

SBE NEWS ALERT

6 Good Reasons to Start your Holiday Marketing Plan Now



The holidays creep up on us fast, and it seems like each year the big retailers start their holiday sales sooner and sooner. Last year, for example, retail giants Walmart and Target both began their holiday deals well before Thanksgiving, with campaign planning no doubt starting several months prior.

Should your small business be doing the same and can you really benefit from jumping on the holiday marketing bandwagon sooner rather than later? Of course you can! Here's why – and how:

There's a lot of ground to cover

According to a 2013 report by Accenture, 23 percent of shoppers start shopping in the early fall, and nearly three quarters will be finished by the end of November! That's a lot of ground to cover. Start late and you'll miss the boat. Start sooner and you'll have a rolling strategy to stay top of mind as key holiday milestones come and go.

The early bird gets repeat customers

According to a 2013 survey by Constant Contact, participating in holiday season marketing is a rewarding venture for small businesses, with 52 percent of respondents reporting that new customers attained during the holidays become repeat, loyal customers.

Poor planning = poor performance

Constant Contact also reports that only 31 percent of small businesses surveyed start planning

for the holidays between two and three months in advance. Now this doesn't mean that these businesses won't be ready, but it's more than likely that the campaigns and events that they run will be pretty generic. Without planning, these campaigns won't take into account what's worked well in the past (and I don't mean gut feelings, but real, hard metrics). They also won't allow much time for originality, no matter how creative you think you are.

These campaigns will probably work to drum up some business, but will they be wildly successful? Will they make your business stand out so much that new customers become loyal customers, even when the holiday décor is taken down?

Last-minute budgeting isn't easy

Reactive marketing can quickly erode your marketing budget – cutting back money allocated to other areas and, at worst, eating directly into your bottom line. If you start planning your holiday marketing ahead of time, you can spread the costs over several months so that cash flow isn't impeded and you are ready to roll come the holiday season.

Get better pricing

Starting early may also pay off in terms of securing a better deal on design and printing costs as well as other vendor incentives to help keep your campaign costs lower. Coming off the long slow summer, these companies will be eager to entice companies to start spending sooner rather than later.

Take a weight off your shoulders

Planning now can make an already stressful time easier to manage knowing that your campaign is up and running and delivering you a health return on investment.

Get tips!

Whether you're a retailer or not, check out these tips amassed by SBA.gov contributors and small business experts.

- Start Now to Plan Your Holiday Retail Marketing Campaign

Continued on page 1

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

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

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

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

**State Highway in Santa Clara County in and near Gilroy at Various Locations from Route 101/152 Interchange to Route 152/156 Interchange
Contract No. 04-4C20004**

**Federal Aid Project No. ACNHP-P152(083)E
Engineer Estimate: \$6,500,000 - 130 Working Days
Goal: DBE 8%**

Bids: October 29th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Cold Plane, Clear and Grub, Erosion Control, Thermoplastic Traffic Stripe & Marking, Detector, SWPPP Planning, Water Truck, Sweeper, Hazardous Substance Removal, Rumble Strip and Trucker.

Scope of Work: Cold plane and overlay, pedestrian ramp, replace loop detector.

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 Dave Czech 925-606-2400 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

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

**State Highway in Madera County near Chowchilla from the Merced County Line to 0.1 Mile West of Road 4
Contract No. 06-0P9704**

**Federal Aid Project No. ACHSNHPG-P152(084)E
Engineer Estimate:
\$1,990,000 - 75 Working Days
Goal: DBE 13%**

Bids: October 22nd, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Clear and Grub, Hydroseeding, Erosion Control, Signs Structure, MBGR, High Tension Cable Barrier, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, Signal and Lighting, Detector, SWPPP Planning, Water Truck, Sweeper, and Trucker.

Scope of Work: Construct high tension cable barrier and rumble strip.

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 Dave Czech 925-606-2400 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

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

**State Highway in Santa Clara County in Cupertino and Los Altos from Tantau Avenue Overcrossing to Foothill Expressway Undercrossing
Contract No. 04-272044**

**Federal Aid Project No. ACNHPI-280-1(140)E
Engineer Estimate: \$5,800,000 - 100 Working Days
Goal: DBE 8%**

Bids: October 29th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Electrical Material, Construction Area Signs, Traffic Control, Cold Plane, Roadway Excavation, Aggregate Base, Asphalt Paving, Grinding, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Object Marker, MBGR, Concrete Barrier, Thermoplastic and Painted Traffic Stripe & Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, Detector, Ramp Metering System, SWPPP Planning, Sweeper, Hazardous Substance Removal, and Trucker.

