, MBGR, Thermoplastic & Painted Traffic Stripe & Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, Ramp Metering System, SWPPP Planning, Water Truck, Sweeper, Trucker, and Storm Drain (Underground).

Scope of Work: Install TOS, ramp metering and ramp widening.

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 or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact David Czech at 925-606-2400, or e-mail david.czech@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Cold Plane Overlay, Near Big Bear Lake

Caltrans Contract No.: 08-0G6204

District 08 on Route 38

DBE Goal: 5%

Bid Date: FEBRUARY 13, 2014 @ 2:00PM

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: asphalt concrete material & paving, bridge removal, fencing, imported borrow, reinforcing steel, traffic control system, AC Dike, Aggregate base, Biologist monitoring, CIDH piling, Concrete Barrier, construction area signs, Erosion Control, Fish protection, Hydro-seeding, Isolation Casing, Joint Seal, Metal beam guard rail, Minor concrete, Precast Girders, Roadway Excavation, Rock Slope protection, Steel Bridge Railing, Storm drainage, Structure excavation, Temporary & permanent striping, Temporary signal system, Trucking, Waterproofing.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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 92509

Ph: (951) 684-5360, Fax: (951) 788-2449 Email: al.artea@skanska.com



FIND

Subcontractors, Vendors,
and Suppliers

REACH

Diverse Audiences of Various
Ethnicity, Race, & Gender

ADVERTISE

Sub-Bid Request Ad

SBE Newspaper boasts a weekly readership of **75,000**
 SBE Delivers competent, competitive, and certified
 subcontractors, vendors, and suppliers

CONTRACTING OPPORTUNITIES

**NOTE: FOR BIDS NATIONWIDE PLEASE VISIT OUR WEBSITE
 DIRECT LINK: http://www.sbeinc.com/database/bid_database/**

These are samples of bid opportunities from federal, state and local jurisdictions in 4 categories: Construction, Architecture/Engineering, Business Services and Commodities. All are available in electronic format. [See Subscription Form on page 16]

COMMODITIES BIDS

LASSEN COUNTY

YARD TERMINAL TRACTORS

Location: Herlong, CA
Date: 2/14/14
 Bid Date Extended from: 12/24/13
Ref#: W912GY14T0015
LOCATION:ACC- Warren (ACC-WRN)(SIAD)
 Building 74,
 Herlong CA
CONTACT:ACC- Warren (ACC-WRN)(SIAD),
 Building 74,
 Herlong, CA 96113-5009

This is a solicitation for commercial items prepared under the solicitation number W912GY-14-T-0015. The associated North American Industrial Classification System (NAICS) code for this procurement is 333924 with a small business size standard of 750 employees. This requirement is a [Small Business] set-aside and only qualified offerors may submit bids. The anticipated posting of this solicitation is January 14, 2014 and closes February 14, 2014, at 5:00pm EST. The anticipated award date is February 10, 2014. In accordance with FAR

5.102(d), availability of this solicitation will be limited to the electronic medium. br This procurement is for the purchase of: br Qty (3) each, Yard Terminal Tractors, 6X4, DOT/EPA (New) br Qty (2) each, Yard Terminal Tractors, 4X2, Off Road (New) br Salient characteristics are included within the solicitation. br br For this solicitation: br Delivery is to Sierra Army Depot, Herlong, CA 96113 br Sierra Army Depot requires a Pre Delivery Inspection. br This equipment must meet all of California's emission requirements. br Require an authorized warranty dealer within a 300 mile radius. br Bid MUST be good for at least 30 calendar days. br br Shipping must be free on board (FOB) destination CONUS (Continental U.S.), which means that the seller must deliver the goods on its conveyance at the destination specified by the

buyer, and the seller is responsible for the cost of shipping and risk of loss prior to actual delivery at the specified destination. br br *** Inquiries: All contractual and technical questions must be submitted in writing through Army Single Face Industry (ASFI) or may be faxed to 530-827-4722, Attn: Jasteena Gomoll or emailed to Jasteena.k.gomoll.civ@mail.mil. No telephone questions will be accepted. Questions will not be accepted within 10 days of the solicitation closure date. br *** br br Offeror must be registered in the System for Award Management (SAM) data <https://www.fbo.gov/notices/6ffd5e88be50f4b0b77e6e3e4c83de2f> ACC- Warren (ACC-WRN)(SIAD)
Owner: Department of the Army, Building 74,
 Herlong,

CA, 96113-5009, Jasteena Gomoll
SIC: 333924
 SBSA

SAN JOAQUIN COUNTY

1680-01-312-6094; BELT, AIRCRAFT SAFETY;

Location: Tracy, CA
Date: 2/10/14
Ref#: SPE4A714R1720
LOCATION:Tracy, CA
CONTACT:8000 Jefferson Davis Highway Richmond VA
 23297-5000
TITLE:1680-01-312-6094; BELT, AIRCRAFT SAFETY;
 WSIC L; T-38

PR 0051535635 NSN
 1680-01-312-6094
<https://www.fbo.gov/spg/DLA/J3/DSCR-BSM/SPE4A714R1720/listing.html>
Owner: Defense Logistics Agency, Tracy, VA, 23297-5000,
 Sarah E. Stephenson, (804)279-3539, Fax (804)279-6171
SIC: 336413
 sarah.stephenson@dla.mil

SANTA CLARA COUNTY

ROTARY WING TEST STAND 75 HP ELECTRIC MO

Location: Moffett Field, CA
Date: 2/01/14
 Bid Date Extended from: 10/16/12
Ref#: NNA14495120Q-ATJ
CONTACT:NASA/Ames Research Center, JA:M/S 241-1,
 Moffett Field, CA 94035-0001
TITLE:ROTARY WING TEST STAND 75 HP ELECTRIC MODEL MOTOR
 NASA/ARC has a requirement for an identical 75 HP electric motor to work in tandem with the existing motor for use in a rotorcraft test stand through a combining gear box. The size of the test stand cylinder to which the motor must fit is 17 inches long with a 5.5 diameter. The motor requirements are as follows: It shall be a 6 pole 3 phase variable frequency motor producing 75 hp in continuous operation up to 8000 RPM. The motor shall be water cooled and operate at no greater than 250 degrees F at full power. Motors cooled by air circulation are not an appropriate alternative due to the small size of the test stand and its utilization area. The utilization area is only 18 inches high by 24 inches wide. P The form of the motor shall be a cylinder with output shaft and mounting ring at one end and power, water, temperature and RPM sensor input/output at the opposite end. Temperature measurement sensors shall be J type thermocouples located at both end bearings as well as in the stationary windings. RPM sensor shall be a hall-effect sensor outputting 60 pulses/revolution of the motor shaft. Motor manufacture and positive testing shall be performed at the manufacturers facility prior to delivery of the completed fully operational to specifications product. P Delivery shall be no longer than 30 weeks ARO. P In accordance with FAR 13.106(b)(1), NASA/ARC intends to purchase a Aerophysics Research Instruments 75 HP Electric Motor from Aerophysics Research Instruments. The identical electric motor to be produced will work in tandem with the existing motor configured to work with the existing power and control system designed for its use. P The Government intends to acquire a commercial item using FAR Part 12 and the Simplified Acquisition Procedures set forth in FAR Part 13. P Interested organizations may submit their capabilities and qualifications to perform the effort in writing to the identified point of contact not later than 4:30 p.m. local time
<https://www.fbo.gov/spg/NASA/ARC/OPDC20220/NNA14495120Q-ATJ/listing.html> Timothy B. Joyce /EMAIL
Owner: National Aeronautics and, JA:M/S 241-1,
 Moffett Field, CA, 94035-0001, Timothy B. Joyce
SIC: 335312
 timothy.b.joyce@nasa.gov

BUSINESS SERVICE BIDS

SAN DIEGO COUNTY

N0010408GA011 1179 MOD 117902
 1st reported in SBE: 1/23/14
Location: Chula Vista, CA
Date: 2/14/14
 Bid Date Extended from: 12/17/13
Ref#: N0010408GA0111179MOD117902
 Description available through electronic services.
Owner: Department of the Navy, Chula Vista, PA,
 James B. Burnett 71760586
SIC: 333911

SOLANO COUNTY

CONEXUS MAINTENANCE AGREEMENT
 1st reported in SBE: 1/23/14
Location: Travis AFB, CA
Date: 2/14/14

Bid Date Extended from: 10/16/12
Ref#: F3Z453331AQ01
 Description available through electronic services.
Owner: Department of the Air For, Travis AFB, CA,
 94535-2632, Johnathan Johnathan, (707)424-7728
SIC: 511210

