

SMALL BUSINESS EXCHANGE

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EXCHANGE

Weekly Publication \$2.00

Vol 30, Edition 28



October 2, 2014

Grand Opening of James R. Herman Cruise Terminal at San Francisco Pier 27

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Photo Credit: Jay Ach

The Grand Princess cruise ship

San Francisco Mayor Ed Lee joined the Port of San Francisco, the maritime community and the public in celebrating the grand opening of the new James R. Herman Cruise Terminal at Pier 27. The Grand Princess cruise ship, in port for the festivities, served as the picture perfect backdrop for welcoming the new modern facility.

The Port of San Francisco's newly opened James R. Herman Cruise Terminal at Pier 27 elevates the passenger experience to a new level. The Cruise Terminal boasts 91,000 square feet in a two-story building with views to the Bay Bridge and back to the City skyline and Telegraph Hill. Sized for 2,600 passengers and able to handle ships with up to 4,000, the Cruise

Terminal is built for the evolving trends in the passenger cruise industry. It includes the latest passenger and perimeter security features while also easily transitioning to an event center for the City on non-cruise days. The Cruise Terminal features computerized access control and security monitoring systems, vessel data connectivity to terminal network systems, and hard-wired and wireless operating networks.

"The new James R. Herman Cruise Terminal at Pier 27 is a legacy project that will welcome more passengers, visitors and residents to our world-class waterfront for generations to come," said Mayor Lee. "This major Port infrastructure project that is being delivered on time and on budget is the centerpiece of the Bay Area's cruise

industry, providing jobs, boosting tourism and providing a significant economic impact to our City."

Circulation for passenger drop-off, taxis, buses and provisioning all occur off the Embarcadero Roadway within the interior of the 13 acre pier. Ship boarding will be via a new glass-enclosed, automated mobile gangway able to meet the varied door heights of new cruise ships. When in berth, ships can plug into the Port's 12 megawatt shore power system to receive the cleanest source of power.

On non-cruise days the Cruise Terminal quickly converts to the City's newest and most spectacular event center. Interior spaces can support a variety of events with flexibly designed spaces and dividers, stackable furnishings, mobile check-in booths and security screening equipment, shared audio/visual resource hubs, and multiple entrance lobbies for simultaneous event use.

Outside the Embarcadero front of the James R. Herman Cruise Terminal is the expansive lawn of the new 2½ acre Cruise Terminal Plaza. Visitors to the Port can take awe at the size of cruise ships as they are berthed

adjacent to the plaza. Over 50 benches provide seating options while the lawn offers opportunity for informal play or relaxation.

"The new cruise terminal represents so much more than just a gateway to welcome passengers to our great city. It represents a commitment to cruising for at least another century. And it showcases maritime operations side-by-side with recre-

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PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
703 Market St., Ste 1000, San Francisco, CA 94103

PRSR STD
U.S. Postage
PAID
San Fran CA 941
Permit No. 820

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Community Outreach

Impact Investing: Time for New Terminology?

If we are to effectively grow the impact investing community, we need more clarity about what impact investing is—and isn't.

By Kim Tan

In recent years there has been a real buzz about impact investing—an investment approach that intentionally seeks both a financial return and a measurable social impact. But there is little consensus over what impact investing actually is. Tesla with its solar energy cars; biotech companies with tuberculosis, HIV, and malaria vaccines; and others claim to create impact. In a recent brochure, Goldman Sachs claimed that it was producing huge, global social impact through its investment activities in infrastructure, energy, and telecom.

So what is an impact company?

The Rockefeller Foundation coined the term “impact investing” about 7 years ago, but the core concept is much older. Earlier practitioners called the practice “social venture capital” or “social ventures.” Like all terminology, each of these words has its advantages and disadvantages—and too narrow or broad a definition makes it virtually useless. The advantage of having everyone agree on terminology is of course that those working in this asset category can speak a common language and better attract new participants. The disadvan-

tage of “impact investing” specifically is the hype behind it—today, people are calling all kinds of investments impact investments (it sounds much cooler at parties!), and its meaning and usefulness as a result is less clear.