Scope of Work: Rehabilitate PCC and AC pavements, upgrade guardrails and signs.

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/. Tim Ross 925-606-2400 tim.ross@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

SUB-BID REQUEST

D'Arcy & Harty Construction, Inc
(415) 822-5200 ph • (415) 822-0747 Fx
Estimator: willietobin@sbcglobal.net

Rodeo Sanitary District Sewer Year 1 Improvements

Bids: 10/14/14 at 2:00 pm

UDBE sub-bids requested for

Traffic Control, Saw-cutting, Trucking and Concrete sidewalk

DBE Subcontractors Requested Orange County Transportation Authority (OCTA) Contracted Fixed Route Bus Services Bid Submittal Date: November 3, 2014

MV Transportation is seeking proposals from DBE Subcontractors. Submit proposals for the following: Office Supplies, Computers and Printers, Vehicle Parts, Vehicle Cleaning Services, Vehicle Detailing, Consumable Fluids (Oil, Lubricants), Fuel, Bus Washing Chemicals, Uniforms, Vehicles and Staffing Services.

The RFP documents are available from our offices or from the OCTA directly. If you require additional advice and assistance in this process, obtaining necessary equipment, supplies, materials or related assistance or services; bonds, lines of credit, or insurance required by the OCTA or MV, please feel free to contact me at 707-208-7128. Interested firms please fax a letter of interest (include DBE certification information) by **October 24, 2014**.

All proposals will be fairly evaluated.

Joe Escobedo

Sr. VP Business Development

MV Transportation, Inc.

479 Mason Street, Suite 221 • Vacaville, CA 95688

Phone: (623) 340-3209 • Fax: (972) 391-4960

joe.escobedo@mvttransit.com

California Sub-Bid Request Ads

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

State Highway in Kings County near Kettleman City from 3.3 Miles South of Utica Avenue Overcrossing to Route 5/41 Separation

Contract No. 06-OP1804

Federal Aid Project No. ACNHPI-005-4(194)308E

Engineer Estimate: \$ 15,400,000 - 130 Working Days

Goal: DBE 7%

Bids: October 29th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, AC Dike, Grinding, MBGR, Remove Concrete Pavement, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, Detector, SWPPP, Water Truck, Sweeper, Trucker, Inertial Profiler, Sawcutting, QC Testing.

Scope of Work: Cold plane AC pavement and overlay the existing pavement

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 John Pitsch 925-606-2400 johnp@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

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

State Highway in Alameda County in Oakland Near Moraga Ave NB On-Ramp

Contract No. 04-1SS024

Federal Aid Project No. ACSTP-P013(033)E

Engineer Estimate: \$3,740,000 - 180 Working Days

Goal: DBE 4%

Bids: October 21st, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Cold Plane, Clear and Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Asphalt Paving, CIDH Piles, Structural Concrete, Reinforcing Steel, Clean and Paint Steel, Fencing, MBGR, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, SWPPP Planning, Water Truck, Sweeper, Hazardous Substance Removal, Storm Drain (Underground), and Trucker.

Scope of Work: Repair landslide on SR-13 at the Moraga Avenue, northbound on-ramp.

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/. Tim Ross 925-606-2400 tim.ross@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



Proven Management, Inc.

2000 5th Street, Berkeley, CA 94710
Phone: 415-421-9500 • Fax: 415-421-9600

Requests proposals/quotes from all qualified and certified SBE subcontractors, suppliers, and truckers for the following project:

LIGHT RAIL EFFICIENCY PROJECT:

MOUNTAIN VIEW PHASE 2

VTA Contract C835 (14139)

Bids: November 10, 2014 @ 2pm

SBE GOAL - 35.63%

Traffic Control – Dust Control – Demo @ Evelyn Station – Cip & Portland Cement – Concrete Forming - Rebar – Dust Control - Roadway Signs –Systemwide Electrical – Lighting & Systems – Low-Voltage- Elect Raceways – Elect Manholes/Pullboxes & Handholes For Lighting & Systems – Earthwork – Dewatering – Shoring & Underpinning – Excavation Support & Protection – AC Paving – Concrete Curbs – Chain Link Fences & Gates – Concrete Retaining Walls – Planting & Irrigation – Utilities – Track Removal & Salvage – Rail Tracks – Overhead Contact System – Ocs Metal Poles, Pole Anchor Foundations – Metal Fabrication – DC Insulated Power Cable

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE suppliers, subcontractors & truckers. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified business suppliers, subcontractors & truckers.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
County of Stanislaus - Pete Miller Road Bridge at Delta Mendota Canal
Contract No. 9407
Location: Modesto, CA
Bid Date: October 22, 2014 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: Construction Area Signs; SWPPP; Hydroseeding; Sawcutting; Lead & Asbestos Compliance; Rebar; Misc. Metals; Fencing; Metal Beam Guard Rail; and Concrete Barrier.