STATEWIDE, CA

RFQP 12-001.3 CONTINUOUS APPLICATION PRO
 1st reported in SBE: 9/19/13
Location: Statewide, CA
Date: 10/28/15
Ref#: RFQP 12-001.3
 Description available through electronic services.
Owner: CA CALIFORNIA TECHNOLOGY, TIF-FANY ANGULO,
 (916)454-7299
 E:MAIL TIFFANY.ANGULO@STATE.CA.GOV

SOUTHERN CA CONSTRUCTION BIDS

LOS ANGELES COUNTY

SOURCES SOUGHT-FY 14 F-35 SQUADRON OPERA
 1st reported in SBE: 9/12/13
Location: Los Angeles, CA
Date: 4/21/14
 Bid Date Extended from: 3/14/13
Ref#: W912PL-13-S-0006
 Description available through electronic services.
License Reqd: A
Owner: Department of the Army, P.O. Box 532711,
 Los Angeles, CA, 90053-2325, Sandy Oquita
SIC: 236220

SAN DIEGO COUNTY

PCC REHABILITATION INCLUDING PPCP, JPCP
 1st reported in SBE: 12/26/13
Location: San Diego, CA
Date: 2/13/14
Ref#: 11-406704
 Description available through electronic services.
License Reqd: A
Estimate: \$38,000,000 - \$38,000,000
Owner: CA TRANSPORTATION, DEPART,
 DENISE SILVAS, (916)227-6293
 E:MAIL DENISE_SILVAS@DOT.CA.GOV

SANTA BARBARA COUNTY

REMODEL COMFORT STATION AND LANDSCAPING
 1st reported in SBE: 1/16/14
Location: Santa Barbara, CA
Date: 2/12/14
Ref#: 05-1A6204
 Description available through electronic services.
License Reqd: A
Estimate: \$910,000 - \$910,000
Owner: CA TRANSPORTATION, DEPART,
 DENISE SILVAS, (916)227-6293
 E:MAIL DENISE_SILVAS@DOT.CA.GOV

NORTHERN CA CONSTRUCTION BIDS

FRESNO COUNTY

REPLACE THE EXISTING METAL BEAM GUARD RA
 1st reported in SBE: 1/16/14
Location: Fresno, CA
Date: 2/12/14
Ref#: 06-0M4204
License Reqd: A
Estimate: \$990,000 - \$990,000
Owner: CA TRANSPORTATION, DEPART, DENISE SILVAS, (916)227-6293
 E:MAIL DENISE_SILVAS@DOT.CA.GOV

LASSEN COUNTY

REPAIR WASH RACK
 1st reported in SBE: 1/16/14
Location: Herlong, CA
Date: 2/11/14
Ref#: W912GY14B0005
Owner: Department of the Army, Building 74,
 Herlong, CA, 96113-5009, Tamara Gage
SIC: 237110
 SBSA

UPGRADE DISPATCH OFFICE
 1st reported in SBE: 1/23/14
Location: Herlong, CA **Date:** 2/13/14
 Bid Date Extended from: 12/24/13
Ref#: W912GY14B0004
Owner: Department of the Army, Building 74, Herlong, CA, 96113-5009, Tamara Gage
SIC: 238350

MENDOCINO COUNTY

CONSTRUCT MBGR & CENTERLINE RUMBLE STRIP
 1st reported in SBE: 1/16/14
Location: Mendocino, CA
Date: 2/12/14 **Ref#:** 01-484704
 Description available through electronic services.
License Reqd: A
Estimate: \$1,520,000 - \$1,520,000
Owner: CA TRANSPORTATION, DEPART,
 DENISE SILVAS, (916)227-6293

San Francisco Port



Keeping it all afloat at the Port of San Francisco

■ Continued from page 1

“We have tourist attractions, ship repair and harbor services, a fishing processing industry, etc. There’s a whole hodge-podge of different business operations that happen at this particular port. So coming up to speed on those particular things, in addition to the new development projects that started – like the renovation of the ferry building, which is world-renowned and just basically improving many of the piers to make them accessible for public use – is something very different from what most ports have going on,” Martin explains.

“Most ports, for lack of a better word, are behind the fence. They have many cargo operations where trucks are coming in and out constantly. So they have big gates up and most of the public is not allowed to walk onto the port property and literally touch the water area,” she continues. “By contrast, in San Francisco, it’s more of a shoreline and we have a lot of open space here and attractions to draw people to the waterfront. That’s one of San Francisco’s mandates, is to make the water accessible to the public for their enjoyment.”

Some of those events for the public include annual events, such as the New Year’s Eve fireworks program that is in conjunction with the mayor’s office; the crab festival held in Fisherman’s Wharf every February or March; the July 4th fireworks; Fleet Week in October when the Blue Angels and the U.S. military come to San Francisco for four or five days. “We also hold a lot of other events like walks, marathons and other races, private fundraisers, etc. We have various locations that are available for rent for special events, as well,” Martin says.

In addition, the Port’s 150th anniversary celebration was celebrated largely in 2013, but it also continues until April of 2014, so there will continue to be many events going on related to that, as well.

But as one might imagine, mixing a working port with something also accessible to the public is a balancing act. On the one hand, they want to provide open space and make sure that people can come and enjoy the waterfront, while on the other hand, it is considered a working waterfront.

“The majority of our industrial operations are in what we call the southern waterfront, while the northern waterfront is more public and tourism-related,” Martin says. “There is a little of that sprinkled throughout, but we do try to keep it divided as much as possible.”

There are other development projects around the Port, but which not Port projects per se. Still, those also have to be balanced with a working waterfront.

“A good example of such a project would be the Mission Bay project. That’s in our southern waterfront area and that area has a whole new population there,” Martin says. “The biotech industry was developed there, so there are all these new buildings and with that comes housing. So there are a lot of new condos and apartments. And again, all of this development is across the street from the Port property so balancing a growing population of business and residential with a working waterfront is definitely a challenge.”

One of the ways they help balance the two is by doing a lot of community outreach and public notification of upcoming projects.

“We have about a half dozen community advisory committees and they each work with the Port on development projects and how they affect the community and surrounding areas. So we do outreach by holding public meetings and work with the local community groups to get the word out about a project and getting their input so that the project, going forward, everyone is involved and someone is not coming in (with questions, concerns, complaints, etc.) at the last minute after a project is designed,” Martin says. “They’re all part of the process throughout. Part of my job is to work with the various project managers to make sure that we have good, accurate information provided to the surrounding communities about whatever project or event that the Port is doing.”

Another challenge Martin faces is one that most public sector, as well as private sector, jobs deals with day in and day out: Limited resources.

“While we manage 7.5 miles of property, we’re short on resources. We’re a very small department of the city and county of San Francisco and we have about 240 employees. I am the only public relations officer for the Port, which entails my having a good knowledge and understanding of all the different issues and projects that are underway, as well as our Maritime operations, so I can speak about them generally for the press and the public,” she notes. “Without a lot of people on my staff (which is just one person besides herself), I have to rely on working closely with the other deputy directors and project managers for all the change that’s happened here at the Port.”

The one employee she has initially was a part-time employee; in the last two years the position has expanded into a full-time one.

“But there’s still so much more work that could be done if, in fact, I had a larger staff, but we just don’t have the budget for it, and we haven’t had for years,” Martin says, adding that her current annual budget is approximately \$150,000, which is very small, especially considering everything they have responsibility for. And she says they’ve had to be very conscious about the fact that they have limited resources and, therefore, try to maximize what they need to get done with the staff and budget they do have.

Of course, working in the public sector is also, in many ways, much different from working for a corporation in the private sector.

“In any public sector job, we work for the public, if you will, and in this job the Port is basically my client. Plus, public sector jobs require a lot more process for getting things done, like contracts, ordinances, and there are a lot more rules and regulations that you have to abide by,” Martin says. “It does take a lot more time to get things done, but it’s all good, and I’m so grateful that I’ve had an opportunity to work on both sides. I also feel very proud and fortunate to have the job that I do and that I can represent the Port of San Francisco as its face and spokesperson, and to let people know that there are minorities who play key roles at the Port of San Francisco and throughout the City of San Francisco.”

[Cheryl Hentz, Contributing Writer]

Newly Announced February Events at the Port

In celebration of Black History Month, the exhibition of the African-American Freedom Trail opens at the Port of San Francisco headquarters at Pier 1 (The Embarcadero at Washington Street) on Monday, February 3, 2014. Sponsored by San Francisco Travel, Holiday Inn-Civic Center, Fairmont Hotels, ParkSFO, HCA & Associates, Café Golo and Sheba Lounge, the four panels will hang in the front lobby area of the Port offices during February 2014 (Monday-Friday, 8:00 a.m. to 5:00 p.m.) to support the seven-week community learning series Come to the Water: Teaching San Francisco Black History. A companion brochure is available at the Port of San Francisco and the Visitor Information Center of San Francisco Travel.