Not all businesses that have an impact should be classified as impact investments. The mobile phone, for example, has had a positive impact on the lives of billions of people. But investments in Nokia and Samsung products are not impact investments. The clean tech and biotech products I mentioned above aren't either. Otherwise, theoretically any legitimate business could claim it was “an impact company.”

Perhaps it's time for a change—back to “social ventures” anyone?

So then what *is* impact investing?

I would like to propose a definition, and then offer four tests to determine whether a business qualifies as an impact investment.

The definition: An impact investment is a for-profit business with measurable social outcomes that intentionally and primarily addresses the social need of the poor and marginalized. It is investing for a financial and a social return primarily

among the poor and marginalized. Any environmental impact is a bonus.

Mobile phone, pharmaceutical, and clean energy companies do not design or produce products primarily for the poor and marginalized. They are for the rich, the middle class, and—if affordable—only then for the poor. The locality of their operations also show they are not primarily targeting the poor. By contrast, a mobile phone, medical, or clean energy company intentionally located in the slums primarily to serve the poor would be an impact investment.

The four criteria:

1. Profitability. Impact investments are commercially sustainable and profitable businesses. Depending on the investors, different levels of financial returns are acceptable. Some foundations require only that their capital is returned; others require a near-market rate of return. Some put social impact before financial return, others the other way round. There is room for both.
2. Intentionality. This is inherent in the definition above: These are businesses specifically designed

■ Continued on page 8



Kim Tan is chairman of SpringHill Management and a partner and advisor to several impact funds. He is also the co-founder of the Transformational Business Network, a board member of the University of Surrey (UK), the Centre for Enterprise, Markets & Ethics (Oxford) and a Fellow of the Royal Society of Medicine (UK).

Q&A: Long Beach Unified Only District in CA to Mention Homeless Students in its Budget

By Peter Schurmann

Ed. Note: New data show the number of homeless students in California has spiked in recent years. As of the 2012-2013 school year, some 270,000 of the state's public school student were homeless at some point, accounting for a quarter of all homeless students in the country. But despite the growing need, Long Beach Unified School District was the only district in the state to reference homeless students in its three-year Local Control Accountability Plan, submitted in June as

part of a new funding law that directs more money to high need students. LBUSD Homeless Liaison James Suarez spoke to NAM Education Editor Peter Schurmann about what prompted the move and the unique needs of the district's homeless student population.

Why did LBUSD include homeless students in its LCAP?

LBUSD felt that identifying homeless students -- even though this student population is embedded in the “low income” category -- was important in recognizing that there are significant differences

for these youngsters in needs, not only academic achievement, but counseling, social/emotional issues, etc. By listing homeless students as a distinct category in the [district's] LCAP -- not to diminish the other groups of needy students -- I think creates an awareness and attention.

Are you seeing a spike in the homeless student population in Long Beach?

Since the downturn in the economy, there has been an increase in homeless students in the district. As a district, we are getting much better in identifying students who are homeless or “at-risk

of homelessness.” Staff at school sites are recognizing signs of homelessness and are making a real difference in providing information to counselors and other specialists to be able to provide a safety net for students. In addition, the district has put resources for case management to enhance efforts in support of students and families.

Do you have a sense of who these students are? What are the ethnic breakdowns of the population?

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Community

Minority Advocate

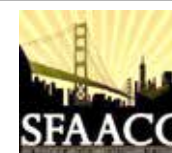
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• San Francisco Human Rights Commission

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EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

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The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

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California Sub-Bid Request Ads

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

**WESTERN RIVERSIDE COUNTY REGIONAL WASTEWATER AUTHORITY
14.0 MGD PLANT EXPANSION
SPECIFICATION W-230**

**Owner: Western Riverside County Regional Wastewater Authority
Location: 14634 River Road, Eastvale, CA 92880
Bid Date: November 12, 2014 @ 2:00 P.M.**