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

An Equal Opportunity Employer

With SBE you can:

FIND

Subcontractors, Vendors, and Suppliers

REACH

Diverse Audiences of Various Ethnicity, Race, & Gender

ADVERTISE

Sub-Bid Request Ad

California Sub-Bid Request Ads

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

CALTRANS ROUTE 20 – CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY ABOUT 12 MILES EAST OF MARYSVILLE FROM MARYSVILLE ROAD TO 0.3 MILE EAST OF LOWER SMARTSVILLE ROAD

Contract No. 03-3F0004,

Federal Aid Project ACNH-P020(171)

OWNER: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidders' Exchange, MS 26,
Sacramento, CA 95816

BID DATE: October 28, 2014 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, GUARDRAIL, LEAD COMPLIANCE PLAN, MINOR CONCRETE, DELINEATOR, MARKERS, STRIPING, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates Construction, L.P.

11555 Dublin Boulevard
P.O. Box 2909

Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263

Estimator: VICTOR LE

Website: www.desilvagates.com

An Equal Opportunity Employer

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:

CONSTRUCTION IN THE CITY OF FREMONT, ALAMEDA COUNTY, 2014 PAVEMENT REHABILITATION PROJECT, City Project No. 8234-0 (PWC), Federal-Aid Project No. STPL-5322(054)

OWNER: CITY OF FREMONT
DEPARTMENT OF PUBLIC WORKS,
ENGINEERING DIVISION
3300 CAPITOL AVENUE, FREMONT, CA 94538

BID DATE: October 21, 2014 @ 2:00 PM

We hereby encourage responsible participation of local Disadvantaged/Minority/Women Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, SWPPP PREP/ CONSTRUCTION SITE MANAGEMENT, TEMPORARY EROSION CONTROL, TRUCKING, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL AND HMA (OPEN GRADE) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Steve Lippis
Website: www.desilvagates.com

An Equal Opportunity Employer

SMALL BUSINESS EXCHANGE

SKANSKA

CONSTRUCTION ON STATE HIGHWAY IN SAN BERNARDINO COUNTY AT HINKLEY ROAD FROM 2.4 MILES WEST OF HIDDEN RIVER ROAD TO 0.7 MILE EAST OF LENWOOD ROAD.

Caltrans Contract No.: 08-043514

District 08 on Route 58

DBE Goal: 9%

Bid Date: October 30, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all sub-contractors 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: Signage & Striping, Traffic Control Sys., SWPPP Implementation; Biologist; Clear & Grub; Excavation; Asphalt Concrete & Related; JPCP & Related; Electrical, Lighting & Related; Sign Structures/C.I.D.H; Rock Excavation (Controlled Blasting); Erosion Control; Gravel Mulch & Rock Blanket; Agg. Base & Sub-base; Minor, & Structural Concrete; Reinforcing Steel; Joint Sealant; Slope Paving & RSP; Storm Drain; Fencing & MBGR & related; Misc. Iron & Steel; Trucking; Water Truck; Fuel; Sweeper

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. Please submit scope sheets (including any conditions or exceptions) 3 days prior to bid to allow for 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: bids.socal@skanska.com

Requesting for certified DVBE Subcontractors & Suppliers for:

James Lick Middle School Interim Housing (Project No 11508)

Owner: San Francisco Unified School District

Bid Date: October 14, 2014 at 2:00 PM

Trades requested are: Hazardous Materials, Asphalt Paving, Electrical and all other trades, applicable to the project scope of works.

Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at www.bayareaabx.com

Please submit quotes no later than October 14, before 12:00 pm

B-Side Construction, Inc.

1940 Union Str. #9; Oakland, CA 94607
Phone: 510-451-7527; Fax: 510-451-7517

Email: info@bsideconstruction.com

Contact: Anton Kalafati

Please contact our office for plan and specs help.