On Friday, Feb. 21, 2014 at 10 a.m. in the Port’s Bayside Room at Pier 1, the Black Maritime Heritage Festival will present the maritime history of African-Americans in the Bay Area with representatives from various agencies describing potential water-related careers for school children. The festival ends with a march to the new statue of Capt. William Alexander Leidesdorff erected by Clinton Reilly Holdings at Leidesdorff and Pine Streets in the financial district.

Curated by Oxford University Press historian John William Templeton, the panels show the global impact of local pioneers towards freedom and justice as well as interesting personalities in the fields of religion, literature, politics and business. Templeton presents the Come to the Water course on Saturdays Feb. 1, 8, 15, 22, March 1, 5 at the Visitor Center of the San Francisco Maritime National Historical Park at Hyde and Jefferson Streets.

For more information, contact John Templeton at johnwtempleton@yahoo.com.

About Renée Dunn Martin

■ Continued from page 1

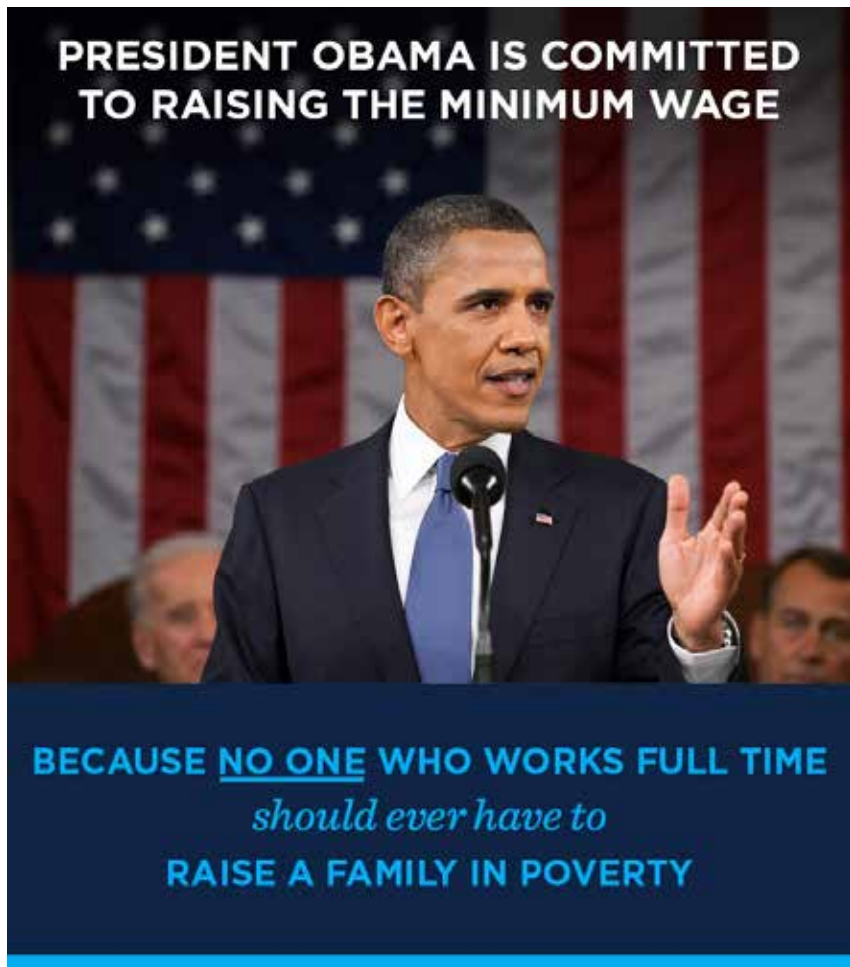
The Port is currently involved more than \$1 billion in new development projects on San Francisco’s waterfront. In her day-to-day duties, she plans and directs a complete communications program for the Port. Her work includes serving as media spokesperson, coordinating press conferences, writing and disseminating news releases for print and broadcast media; developing promotional materials such as media kits, annual reports, brochures, newsletters and video/slide presentations; managing web site content and coordinating major public events on the San Francisco waterfront.

Ms. Martin is a communications professional with more than twenty years of combined corporate and agency public relations experience in the Bay Area. Prior to working for the Port of San Francisco, she owned her own communications consulting business-- Dunn & Associates Public Relations. She has provided public relations and marketing services for numerous clients such as: Bay Area Rapid Transit District (BART), AT&T, Children’s Hospital Oakland and the San Francisco Redevelopment Agency to name a few.

Before that, she was a full-time consultant at Levi Strauss & Co., where she provided communications services and counsel to senior management who were implementing the company’s \$800 million customer service re-engineering effort.

Earlier in her career, Ms. Martin worked for 10 years in the Corporate Communications Division at Sprint Communications in Burlingame, California. She managed and executed an 18-state public relations program supporting Sprint’s marketing and corporate image-building efforts in the Western Region. She also has served as company spokesperson to local, national, and international business and trade press. She was the editor/writer for the company’s weekly newsletter and coordinated press activities at trade shows, business conferences and community events.

Ms. Martin is a native San Franciscan and she holds a Bachelor of Arts degree in Radio & Television Broadcast Communications from San Francisco State University.



Obama to Congress: 'Give America a raise' and restore American Dream

The President has signed the FY 14 budget and the good news is that the Small Business Development Centers, nationally have been given just over \$113,600,000. This is a slight increase from this year and eliminates the sequestration cuts for the current year. As you may be aware the sequestration cut was 8%.

Now, what is important, is that California contributed money to help the California SBDCs meet their SBA match. California is one of the few states in the country, if not the only state, that does not contribute to its SBDC program.

The President gave his 5th State of the Union speech last night. He says that this will be a year of action and that he will try to do more in taking Executive action. One of these actions is an increase in the minimum wage for Federal workers to \$10.15. What did you think of the speech? Is the President heading in the right direction? Can he really do much with a gridlocked Congress?

I have written in previous emails that Small Business California is looking to pass legislation that would standardize the definition of Independent Contractors in California. Right now there are multiple definitions between EDD, IRS, Labor, etc. This is a real problem for small businesses. Upon reflection we have decided to wait until next session as we want to make sure we have labor and other business organizations in agreement with the final language. We are talking to labor and they seem interested in trying to work with us.

Next week Small Business California will be sending out its annual survey. We have done this every year since 2005 and have received responses from every county in California. The results of the survey are sent to every member of the Assembly, every State Senator, the Governor, Senators Feinstein and Boxer, and every House member. I hope you will take about 10 minutes to complete the survey and will forward it to your colleagues. You can see the results of past surveys by going to www.smallbusinesscalifornia.org and clicking on surveys.

President Barack Obama speech

In the year since I asked this Congress to raise the minimum wage, five states have passed laws to raise theirs. Many businesses have done it on their own. Nick Chute is here tonight with his boss, John Soranno. John's an owner of Punch Pizza in Minneapolis, and Nick helps make the dough. Only now he makes more of it: John just gave his employees a raise, to ten bucks an hour – a decision that eased their financial stress and boosted their morale.

Tonight, I ask more of America's business leaders to follow John's lead and do what you can to raise your employees' wages. To every mayor, governor, and state legislator in America, I say, you don't have to wait for Congress to act; Americans will support you if you take this on. And as a chief executive, I intend to lead by example. Profitable corporations like Costco see higher wages as the smart way to boost productivity and reduce turnover. We should too. In the coming weeks, I will issue an Executive Order requiring federal contractors to pay their federally-funded employees a fair wage of at least \$10.10 an hour – because if you cook our troops' meals or wash their dishes, you shouldn't have to live in poverty.

Of course, to reach millions more, Congress needs to get on board. Today, the federal minimum wage is worth about twenty percent less than it was when Ronald Reagan first stood here. Tom Harkin and George Miller have a bill to fix that by lifting the minimum wage to \$10.10. This will help families. It will give businesses customers with more money to spend. It doesn't involve any new bureaucratic program. So join the rest of the country. Say yes. Give America a raise.



EVENTS & SEMINARS

FEBRUARY 5, 2014

SBDC ORIENTATION

Location: Long Beach, CA **Bid Date:** 2/05/14 1:00PM
Cost: FREE + \$1 Parking Pass that must be purchased from parking machine at parking lot entrance
Duration: 01:00PM-02:30PM
 CA SBDC, Long Beach, CA
events.constantcontact.com/register/event?