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489
Phone: (909) 595-4397, Fax: (909) 444-4268
Contact: [Lori Olivas, lori.olivas@jfshea.com](mailto:Lori.Olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Demolition, Dewatering, Shoring, AC Paving, Chain-Link Fencing, Ready-Mix Concrete, Reinforcing Steel, FRP Strengthening System, Precast Concrete Manholes & Vaults, Masonry, Modular Concrete Retaining Wall, Structural Steel, Steel Decking, Misc. Metals, FRP Fabrications, Insulation, Roofing, Sheet Metal, Sealants, Metal Doors/Frames/Hardware, Access Hatches, Overhead & Sectional Doors, Aluminum Windows, Glazing, Metal Framing & Drywall, Painting & Coatings, Fire Extinguishers, Pre-Engineered Buildings, Truck Axle Scale, Greenhouse Systems, Monorail Systems, Equipment, HVAC, Cathodic Protection, Electrical and Instrumentation

Plans and Specifications are available: by downloading from <http://wmwd.com> at no charge. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

WEST BAY BUILDERS INC. is requesting bids from DVBE subcontractors, suppliers & truckers for the following project.

**James Lick Middle School Interim Housing SFUSD Project No. 11508
1220 Noe Street, San Francisco, CA
Owner: San Francisco Unified School District
Bid Date: 10/14/14 @ 2:00 PM • Estimate: \$500,000 • 3% DVBE Goal**

Scope: Installation of 11 24*40 re-locateable classrooms and 1 12*40 re-locateable restroom including but not limited to connection of utilities, providing temporary power infrastructure, telecommunications work including tie in to existing systems at the main building, asphalt at ramps for ADA access, fire/life-safety systems.

TRADES NEEDED (but not limited to): Trucking; site preparation; earthwork; utility trenching and backfill; facility water distribution piping, sanitary utility sewerage piping, asphalt paving, fences and gates, miscellaneous cast-in-place concrete; exterior architectural woodwork, panel signage; toilet and bath accessories; electrical and fire alarm.

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required, unless contract is under \$200,000. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

WBB is willing to discuss breaking down bid items into economically feasible units for minority participation. Our estimating department is available for assistance with bonding, lines of credit, insurance, equipment, supplies and/or materials. The Small Business Administration (www.sba.gov), the California Dept. of General Services (www.dgs.ca.gov) and U.S. Dept. of Transportation Office of Small and Disadvantaged Business Utilization (www.osdbu.dot.gov) may also be able to offer financial assistance and/or information regarding insurance and bonding. Plans and specs may be viewed at various local Builder's Exchanges, in our office at 250 Bel Marin Keys Blvd., Bldg. A, Novato Monday through Friday from 7:30 AM to 4:30 PM or can be emailed upon request.

WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER
Contact: [Dalia Nieto](mailto:dalian@westbaybuilders.com) • (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: dalian@westbaybuilders.com

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 20 Lake County
Caltrans #01-488604**

BID DATE: October 22, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Abandon Culvert, Cold Plane AC, Sand Backfill, Clearing & Grubbing, Rock Blanket, Weed Control Mat, Gravel Mulch, Boulders, Erosion Control, Compost, Lime Stabilized Soil, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Minor Concrete, Joint Seal, Roadside Signs, Oxydizing Stain, Anti-Graffiti Coating, Underground, Geocomposite Drain, Redwood Cover, Detectable Warning Surface, Pre/Post Construction Surveys, Misc. Iron & Steel, Fencing, Delineator, Object Marker, Striping & Marking, Electrical, Shoulder Backing, Dust Palliative, Jointed Plain Concrete Pavement, Slope Paving - Concrete and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: [Jean Sicard](mailto:Jean.Sicard@ocj.com)
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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.

**REQUESTING SUB-QUOTES FROM QUALIFIED SBE
SUBCONTRACTORS/SUPPLIERS FOR:**

Tasman Drive Parking Lot Reconfiguration – Contract C14146

Owner: Santa Clara Valley

Transportation Authority

Engineers' Estimate: \$162,500.

BID DATE: October 8, 2014 @ 2:00 PM

Items of work include but are not limited to: Survey, Trucking, Electrical, Fog Seal, Minor Concrete, Striping and Landscape.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company is an equal opportunity employer.

Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 Fax (408) 365-9548

Contact: [Paul Brizzolara](mailto:Paul.Brizzolara@graniterock.com)

Email: estimating@graniterock.com

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Controversial San Francisco Tax District Fuels Transbay Terminal

By Nicholas Zeman

Despite protests and litigation threats from real estate developers, the San Francisco Board of Supervisors voted unanimously on Sept. 23 to create a special community tax district—locally known as a Mello-Roos district—for the Transbay Transit Center at 2014 market rates. The vote marks a key funding piece for the approximately \$4.5-billion Transbay Transit Center, billed as the “Grand Central of the West.”

Mello-Roos districts are named for Senator Henry J. Mello (D-Watsonville) and Assemblyman Mike Roos (D-Los Angeles) who co-authored the Community Facilities Act, passed in 1982. The law creates special districts in which cities can seek funding through initiatives to build community projects.

Designed by architecture firm Pelli Clark Pelli, the new 1-million-sq-ft terminal, slated for completion in 2017, will host 11 transit systems, including the

proposed high-speed-rail system.

Construction commenced in 2008 with construction of a temporary terminal.

The new district is designed to support several other new developments in the heart of San Francisco, including a proposal to build the city's tallest skyscraper and a major metro rail extension. A prolonged lawsuit from developers, however, could pose challenges to the district, including building permits and occupancy certifications being revoked.

Developers include Boston Properties and Hines Interests, which plan to build the 61-story Salesforce Tower, slated to be San Francisco's tallest building. They and other real estate interests argue that, when negotiations for the development of the district started, property values were much lower; they want those values to be used as the base for the district tax rates.

Since then, property values have boomed. “The San Francisco County Transportation Author-

Continued on page 4



California Sub-Bid Request Ads

San Leandro Contractors Are Encouraged to Respond Cannon Constructors Requests Sub Bids on All Trades from Qualified Subcontractors for:

Cornerstone Family Housing
1460 San Leandro Blvd. San Leandro, CA

Description: New Construction of 115 unit Residential Building.
Please note, this is a **California prevailing wage** project.

BID DATE: October 10, 2014 @ 4:00 pm

Trades Requested (but not limited to) Sub bids for: SURVEYING, DEMOLITION, EARTHWORK, UNDERGROUND UTILITIES, EROSION CONTROL, ASPHALT PAVING, STRIPING, SITE CONCRETE, LANDSCAPING & IRRIGATION, BUILDING CONCRETE, REINFORCING MASONRY, STRUCTURAL & MISC. STEEL, CARPENTRY, INSULATION, ROOFING, WATERPROOFING, SHEET METAL, ARCHITECTURAL METAL, DOORS, FRAMES & HARDWARE, GLASS & GLAZING, TILING, LATH & PLASTER, DRYWALL, ACOUSTICAL CEILINGS, FLOORING, PAINTING & WALL COVERING, SIGNAGE, TOILET ACCESSORIES, FIRE EXTINGUISHERS, PLUMBING, HVAC, ELECTRICAL

Interested bidders only, please contact **Mia Lee** at (415) 546-5500 x239
or email mlee@cannongroup.com with "Cornerstone" + your trade in the subject line.

Shimmick Construction Company, Inc. SBE/ DBE/ LBE Subcontractor/Supplier Bids Requested For:

Transbay Transit Center
General Contractor: Webcor/ Obayashi Joint Venture
TG15.2 Façade Access Equipment
Bid Date: October 15, 2014 at 2:00 PM
Fax all quotes to 510-777-5099

Requesting qualified SBE/ DBE/ LBE certified Subcontractor and Supplier Quotes on: Paint Stain, Steel Erection, Welding, Steel Fab, Scaffolding, Trucking and Hauling, Steel and Steel Products, Metals for Custom Fab, Safety & Personal Protection Items, Construction Staking, Clean & Paint Steel, Structural Steel Plate Pipe, Arch, & Pipe Arch

Bid Plans and Specifications that do not contain protected information may be purchased via ARC Northern California - (415) 495-8700 <http://www.e-arc.com> or may be viewed by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621, Phone: 510-777-5050

Subcontractors and Suppliers interested in this project may contact Matt Azzi by phone at (510) 777-5038 or mazzi@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with **bonding, insurance or lines of credit** contact **Scott Fairgrieve** at (510) 777-5000.