California Sub-Bid Request Ads

SKANSKA

Western Riverside County Regional Wastewater Authority
 14 mgd Expansion Project W230
Encouraged DBE/MBE/WBE/HUB/SBRA/LSAF Certified Firm Participation

Bid Date: November 12, 2014 – 2:00 PM

Questions on bid documents due NLT October 31, 2014

EPA Forms 6100-3 & 6100-4 & Certified Data Sheet (listing mfg's) Must be included with your bid.

EPA Forms can be found in Vol. I, Part 2, Appendix 2

Certified Data Sheet can be found in Vol. I, Part 1, pgs. 39-43 / Bid Forms pgs. 10-12

Please submit Forms & Scope sheets 3 days prior to bid to allow for proper evaluation

Please see General Conditions Articles 52-58 for Required Insurance Minimums

Skanska, an equal opportunity employer, is interested in soliciting in Good Faith all subcontractors as well as certified companies for this project. All interested subcontractors, please indicate all lower tier 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 WMWD website: <http://www.wmwd.com/bids.aspx?bidID=68>

Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to:

Scheduling srvc; Hazardous material removal; Quality control; Surveying; Potholing; PreCon video; Storm water runoff control program; Temp. bypass pumping; Trucking; Demo; Concrete formwork & accessories; Concrete shoring; Reinforcing steel; Concrete pumping; Concrete ready mix; Crack injection; FRP strengthening; Masonry; Modular concrete wall; Steel fabrication, erection, decking; Misc. metal; Carpentry & sheathing; Fiberglass reinforced plastic; Insulation; Roofing & flashing; Joint sealants; Doors & hatches; Windows & glazing; Metal framing & gyp. board; Coatings – protective & architectural; Fire extinguishers; Cathodic protection; Truck scale; Pre-engineered metal bldg; Greenhouse; Monorail; Mechanical process equipment; Pipe, valves, chemical storage tanks, pumps, air compressor; HVAC; Fiberglass ducts; Louvers; Plumbing; Electrical; Generator; Clear & grub; Earthwork; Aggregates; Dewatering; Shoring; Paving – asphalt & concrete; Site concrete; Fencing; Natural gas distribution; Precast concrete; Slide & sluice gates; Stop logs; Fiberglass baffles; Instrumentation

Subcontracting Requirements: Subcontractor must provide insurance coverage as required by the Prime contract, or Skanska minimum - whichever is greatest. **Please take note of Insurance flow down requirements as stated in GC's, Articles 52-58.** Endorsements & waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Skanska will reimburse 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. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance & fringe benefit statements if required by law or by the Prime Contract.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360, Fax: (951) 788-2449

Lead Estimator: Mike Randall • Email: bids.socal@skanska.com

SKANSKA

**62ND AVE RESURFACING PROJECT,
 VISTA SANTA ROSA OF THE COACHELLA VALLEY, CA
 Riverside County Transportation Department Contract**

No.: C1-0599

DBE Goal: 3%

Bid Date: October 29, 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 for purchase from the County of Riverside Transportation Department at:

<http://rctlma.org/trans/Contractors-Corner/Notices-Inviting-Bids>

Quotes requested for contractors, suppliers and service providers include, but are not limited to:

DUST ABATEMENT, WATER POLLUTION CONTROL, TRAFFIC CONTROL SYS., CLEAR & GRUB, DEVELOP WATER SUPPLY, FUNDING AWARENESS SIGN, PORTABLE CHANGEABLE MESSAGE SIGN, GRINDING ASPHALT CONCRETE IN PLACE, SHOULDER BACKING, HOT MIX ASPHALT, THERMOPLASTIC CROSSWALK & PAVEMENT MARKING, THERMOPLASTIC TRAFFIC STRIPE (SPRAYABLE), PAVEMENT MARKER (REFLECTIVE), & FINAL CLEAN

Please submit scope sheets 3 days prior to bid to allow for proper evaluation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella & \$1M Workers Comp. Endorsements & waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & 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. Subcontractors must provide weekly, one original & one copy of all certified payrolls, including non-performance & fringe benefit statements if required by law or by the Prime Contract.