USPS: EVERY DOOR DIRECT MAIL

Location: Los Angeles, CA
Bid Date: 2/05/14 6:30PM **Cost:** FREE
 Learn how to grow your business with Every Door Direct
 Mail form the Postal Service.
Duration: 06:30PM-08:00PM
 CA SBDC, 3171 S Bundy Drive # 335, Los Angeles, CA, 90066

FEBRUARY 6, 2014

FEDERAL STATE/BASIC PAYROLL TAX SEMINAR

Location: Carson, CA
Bid Date: 2/06/14 9:00AM **Cost:** Free
 You will learn: California payroll reporting

requirements, including forms, employer obligations, reporting, and payment requirements. About independent contractor reporting requirements. Electronic filing and payment requirements and options. Federal payroll reporting requirements, including Forms 940, 941, 1099, W-2, W-4, W-9, and alternative filing.
Duration: 09:00AM-03:00PM
 CA SBDC, 801 E Carson St, Carson, CA, 90745 edd.ca.gov

MARKETING YOUR BUSINESS - PART 2

Location: Los Angeles, CA
Bid Date: 2/06/14 6:00PM
Cost: \$60.00
 Marketing elements such as resources, information, tips and ideas to help you market your business successfully. The importance of creating marketing plan for your business & how to establish one. How to determine a marketing budget and learn to prepare one.
Duration: 06:00PM-09:00PM
 CA SBDC, 3255 Wilshire Blvd.#1501, Los Angeles, CA, 90010, (866)301-9989
sbdc.contract@pcrcorp.org

LEGAL: INC., LLC, DBA
Location: Los Angeles, CA
Bid Date: 2/06/14 7:00PM
Cost: \$25.00

This workshop will give you a basic understanding of the benefits and risks of becoming a Corporation, LLP or LLC, Sole Proprietorship, or Partnership.
Duration: 07:00PM-09:30PM
 CA SBDC, 3171 S Bundy Dr #228, Los Angeles, CA, 90066, Robert Klepa
workshops@smcsbdc.org

FEBRUARY 11, 2014

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 12/12/13
Location: Los Angeles, CA
Bid Date: 2/11/14 9:07AM
 Description last reported in SBE: 12/12/13
Duration: 09:07AM-12:10PM
 CA SBDC, 1055 Wilshire Blvd 900B, Los Angeles, CA, Swann Do, (213)989-3275

FEBRUARY 18, 2014

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 12/12/13
Location: Los Angeles, CA **Bid Date:** 2/18/14 9:07AM
 Description last reported in SBE: 12/12/13
Duration: 09:07AM-12:10PM
 CA SBDC, 1055 Wilshire Blvd 900B, Los Angeles,

CA, Swann Do, (213)989-3275
sdo@pacela.org

FEBRUARY 19, 2014

MPINCC ANNUAL CONFERENCE & EXPO 2014

Location: San Francisco, CA
Bid Date: 2/19/14 8:00AM
 This year's Conference & Expo theme is "Connections Matter" Because this one-day event is packed with multiple opportunities to have face-to-face time with industry peers, vendors & prospective clients, it has become a "MUST ATTEND" show for industry professionals. Thirteen workshop sessions presented by outstanding thought-provoking leaders will focus on these key areas: Corporate Social Responsibility (CSR), Legal (LEG), Professional (PRO), Meeting Essentials (MES), and Technology (TEC). Attendees can choose to remain with one track or pick & choose to customize their day of learning. The education continues as attendees and exhibitors connect with familiar & new associates during the Expo & at the post-show reception.
Duration: 08:00AM-06:30PM
 San Francisco, 4th Howard St, San Francisco, CA, 94103



Real Estate Market Review

NORTHERN CALIFORNIA | San Francisco County

San Francisco continues to be one of the hottest office markets in the nation; the fundamentals remain strong even though the leasing market was relatively slow for most of 2013; that said, activity bounced back significantly in the fourth quarter posting +350,000 square feet in net absorption.

With numerous tenants in the market needing office space, demand remains high across a wide variety of industries. With new office buildings coming out of the ground South of Market, we expect supply issues to ease somewhat in the next few years. Tech and biotech firms continue to be the major players in the market; that said San Francisco remains a prominent office location across the spectrum of industries.

Market Drivers

EMPLOYMENT. San Francisco's rate of adding jobs has continued to slow slightly since employment rates reached yearly highs in April. San Francisco's unemployment rates have decreased from 5.9% in July to 5.2% in November. California's unemployment rates were 8.9% in August and dropped to 8.5% in November. San Francisco County currently has the third lowest unemployment rate in California, and on a year-over-year basis, San Francisco has created the 11th most jobs in the nation. San Francisco's unemployment rate continues to remain well below California's and the national unemployment rate of 7% in November.

SECONDARY & TERTIARY MARKETS. With creative space becoming more difficult to find in San Francisco, some companies are looking to other markets for more affordable and less competitive alternatives, like Oakland/East Bay, the Peninsula and South Bay. As rent prices continue to rise, and the economy continues to improve around the Bay Area, more landlords are willing to convert offices into creative office space for tech companies; allowing for more office choices around the Bay Area. Money should continue to pour into San Francisco and the rest of the Bay Area from investors. As properties in San Francisco continue to be very competitive, expensive, and difficult to find, some investors will focus on other markets for investment opportunities. The East Bay's fourth quarter vacancy rate is at 11%, the South Bay's vacancy rate ended at 11.4%, and the Peninsula's 2013 vacancy rate ended at 9.5%, all with more available office space than San Francisco.

"Plan Bay Area" is the government's response to an increasing population and growing economy by setting a precedent for commercial and residential areas to be developed near public transit throughout the Bay Area.

CAP RATE VS. BUILDING PERFORMANCE. With the rise in rents, the economy is seeing a transition from the importance of cap rates to the importance of building performance. The occupancy rate is going up; therefore supply is going down which forces rents to rise due to the lack of supply. Premium buildings are starting to see more profit than buildings with higher cap rates. Investors will lose leverage as the competitive market continues to drive prices up.

Office Leasing

Direct asking rental rates for Class A, B and C buildings average \$52.06/square foot, \$39.56/square foot and \$34.98/square foot, respectively. Year-on-year rental rates for Class A buildings are up \$7.92 or 18% while year-on-year rental rates for Class B and C are up \$4.41 and \$4.70 or about 13%, respectively. Although the demand for office space has slowed this year, the supply remains low, hence the rise in rents.

Net absorption (the change in occupied space) for San Francisco overall was a positive 349,377 square feet in the fourth quarter even though there was a negative 110,953 square feet of absorption among Class A buildings. The South Financial District Class A buildings recorded a negative 138,864 square feet. Class C buildings had positive absorption of 58,592 square feet while Class B buildings had a positive absorption of +400,000 square feet. This may be a reflection of companies moving from Class A to Class B buildings as Tech companies and other industries are looking more for collaborative, open office space which is typically classified as Class B with lower rent.

The most expensive lease signed this quarter was signed by Supercell, a Helsinki-based mobile gaming company on the 52nd floor at 555 California for \$97/square foot.

The vacancy rate in the fourth quarter fell slightly from 8.2% to 7.9%.

Investment

On the investment side, the market appears to be speeding back up after a very slow third quarter and for 2013 overall. The fourth quarter saw investment sales increased by approximately \$1B over the third quarter. The year ended with a total of \$2.6 billion in transactions, down 40% from the record breaking 2012 year where we saw \$4.7 billion in transactions.

Transaction volume improved dramatically in the fourth quarter and finished the year at \$2.6B, above the targeted \$2-2.5B high-end of the range. Some major fourth quarter sales included: 333 Bush for \$265M, 123 Mission for \$179M, 201 Spear for \$121M, 795 Folsom for \$110M and 114 Sansome for \$108M.

During the fourth quarter, there was \$1.442B in deal volume comprised of 20 San Francisco office properties. A total of 3.2M square feet transacted with an average price of \$459/square foot, compared to \$482/square foot in 2012.

Moreover, the average cap rate continued to decline to a 4.9%. This compared to the national office cap rate average of 6.5%.

Institutions continue to be the predominate buyers comprising 46% of the total 2013 transaction volume. Foreign capital is also above the national average with China and Switzerland leading the international acquisition pools of capital.

As with office leasing, San Francisco will continue to be a beacon for investment capital in 2014. With the diminishing returns and high cost to enter this market however, secondary markets in the Bay Area should attract additional capital as the competition for office properties drives investors into additional marketplaces.

Website: kiddermathews.com

Source: KIDDER MATHEWS

PUBLIC LEGAL NOTICES



**CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS**

**Contract No. 7437A-4
(ID No. FCA14082)**

**ESER 1 FIRESTATION NO. 12, 21
EMERGENCY GENERATOR
REPLACEMENT**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until 2:30 p.m. on February 19, 2014, 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 located at Fire Station No. 12 at 1145 Stanyan St. and Fire Station No. 21 at 1443 Grove St., San Francisco, and includes, but is not limited to, replacing existing emergency generators with a new 30-kW diesel generators with integral 72-hour sub-base fuel tanks, sound attenuating enclosures, and new automatic transfer switches and all other associated work. The service upgrade is required on fire station 21 only. The time allowed for completion is 90 consecutive calendar days. The Architect's estimate is in excess of \$430,000. For more information, contact the Project Manager, Youcef Bouhamama at 415-557-4798.