Skanska

is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd,
 Riverside, CA 92509

Ph: (951) 684-5360, Fax: (951) 788-2449

Lead Estimator: Al Artega

Email: bids.socal@skanska.com

Start your Holiday Marketing Plan Now

Continued from page 1

- 6 Ideas to Turn Your Customer Holiday Gifts Into a Marketing Tool
- 7 Holiday Marketing Tips on a Limited Budget
- 5 Ways to Market Your Business for the Holiday Season
- 5 Ways to Attract Shoppers for the Holidays—and Beyond
- Are the Holidays Your Off-Season? Stay on Top of Business Seasonality With These 7 Tips
- How to Market Your Products at Holiday Crafts Fairs and Flea Markets
- Sponsoring or Hosting an Event this Holiday Season? 6 Ways to Maximize Your Return

How to Market Your Business with an Event

And if you really must leave it to the last minute:

- 12 Last-Minute, Low-Cost Holiday Marketing Tips for Your Small Business

California Sub-Bid Request Ads

SKANSKA

STATE ROUTE 10/95 BLYTHE

Caltrans District 8 on Rte. 95 - Contract No.: 08-1C3704

DBE Goal: 6 %

Location: Riverside County, CA

Bid Date: October 28, 2014 - 2:00 PM

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 from Subcontractors, Suppliers and Service Providers include, but are not limited to: LEAD COMPLIANCE PLAN • CONST. AREA SIGNS • TCS • CMS SIGNS • PREPARE WPCP • DESERT TORTOISE TEMP. FENCE • REMOVE GUARDRAIL, ASPHALT CONCRETE DIKE, & CONCRETE (STRUCTURE & MISC.) • RESET ROADSIDE SIGNS • COLD PLANE • PREPAVING INERTIAL PROFILER•ASPHALT AND RELATED • MINOR CONCRETE (CURB RAMP & STRUCTURE) • MBGR AND RELATED • STRIPING • INDUCTIVE LOOP DETECTORS • MAINT EXISTING TRAFFIC MGMT SYS. ELEMENTS DURING CONST.

Subcontractor scope (incl. any conditions or exceptions) is requested 3 days prior to bid deadline to allow for proper evaluation.

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.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 - Ph: (951) 684-5360, Fax: (951) 788-2449

Lead Estimator: John Matich Email: bids.socal@skanska.com

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Rt. 41 - Ventura Ave. Viaduct Bridge Deck Resurfacing Project

Fresno County, Caltrans Project No. 06-0Q0104, Bid Date: October 15th, 2014 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (7% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Job Site Management, Prepare Water Pollution Control Program, Temporary Concrete Wash-out, Remove Yellow Thermoplastic Traffic Stripe, Public Safety Plan, Rapid Setting Concrete, Remove Thermoplastic Traffic Stripe, Remove Thermoplastic Pavement Marking, Remove Concrete Deck Surface, Remove Unsound Concrete, Prep Concrete Bridge Deck Surface, Furnish Polyester Concrete Overlay, Place Concrete Overlay, Clean Expansion Joint, Joint Seal, Thermoplastic Traffic Stripe, Pavement Marker, Maintaining Existing Traffic Management System Elements During Construction, Construction Equipment and Rentals, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the Caltrans website at http://www.dot.ca.gov/hq/esc/oe/contractor_info/.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

C.C. Myers, Inc.



3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation.

The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER

SKANSKA

WIDEN ROADWAY ROUTE 138 & 18

Caltrans Contract No.: 07-265604

District 07 on Route 138

DBE Goal: 7%

Location: San Bernardino County, CA

Bid Date: November 6, 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:

Site Mgmt• Roadway Excavation• Develop Water Supply• Signage• Striping• Traffic Control Sys. SWPPP Implementation• Landscape & Irrigation• Clear & Grub• Fiber Rolls• Class III Agg. Base• Hot Mix Asphalt• Place Hot Mix Asphalt Dike• Temp. & Perm. Channelizer• Erosion Control• Hydraulic Mulch• Minor Concrete• Guard Rail• Rumble Strip• Trucking• Water Truck• Fuel• Street Sweeper• Tortoise Fence• Single Sheet Aluminum Sign• Construction Area Signs• Roadside Signs• Cold Plane AC• AC Dike• Pavement Marker• Crack Treatment• Lead Compliance Plan• Type III Barricade• Temp. Pavement Marking• Railing• Terminal Sys.

Please submit scope sheets 3 days prior to bid to allow for proper evaluation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella & \$1M Workers Comp. Endorsements & waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & 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. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance & fringe benefit statements if required by law or by the Prime Contract.

Skanska

is an Equal Opportunity Employer

Skanska Estimating Dept.: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph.: (951) 684-5360, Fax: (951) 788-2449

Lead Estimator: Joe Sidor

Email: bids.socal@skanska.com

Public Legal Notices

UC IRVINE

ANNOUNCEMENT TO PREQUALIFIED PROPOSERS

UC Irvine (UCI) invites the following prequalified Proposers to submit proposals for the **MED ED 4TH FLOOR – ULTRASOUND INSTITUTE, PROJECT NO. 994640**:

DE LA SECURA, INC. DBA DLS BUILDERS, Orange, CA 92865, (714) 998-3790; and **BN BUILDERS, INC.**, San Diego, CA 92121, (858) 550-9433

MAXIMUM ACCEPTANCE COST: \$732,000

DESCRIPTION: The proposed Med Ed 4th Floor – Ultrasound Institute project will consist of an approximately new 3540 gsf Med Ed 4th Floor Ultrasound Training Facility located in the Medical Education Building 4th Floor south wing which is currently shell space.

Project completion time: 6 Months

PROJECT DELIVERY: Design Build

PROCEDURES: RFP avail **10/10/14, 4 PM**. Prequalified Proposers receive 2 sets at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697. Purchase at C2 Reprographics, Costa Mesa, CA (949) 545-0112. Planrooms: F.W. Dodge (626) 930-8991 and Reed (800) 424-3996.

MANDATORY PRE-PROPOSAL CONFERENCE & SITE VISIT: 10/14/14, 8:30 AM. UCI Medical Education Building, Teled Theater, Room B001, Health Sciences Road, Irvine, CA 92697 (building #836 on campus map).

PROPOSALS DUE: Technical Proposal, **11/12/14, 4 PM** and Lump Sum Base Price Proposal, **11/13/14, 4 PM** received only at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697, (949) 824-6630.

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

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

Lynn Javier, Contracts Manager, (949) 824-7145, lynagafu@uci.edu.

Bid Board: www.designandconstruction.uci.edu

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz sealed bids for a lump-sum contract are invited for the following work:

**Alterations to Room 301B JBEB BME Lab
Project Number: 2746**

Description of Work: Construction of Biomolecular Engineering Instructional Lab in the Baskin Engineering Building on the UCSC Campus.

Procedures: Bidding documents will be available at **1:00PM Tuesday, October 21, 2014** from UCSC's Online Planroom web site at www.ucscplanroom.com. Create your Username and Password under the 'Login' heading on the home page to register for a free account. Plans and specs may be downloaded at no charge.

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Thursday, October 23, 2014** beginning promptly at **11:30 AM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Kevin Foisie at 831-459-4663.

Bids will be received only at:

Physical Planning and Construction,
UNIVERSITY OF CALIFORNIA, Santa Cruz 1156
High Street, Barn G, Contracts Trailer
Santa Cruz, CA 95064
831-459-2366 / 831-459-5540

Bid Deadline: Sealed bids must be received on or before **Wednesday, November 5, 2014 at 3:00 PM**.

Bid Security in the amount of 10% of the Lump Sum Base Bid shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the bid: B – General Building Contractor.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage rates at the location of the work.

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

Estimated construction cost: \$510,000.00

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
University of California, Santa Cruz
October 2014

SMALL BUSINESS EXCHANGE

UCLA

UCLA

ADVERTISEMENT FOR BIDS

The following is a summary of a full Advertisement for Bids posted on the UCLA Online Planroom website (<https://www.uclaplanroom.com>). **All interested parties must go to the Website for complete information.**

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a CM at Risk contract (utilizing Best Value Selection methodology) are invited for the following work:

Project Name: FOOTBALL PERFORMANCE CENTER

Project Number: 943971.01

Description of Work: Football Performance Center: Project constructs a 72,000 gsf building to accommodate the football program at UCLA. Site Precinct Scope: The site precinct scope shall upgrade existing infrastructure including sewer, storm drain, electrical and telecommunications to support the new building and future development within the adjacent area. Refer to website for complete description.

Anticipated Contract Value: \$44,000,000.00

Bidding Documents Available at:

UCLA Online Planroom
<https://www.uclaplanroom.com/>

Bid Submittal Location:

Contracts Administration
University of California, Los Angeles
1060 Veteran Avenue, Suite 125
Box 951365
Los Angeles, California 90095-1365
310-825-7015

Dates:

Bidding Document Availability: October 7, 2014

Mandatory Pre-Bid Conference:

October 9, 2014
Beginning promptly at 10:00 a.m.

Bid Submittal Deadline:

3:00 p.m., November 6, 2014

License Requirement:

B License (General Building)

Prequalification: University has prequalified CM/Contractor bidders for this Project and posted a list of said firms on the ULCA Online Planroom website.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at:

<https://www.uclaplanroom.ucla.edu>