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Sec. 01 31 33 for more details.

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 Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Romulus Asenloo at 415-581-2320 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit docu-

mented 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 CMD 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 mandatory Pre-Bid Meeting has been scheduled for Fire Stations 12 and 21 Emergency Generator Projects, on February 5, 2014, at 8:30 AM in the Fish Bowl conference room at 30 Van Ness Ave., suite 4100 followed by site visits to fire stations No.12 and 21 at 10:00 AM. For the site visits: Bidders are reminded that access to each fire station requires an escort by SFFD/City Representative. Bidders are asked to meet on time in front of the fire station Building.

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 greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "C-10" 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 Sec. 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.

This Project is subject to the requirements of the S.F. Local Hiring Policy for Construction ("Policy") as set forth in Sec. 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Sec. 00 73 30 of the Project Manual for more information.

Right reserved to reject any or all bids and waive any minor irregularities.

1/30/14
CNS-2582269#
SMALL BUSINESS EXCHANGE



**CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS**

**Contract No. 7432A
(ID No. FCA14077)**

**FIRE STATIONS NO. 13, 18, 26, 38, 40 & 41
SHOWER RENOVATIONS**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until 2:30 p.m. on February 19, 2014, 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 for shower stall renovations located at Firestations No 13, 18, 26, 38, 40, 41, including but not limited to, custom factory molded and fabricated solid surface shower pans, walls, sills, dividers, ceilings, sills, outside and inside corners and edge trimming, replacement of water controls valves, shower head, floor drain, and p-trap, and all appurtenant work in accordance with specifications and drawings. The time allowed for completion is 120 consecutive calendar days. The Architect's estimate is in excess of \$535,000. For more information, contact the Project Manager, Youcef Bouhamama at 415-557-4798.

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

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 Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Romulus Asenloo at (415) 581-2320 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 CMD 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 7, 2014 at 8:30 AM in the main conference room at 30 Van Ness Ave., suite 4100 followed by site visits to the (6) Fire Stations. Bidders are reminded that access to each fire station requires an escort by SFFD/City Representative. For the Site Visits: Bidders are asked to meet on time in front of the Fire Station Building. **Attendance is strongly recommended.**

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 greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "B" 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 Sec 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.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Sec 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Sec 00 73 30 of the Project Manual for more information.

Right reserved to reject any or all bids and waive any minor irregularities.

1/30/14
CNS-2582749#
SMALL BUSINESS EXCHANGE

SAN JOSE STATE UNIVERSITY

**ADVERTISEMENT FOR:
GFRC, CURTAIN WALL, FIRE PROTECTION,
MECHANICAL and ELECTRICAL
SUBCONTRACTOR PREQUALIFICATION**

Subject to conditions prescribed by California State University - San Jose, prequalification documents are sought from **GFRC, Curtain Wall, Fire Protection, Mechanical (Plumbing and HVAC) and Electrical (with low voltage) subcontractors** for the following work:

CSU San Jose, Campus Village Phase 2 project

PRE-QUALIFICATION OF PROSPECTIVE SUBCONTRACTORS: Only prequalified subcontractors will be able to submit bids to Sundt Construction for a best value selection process. Prequalification is through Sundt Construction, Inc.'s standard procedures for these packages. Bid period will be from February 3, 2014 to February 10, 2014 with award immediately following. Construction begins in June 2014 and completes June 2016.

ALL QUALIFIERS MUST HAVE THE APPROPRIATE LICENSE: See Description of Classifications (www.cslb.ca.gov)

Interested firms may obtain/confirm Prequalification Documents immediately:

Sundt Construction Inc.
2860 Gateway Oaks Drive, Suite 300,
Sacramento, CA 95833
Tel: 916-830-8000 Fax: 916-830-8015
Contact: Debra Lytle or dllytle@sundt.com

Prequalification Process must be completed on or before January 30, 2014, please submit all necessary forms and information in sufficient time in advance of this date.

No Prequalification Status issued after 2:00 p.m., January 30, 2014 will be considered.

Confidentiality of the information provided will be respected to the extent permitted by law.

This project is a public works project and is subject to prevailing wage rates.

QUESTIONS: Only written inquiries will be permitted. Questions must be submitted in writing by January 20, 2014, and will be acceptable by US Mail, email or fax to:

Ann H. Poppen
Sundt Construction Inc.
2860 Gateway Oaks Dr., Suite 300
Sacramento, CA 95833
Tel: 916-830-8000 Fax: 916-830-8015
ahpoppen@sundt.com

All information requested in these forms must be completed and returned in order to be considered "responsive" to the requirements of prequalification.

STATE OF CALIFORNIA

**State of California - Natural Resources Agency
DEPARTMENT OF
PARKS AND RECREATION PUBLIC WORKS
The Department of Parks and Recreation,
Monterey District, is seeking bids for:**

**Contract # C1364017 Victorian (Pittosporum)
Box Removal -- Julia Pfeiffer Burns State Park**

Note: Official bid packets can be obtained off Bid Sync.com or from Contract Administrator.

Project Scope Overview

This project calls for the removal of the invasive Victorian Box shrubs at Julia Pfeiffer Burns State Park. There is approximately 15% coverage over 45 acres of the park. The shrubs will be cut no more than 3 inches above the ground, and then the stumps will be immediately treated with herbicide. The brush will then be cut into sections no longer than 6 feet, and left in the field, ensuring they are not covering or impeding any native vegetation.

**MANDATORY JOB SHOWING: Feb. 12, 2014
TIME: 10:00 a.m.**

Location for Job Showing: Julia Pfeiffer Burns State Park, 12 miles south of Pfeiffer Big Sur State Park on Highway 1.

Bidder Questions accepted through Bid Sync.com until 10:00 a.m. Feb. 18, 2014

Answers by State Representative will be posted to Bid Sync.com no later than 4:30, Feb. 20, 2014

Bid Packets Due before: 9:30 a.m. Tuesday, February 25, 2014 - Review IFB packet for mailing instructions.

Packets will be opened publicly at 2211 Garden Road, Monterey, CA 93940, on Feb. 25th, or a date and time convenient for the State. Check with Contract Administrator for a confirmation of date and time.

**Budget/ Environmental Engineer's Range
Estimate: \$125,000.00 - \$145,000.00**

**CONTRACT ADMINISTRATOR:
Delane Hurley - delane.hurley@parks.ca.gov**

**PROJECT MANAGER: Susan Ferry -
susan.ferry@parks.ca.gov**

REQUIRED LICENCE(S): QUALIFIED APPLICATORS LICENSE FOR HERBICIDES

Project Duration: 6 months from Notice to Proceed, if no extreme unforeseeable weather conditions exist.

PUBLIC LEGAL NOTICES

UC IRVINE

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine (UCI)** from General Contractors (GC) wishing to submit **DESIGN BUILD** proposals for the **SOCIAL SCIENCES TOWER & LAB BUILDING REPAIRS, PROJECT NO. 990009**.

Prequalification questionnaires will be accepted from General Contractors teamed with Structural Engineers that have completed comparably sized design-build projects as described in the questionnaire.

DESCRIPTION: Work includes extensive repair to the deteriorating exterior wall surfaces of the Social Science Tower & Laboratory buildings. Repairs to cracks, existing and impending spalls, rust spots, and streaks shall include but not be limited to spot abatement of asbestos containing material (ACM), pressure washing, and painting. The exterior façade of the Social Science Tower building consists of 7 stories with exposed cast-in-place concrete beams, pilasters, and window wall system with precast lightweight concrete sunshades. The exterior façade of the Social Science Lab building consists of 4 stories with exposed cast-in-place concrete beams, pilasters, and window wall system.

Project completion time: 4.5 Months

PROJECT DELIVERY: Design Build

ESTIMATED DESIGN AND CONSTRUCTION COST: \$1,500,000 – \$2,000,000

PROCEDURES: Prequalification questionnaires will be available electronically at **2 PM on 1/31/14** from UCI Design & Construction Services.

Mandatory Prequalification Conference will be held at **11:00 AM on 2/5/14** at UCI Newkirk Alumni Center, Conference Rooms A & B, 450 Alumni Court, Irvine, CA 92697 (corner of University Drive and Mesa Road). Permit parking in Lots 14 and 14A.

Prequalification questionnaires must be received by **2 PM on 2/19/14** only at UCI Design & Construction Services, 101 Academy, Ste. 200, Irvine, CA 92697.

UCI reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem GCs prequalified to submit proposals for the project. To prequalify, GCs must agree to comply with all proposal conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. A contract will be awarded to the contractor/structural engineering team ("design builder") who offers UCI the best value. General Building "B" California Contractors License required.

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.

Contact Brenda Duenas (949) 824-9586, blduenas@uci.edu for the questionnaire. For other opportunities: www.designandconstruction.uci.edu

EASTERN CONTRA COSTA TRANSIT AUTHORITY

Request for Proposal #2014-001 Bus Route Evaluation and Re-design

The Eastern Contra Costa Transit Authority (ECCCTA) is accepting proposals from qualified firms to evaluate and re-design ECCTA's bus routes to increase overall efficiency in response to several local road projects, the widening of the major local freeway, and the anticipated extension of regional rail service (BART) into ECCTA's service area.

A pre-proposal conference will be conducted at 2:00 pm, Pacific Time, on February 18, 2014, in the ECCTA boardroom located at 801 Wilbur Avenue, Antioch, California. Attendance at this conference is recommended but not required.

Technical and Price Proposals are due to ECCTA on or before 2:00 pm Pacific Time on March 14, 2014, at ECCTA's facility, 801 Wilbur Avenue, Antioch, California, 94509. Proposals received after said time or at any other place other than the time and place stated in the RFP will not be considered. Submitted proposals must include the ECCTA Proposal Cover Form and the ECCTA Price Proposal Form. Any proposal submitted without these forms will be considered non-responsive and will be rejected.

Copies of the RFP documents may be obtained from:

Ann Hutcheson
Director of Administrative Services
Eastern Contra Costa Transit Authority
801 Wilbur Avenue, Antioch, CA 94509
Telephone: (925) 754-6622
Facsimile: (925) 757-2530
www.trideltatransit.com

ECCTA intends to procure the highest quality service possible for the best value possible.

Accordingly, the Proposal and Contract Award process contains eight periods:

1. RFP publication period
2. Technical and Price Proposal submission period
3. Technical Review Committee screening period
4. On site interview period
5. Technical Review Committee preliminary evaluation period
6. Best and Final Offer period
7. Technical Review Committee recommendation period
8. Contract award period

This contract is subject to the receipt of financial assistance from Caltrans and may also be subject to a grant contract between Caltrans and ECCTA. This contract is subject to laws and regulations governing the use of Caltrans Statewide or Urban Transit Planning Studies grant funds.

ECCTA will affirmatively ensure that, in regard to any contract entered into pursuant to this Request for Proposal (RFP); Disadvantaged Business Enterprises will be afforded full opportunity to submit proposals in response to this request and will not be discriminated against on the basis of race, color, sex, or national origin.

UC IRVINE

NOTICE INVITING SUBCONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine (UCI)** from Glazing (C17) and Fire Protection (C16) Subcontractors wishing to bid on **MESA COURT EXPANSION, PROJECT NO. 996296**.

DESCRIPTION: The proposed project consists of the demolition of the existing Mesa Commons building & maintenance shop (Hacienda), and the construction of a new 500 bed Residence Hall and ancillary spaces such as study rooms, computer labs, kitchenettes and laundry facilities. In addition to the residence hall, project also includes the construction of the Mesa Commons Replacement, Mesa Academic Center "MAC," Recreation Center and all site preparation including utilities and improvements.

PROJECT DELIVERY: Design Build

ESTIMATED DESIGN AND CONSTRUCTION COST: \$100,000,000 (funding approval by The Regents pending)

COST ESTIMATES FOR LISTED TRADES: Glazing: \$1,875,000 and Fire Protection: \$750,000.

PROCEDURES: Prequalification questionnaires were available electronically at **10 AM on 1/7/14** from UCI Design & Construction Services.

MANDATORY PREQUALIFICATION CONFERENCE: begins promptly at **9:00 AM on 1/28/14** at UCI Design and Construction Services, 101 Academy, Suite 200, Irvine, CA 92697-2450.

Glazing and Fire Protection Subcontractors who have previously attended the mandatory Glazing and Fire Protection Subcontractor Prequalification Conference on 1/14/14 for the Mesa Court Expansion project DO NOT need to attend the second mandatory Glazing and Fire Protection Subcontractors Prequalification Conference scheduled on 1/28/14 at 9:00 AM.

Glazing and Fire Protection Subcontractors who have previously submitted a Glazing and Fire Protection Subcontractor questionnaire DO NOT need to submit a second prequalification questionnaire.

QUESTIONNAIRES DUE DATE: Questionnaires must be rec'd before **12:00 PM on 2/4/14** only at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697.

The evaluation is solely for the purpose of determining which subcontractors are qualified to successfully perform the type of work included in this project. Prequalified subcontractors will be listed in the RFP Documents.

The University reserves the right to reject any or all responses to this notice and to waive non-material irregularities in any response.

Contact Lynn Javier (949) 824-7145, lynagafu@uci.edu, or Brenda Duenas (949) 824-9586, blduenas@uci.edu for questionnaires. For other opportunities: www.designandconstruction.uci.edu

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- District of Southern California
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- Santa Clara Valley Water District
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FICTITIOUS BUSINESS NAME • ABANDONMENT

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355757-00

Fictitious Business Name(s):
Access Advocates
Address
322 Bright Street
San Francisco, CA 94132
Full Name of Registrant #1
Barry Dow
Address of Registrant #1
322 Bright Street
San Francisco, CA 94132

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/9/2014**

Signed: **Barry Dow**

This statement was filed with the County Clerk of San Francisco County on **1/9/2014**.

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: **Jeanette Yu**
Deputy County Clerk
1/9/2014

1/16/14 + 1/23/14 + 1/30/14 + 2/6/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355747-00

Fictitious Business Name(s):
Cafe Chaat
Address
320, 3rd Street
San Francisco, CA 94107
Full Name of Registrant #1
Cafe Chaat San Francisco, Inc. (CA)
Address of Registrant #1
320, 3rd Street
San Francisco, CA 94107

This business is conducted by **A CORPORATION**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Chito K. Saha**

This statement was filed with the County Clerk of San Francisco County on **1/8/2014**.

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
1/8/2014

1/09/14 + 1/16/14 + 1/23/14 + 1/30/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355523-00

Fictitious Business Name(s):
1. Cali Creative,
2. Your Daily Staple,
3. Merchant Association Services
Address
50 Golden Gate Avenue, Apt 306
San Francisco, CA 94102
Full Name of Registrant #1
Robert V. Cali
Address of Registrant #1
50 Golden Gate Avenue, Apt 306
San Francisco, CA 94102

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/24/2013**

Signed: **Robert V. Cali**

This statement was filed with the County Clerk of San Francisco County on **12/24/2013**

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: **Morgan Jaldon**
Deputy County Clerk
12/24/13

1/23/14 + 1/30/14 + 2/6/14 + 2/13/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355771-00

Fictitious Business Name(s):
FenixSearch
Address
425 1st Street Unit 5104
San Francisco, CA 94105
Full Name of Registrant #1
Julius Turner
Address of Registrant #1
425 1st Street Unit 5104
San Francisco, CA 94105

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/9/2014**

Signed: **Julius Turner**

This statement was filed with the County Clerk of San Francisco County on **1/9/2014**.

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: **Jeannifer Wong**
Deputy County Clerk
1/9/2014

1/16/14 + 1/23/14 + 1/30/14 + 2/6/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355910-00

Fictitious Business Name(s):
FogcutterSF
Address
2440 16th Street, Suite 203
San Francisco, CA 94103
Full Name of Registrant #1
CHGP LLC (CA)
Address of Registrant #1
36 Sheridan Street,
San Francisco, CA 94103

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/16/2014**

Signed: **Caroline Hummer**

This statement was filed with the County Clerk of San Francisco County on **1/16/2014**.

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: **Jeanette Yu**
Deputy County Clerk
1/16/2014

1/23/14 + 1/30/14 + 2/6/14 + 2/13/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356123-00

Fictitious Business Name(s):
Josh Alonzo Photography
Address
2441 19th Avenue,
San Francisco, CA 94116
Full Name of Registrant #1
Joshua Alonzo Espinoza
Address of Registrant #1
2441 19th Avenue,
San Francisco, CA 94116

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/27/2014**

Signed: **Joshua A. Espinoza**

This statement was filed with the County Clerk of San Francisco County on **1/27/2014**.

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: **Jeanette Yu**
Deputy County Clerk
1/27/2014

1/30/14 + 2/6/14 + 2/13/14 + 2/20/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355721-00

Fictitious Business Name(s):
Kwongs Geomtry Services
Address
125 Mason Street, Suite 1302
San Francisco, CA 94102
Full Name of Registrant #1
Kwong, Leung Lam
Address of Registrant #1
125 Mason Street, Suite 1302
San Francisco, CA 94102

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/7/2014**

Signed: **Kwong, Leung Lam**

This statement was filed with the County Clerk of San Francisco County on **1/7/2014**.

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: **Jeanette Yu**
Deputy County Clerk
1/7/2014

1/09/14 + 1/16/14 + 1/23/14 + 1/30/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355658-00

Fictitious Business Name(s):
Mission Strategies
Address
2415 Mission Street,
San Francisco, CA 94110
Full Name of Registrant #1
Mission Strategies LLC (CA)
Address of Registrant #1
1090 Capp Street,
San Francisco, CA 94110

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/3/2014**

Signed: **Guy Maxwell Long**

This statement was filed with the County Clerk of San Francisco County on **1/3/14**.

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
1/3/2014

1/09/14 + 1/16/14 + 1/23/14 + 1/30/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355726-00

Fictitious Business Name(s):
Poppy's Petalworks
Address
2860 Laguna Street,
San Francisco, CA 94123
Full Name of Registrant #1
Laura H. Auyeung
Address of Registrant #1
1 Reposa Way,
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 **1/1/2014**

Signed: **Laura H. Auyeung**

This statement was filed with the County Clerk of San Francisco County on **1/7/2014**.

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: **Guillermo Sandoval**
Deputy County Clerk
1/7/2014

1/09/14 + 1/16/14 + 1/23/14 + 1/30/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0355228-00

Fictitious Business Name(s):
Pincushion Sew and Craft
Address
2254 Union Street,
San Francisco, CA 94123
Full Name of Registrant #1
MKL Pincushion Design Inc. (CA)
Address of Registrant #1
2136 Franklin Street,
San Francisco, CA 94109

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2013**

Signed: **Melissa Li**

This statement was filed with the County Clerk of San Francisco County on **12/5/2013**.

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: **Maribel Jaldon,**
Deputy County Clerk
12/5/2013

12/12/13 + 12/19/13 + 12/26/13 + 1/2/14

ABANDONMENT OF FICTITIOUS BUSINESS

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME
File No. 2010 0332038

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) Cafe Chaat
Located at **320, 3rd Street, San Francisco, CA 94107**

This fictitious business name was filed in the County of San Francisco on **13 December 2010** under file # **2010 0332038**.

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1
Chito K. Saha
1st. Francis Place #1002
San Francisco, CA 94107

This business was conducted by a **AN INDIVIDUAL**

Signed: **Chito K. Saha**

This statement was filed with the County Clerk of San Francisco County on **1/8/2014**

Filed: **Jennifer Wong**
Deputy County Clerk
1/8/2014

1/09/14 + 1/16/14 + 1/23/14 + 1/30/14

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SMALL & MINORITY BUSINESS ACCESS TO CAPITAL

“Mo’ Money, Mo’ Money”

By James Clingman

Remember that movie with the Wayans Brothers? After stealing some credit cards, Damon’s character, Johnny Stewart, had everything he ever thought he wanted. He spent a lot of money on “things” and still found himself with more than enough cash to do whatever he wanted. I am also reminded of another movie back in the 1980’s, “Wall Street”, that featured the infamous Gordon Gekko whose mantra was “Greed is good.” When King Solomon wrote, “Money answereth all things,” I don’t think he had Stewart and Gekko in mind.

To expand on that point, the Pope and President Obama will be kickin’ it in March to discuss the issue of economic inequality, which is graphically described by the following three points cited in an Oxfam Briefing Paper:

“The wealth of the richest one percent in the world amounts to \$110 trillion. That’s 65 times the total wealth of the bottom half of the world’s population;”

“The bottom half of the world’s population [3.5 billion people] owns the same as the richest 85 people in the world;”

“In the US, the wealthiest one percent captured 95 percent of post-financial crisis growth since 2009, while the bottom 90 percent became poorer.”

Do I have your attention? It is definitely too large a number for me to wrap my brain around, but I do know that \$110 trillion dispersed among just 85 families is a whole lot of jack! That makes Gordon Gekko and all of his friends look like paupers, and Johnny Stewart isn’t even in the game. What does this mean to Black folks in the United States? And let’s not even talk about the other countries.

Last week’s column was titled, “The revolution must be financed,” which pointed out that everything we say we want and need to do begins and/or ends with someone writing a check. Juxtapose that fact against the Oxfam report and marinate for a while on our relative economic position in this country.

During the housing collapse Black people lost an estimated \$1 trillion in wealth, more than any other group. We were already

way behind before the recession; where do you think we are now? What is our children’s economic position? What does the future hold for Black Americans, collectively, especially since we are a microcosm of the world’s wealth concentration model?

That’s right; we have the same relative situation going on with Black money. A small percentage of Blacks holds a large percentage of all Black wealth. You know the most popular ones, from Oprah and Bob Johnson on down to the entertainers and athletes, but there are other business owners whom many of us have never heard of who hold billions as well. This not an effort to make them out to be culprits; this is merely about facts, and then what if anything you are willing to do to help change your and our situation.

Now let’s get one thing straight, those 85 families are not going to come to our neighborhoods and drop bags of money from helicopters, and the richest Black folks are not going to do that either. As a matter of fact, some of them are too busy being Johnny Stewart (Gotta have that bling). So once again the call goes out to our people to look at the facts and get with the program. Economic inequality will always be with us; therefore, we must not waste our time and resources trying to reach “equality;” we simply need to spend as much time raising our individual and collective wealth as we spend trying to have an impact on politics.

It is now estimated that Black people in the U.S. have exceeded \$1 trillion in annual income, which only means something positive to those on the receiving end of that money. Income vs. wealth? No brainer, right? Yes, it takes some sort of income to create wealth, but it will also take good stewardship and “common cents” among our people to reach the lofty heights of economic stability.

Look at economic indicators across the board and you will find Black folks at the bottom of every category. Unemployment, business growth (not start-ups), Black owned firms with employees, average annual sales revenue, poverty, health, education, and a lack of structured economic empowerment initiatives are challenges to our wellbeing and future prosperity and, if not changed, will prove to be our demise. And they say our economy is doing much better, that it’s growing. For whom?



James Clingman

Our President subscribes to the Reagan model of economics that says, “A rising tide lifts all boats.” I say, if you have no boat a rising tide can also drown you. Blacks need to get mo’ money, buy some boats, and get in on this rising tide of economic prosperity.

Source: 2013 Trice Edney Communications

The Revolution Must Be Financed

By James Clingman

When it comes to gaining true freedom, the words and actions of our most revered Black authentic leaders emphasized economic empowerment. Unfortunately, many of those who spoke the truth and tried to establish an economic foundation for Black people were ostracized, caricatured, vilified, and even assassinated. Despite their sacrifices and refusals to back down from fighting for the most important collective aspect of true freedom, economic empowerment, the vast majority of Black folks either ignored them or chose to follow Black “misleaders” who took our people down the wrong road.

Now in 2014, Black folks are still suffering from and languishing in the results of having put all our eggs in the political basket, instead of holding on to what we had built and owned prior to the 1960’s. Today we are still

caught up in the same nonsensical approach to true freedom that got us into our dire situation in the first place. So, what do we do at this point?

We know two things for sure: Most of us Black Nationalists are often long on rhetoric and short on cash; and, everything that happens in this country begins and/or ends with somebody writing a check. Therefore, as one of our most respected leaders, Marcus Garvey, showed us back in the 1920’s, we must have businesses and we must have money, collectively and individually, in order to be truly free. Thus, any “revolution” we talk about must be financed, just as Garvey’s revolution had to be. He raised millions from Black people, encouraged entrepreneurship, and started several businesses himself. As a Nationalist, Garvey knew that without an economic foundation Black people would be lost, so he led the way to get likeminded Blacks to put their money where their mouths were.

Our current need for capital must be satisfied if we are going to build on Garvey’s vision, and if we are going to build collective economic empowerment. How do we do that? Three ways: Real Estate (when the market is right), Investments (stocks, etc.) and business ownership. My emphasis is on business ownership, which does not always mean having a storefront. It could mean working from home on the Internet. It could mean getting involved in money-making efforts that require very little work at all, via MLM (Multi-level Marketing) companies, but please do your due diligence and be careful.

Those who remember the MATAH Network know that it was a modified MLM, and worked quite well for those who participated. There are a few that I would recommend today, especially the one I am involved with, but whatever you feel about any of the three ways to create wealth, and whichever you choose, follow through and stay the course; we need capital and we need it now, because the revolution must be financed.

It would be very disingenuous of me to have written so much about this subject and not have participated in the solutions I have offered over the years. As a reflection of my commitment to Black economic empowerment, I have supported Black businesses, taught entrepreneurship and business planning, advocated for Black businesses, started Black chambers of commerce, established an entrepreneurship high school, founded the charitable Internet entity called the Blackonomics Million Dollar Club (BMDC), and I have enrolled and participated in MLM efforts at the request of friends and associates. I continue that commitment today because we will never have what we say we need until we are willing to sacrifice and put forth the appropriate effort.

So, the message here is something we have been saying for a long time, “To have economic empowerment, we must have consciousness and capital.” While there are a

Continued on page 16

SMALL & MINORITY BUSINESS ACCESS TO CAPITAL

The Tory Burch Foundation and Bank of America Partner to Support Women Entrepreneurs With Capital and Mentoring Opportunities

Elizabeth Street Capital Initiative Launches With Initial \$10 Million Investment to Grow Women-owned Small Businesses and Create Communities of Entrepreneurs Across the Country

The Tory Burch Foundation (TBF) and Bank of America today announced the launch of Elizabeth Street Capital, an initiative designed to provide early-stage women entrepreneurs in the United States with access to low-cost capital, mentoring support and networking opportunities to grow their businesses, creating communities of women entrepreneurs.

The Elizabeth Street Capital initiative will launch with an investment of \$10 million in low-cost capital from Bank of America and additional funds for operating expenses shared by TBF and Bank of America. The initial launch will support women entrepreneurs in Boston, Charlotte, Las Vegas, New York, Philadelphia, and San Francisco, but will expand to additional markets over the next two years.

This unique partnership brings together TBF's network of early-stage women entrepreneurs with one of the world's largest financial institutions. The loans will be administered through nonprofit entrepreneurial loan centers (also known as Community Development Financial Institutions or CDFIs) that support low- and moderate-income communities. In the initial markets, participating partners are Accion East (Boston and New York), Self-Help (Charlotte), Nevada Microenterprise Initiative, in partnership with VEDC (Las Vegas), Entrepreneur Works (Philadelphia) and Opportunity Fund (San Francisco). Bank of America is the largest supporter of CDFIs among major financial institutions.

Tory Burch, founder of TBF, stated: "When we started our foundation, we understood that women entrepreneurs need

access to capital as well as access to business networks, and by partnering with Bank of America, we are thrilled to be providing help to women across the United States. The combination of loans, mentoring support and peer networking expertise opens up new opportunities for women looking to build and grow their businesses."

Thomas K. Montag, co-chief operating officer of Bank of America, said: "Bank of America and the Tory Burch Foundation recognize a huge opportunity to support women-owned businesses. Research has shown that women entrepreneurs need better access to capital and more opportunities to build strategic business relationships. The Elizabeth Street Capital initiative will help address these issues and provide loans and mentoring to women ready to take their businesses to the next level."

Elizabeth Street refers to the New York City location of Tory Burch's first boutique, the launching pad for a business that has grown into a global brand with nearly 120 boutiques and a presence in more than 50 countries around the world. The name speaks to the hard work and passion that drive successful entrepreneurial ventures and to the enormous potential of women-owned small businesses.

Andrew Plepler, Corporate Social Responsibility executive, Bank of America, said: "Tory and team recognize that supporting women-owned businesses, both financially and by sharing expertise, can have a dramatic impact on the local economies, paving the way for future generations. This program has the potential to be a real catalyst for advancing women's economic empowerment."

The program will launch with a TBF signature event this evening at the Bank of America Tower in New York City.

For additional information, please visit the TBF website at www.toryburchfoundation.org or the Bank of America website at www.bankofamerica.com/elizabethstreetcapital.

About the Tory Burch Foundation

The Tory Burch Foundation launched in 2009 to support the economic empowerment of women entrepreneurs and their families. The foundation provides small business loans, mentorship and entrepreneurial education, enabling women to start and grow their own businesses. For more information, visit www.toryburchfoundation.org.

About Bank of America

Bank of America is one of the world's largest financial institutions, serving individual consumers, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 50 million consumer and small business relationships with approximately 5,100 retail banking offices and approximately 16,300 ATMs and award-winning online banking with 30 million active users and more than 14 million mobile users. Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

Source: Bank of America

What to Look For in Your Business Loan Agreement's Fine Print

By Caron Beesley

Applying for a business loan and securing its approval can be a lengthy process. The actual approval time varies widely depending on the type of loan, its complexity, and the borrower's timeliness providing the necessary information. This guide from SBA can help you gather the right paperwork, whether you're applying for an SBA loan or a regular business loan.

But knowing exactly what you're signing up for is just as important as rounding up the details and completing the paperwork accurately. If you've ever purchased a car and found yourself surprised when extra line items turn up on your monthly billing statement, then you'll know the feeling. With loan agreements, there are devils in the details. That's why it's critical to pay attention to the fine print, often found in the promissory note or security interest section of the agreement.

Here are some tips for what to look for and how to avoid potentially costly mistakes:

Common Details Buried in the Fine Print

Some of the key terms that make up a loan agreement aren't always as explicit as one might hope. The fine print, for example, can include detailed and complex technicalities, qualifications or restrictions of the agreement, and even vital information about the loan's terms. Things to look out for include:

- Whether the interest rate is fixed or variable (and when it will change)
- Payment schedules, grace periods and late payment fees
- Prepayment penalties if you pay off the loan early
- The lender's definitions of default and the penalties incurred

You may think it would be impossible to overlook these details. But often in the excitement of the moment, there's a risk of signing a loan agreement without having a clear understanding of what you're getting into – always a bad move.

Do Your Research

Obviously, be wary of scams, or of lenders who promise loan approvals within hours, if not days. Consult the Better

Business Bureau (look for information about complaints made about unfair terms or hidden costs) or talk to your local SBA Office if you aren't sure of a lender's credibility.

Review, Review, Review

Avoid surprises by taking the time to read all your loan-related documents in their entirety as early as you can. Ask your lender if you can see an example of the loan agreement, even before you've submitted your loan application.

Prepare Questions

Before you sign anything, prepare a list of questions so that you have a clear understanding of the terms. For example, even if you don't think you'll ever be likely to make a late payment or pay off the loan early, familiarize yourself with the policy.

Caron Beesley is a small business owner, a writer, and marketing communications consultant. Caron works with the SBA.gov team to promote essential government resources that help entrepreneurs and small business owners start-up, grow and succeed.

Source: The Minority Business Development Agency (MBDA)

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The Revolution

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relative few "conscious capitalists" among our people, we still need many more, and there are ways and means to reach that ideal. As for me, I have joined with a close friend and business associate, Dr. Nathaniel Chism, founder of www.PowernomicsNetwork.com, of course from Dr. Claud Anderson's book, Powernomics, to obtain more capital. As a result, I am looking to partner with just three more individuals who are serious about the fact that we must have capital in order to finance our individual and collective freedom—and willing to do something about it.

Currently we are financing our own oppression; we must start financing our own freedom by moving beyond the empty rhetoric, the futile marches, and the useless anger offered as solutions by a few of our "leaders." Black folks need real power, and being financially independent is all the power necessary to be free. Yes, our revolution must be financed; and we must work to become individually empowered to achieve that goal. We like to quote, "Freedom ain't free" and "Nobody frees a slave; a slave must free himself." It's way past time we put some action behind those quotes.

Source: 2013 Trice Edney Communications

GOOD FAITH & BEYOND

Diversity Outreach & Subcontracting Opportunities

SBE is positioned to assist companies to enhance their good faith efforts and to strengthen their compliance with subcontracting plans.

SBE's unique business database provides a central location for disadvantaged, minority, woman, disabled veteran and other small businesses.

**ONE LOCATION,
 1.6 MILLION BUSINESSES**

- SBE imports state DOT (nationwide)
- SBE imports US SBA "SAM" listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies
- **SBE IS AN OUTREACH STANDARD!**
- Cited as a resource by the State of California
- Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

SUB-BID REQUEST ADVERTISEMENTS

Place a sub-bid request ad in an SBE trade and focus publication:

- Small Business Exchange weekly newspaper*
- SBE Today newsletter

- SBE website www.sbeinc.com
- Ad placement services in local print publications as required

** Adjudicated newspaper of general circulation by the Superior Court of the City and County of San Francisco*

** Determined Outreach Newspaper for Asian, Black and Hispanic communities by the Supervisors of the City of San Francisco FY 2012-13*

TARGETED - MAILING/FAXING/EMAILING

- By focus group, industry type(s), certification and other requirements
- Complete logs

TELEPHONE FOLLOW-UP

- Script tailored to project needs, four standard or individualized questions
- Interested companies directed to bidder

COMPUTER-GENERATED REPORTS

- Full documentation, tailored to agency requirements

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703 Market Street, Suite 1000
 San Francisco, CA 94103
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