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Phone (510) 777-5000 • Fax (510) 777-5099

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Shimmick Construction Company, Inc. DBE Subcontractor/Supplier Bids Requested For: San Francisco Bay Area Rapid Transit District Traction Power Substation Replacement ASL/KTE Installation Contract No. 15EK-120

Bid Date: November 4, 2014 at 2:00PM
Fax all quotes to 510-777-5099

Requesting certified DBE Subcontractor and Supplier Quotes on **Asphalt Concrete, Portland Cement & Concrete Pavement, Minor Concrete Structure, Concrete Surface Finish, Concrete Overlay - Drill & Bond, Signal & Lighting, Bottom Dump Trucking, Flat Bed Trucking**

Any prospective subcontractor/supplier intending to participate in the bidding process must sign a Third Party Non-Disclosure Agreement and complete a security screening with the owner before being able to purchase/view Contract Documents. Once complete, Contract Documents may be purchased from the District Secretary's Office, San Francisco Bay Area Rapid Transit District, in person on the 23rd Floor at 300 Lakeside Drive, Oakland, CA 94612 or are available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Clay Cochran by phone at (510) 777-5078.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with **bonding, insurance or lines of credit** contact **Scott Fairgrieve** at (510) 777-5000.

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WE ARE REQUESTING QUOTATION FROM ALL QUALIFIED AND/OR CERTIFIED MBE/DBE/WBE/DVBE/SBE/LBE SUBCONTRACTORS AND MATERIALS SUPPLIERS FOR THE FOLLOWING PROJECT:

**San Francisco Unified School District
Project #11722**

**James Denman Middle School
241 Oneida Ave. San Francisco, CA. 94112
Bid Date: October 9, 2014 @ 2:00PM**

Camargo's Locker Magic

Lic#789549

P.O. Box - 214226 • Sacramento, CA. 95821

Phone: 916-752-8166 • Fax: 916-550-9815

Contact: **Gabriel Del Valle**

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NOTICE INVITING BIDS

EthosEnergy Field Services, LLC. is requesting bids from interested responsible SBE subcontractors and vendors for the Los Angeles Department of Water and Power Emergency Repair and Specialized Services For Generating Stations and Power System Equipment at Various Department Locations Project. Responses should be returned to Mary Ros at Mary.Ros@ethosenergygroup.com.

If you need anything else or have any questions, please call me at (310) 639-3523. I will need acknowledgements and copies of the ads sent to me at the corporate office. Thank you for your prompt attention to this request.

Mary Ros
Executive Administrator
EthosEnergy Field Services, LLC.
9/25/14

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

**FOR CONSTRUCTION ON STATE HIGHWAY
IN EL DORADO COUNTY ABOUT 9 MILES NORTH
OF PLACERVILLE FROM 1.9 MILE NORTH
OF COLOMA TO 0.5**

MILE NORTH OF COOL- ROUTE 49,

Contract No. 03-3F6704,

Federal Aid Project ACSTP-P049(159)

OWNER: STATE OF CALIFORNIA

DEPARTMENT OF TRANSPORTATION

1727 30th Street, Bidders' Exchange, MS 26,

Sacramento, CA 95816

BID DATE: October 22, 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, ASBESTOS COMPLIANCE PLAN, CEMENT (COLD IN-PLACE RECYCLING), CONSTRUCTION AREA SIGN, CRASH CUSHION, ELECTRICAL, MIDWEST GUARDRAIL SYSTEM, GUARDRAIL REMOVAL, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROAD-SIDE SIGNS, DELINEATORS & MARKERS, ROCK SLOPE PROTECTION, RUMBLE STRIP, STRIPING, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEAPING, IMPORTED BORROW, HOT MIX ASPHALT (TYPE A) MATERIAL, TACK COAT, TRUCKING, WATER TRUCK.

TRUCK.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: **Mike Gates**

Website: www.desilvagates.com

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Transbay Terminal



Artist rendering of the The Transbay Transit Center

Continued from page 3

ity [SFCTA] believes, as the city does, that a deal is a deal, and our hope is that litigation will not occur," says Eric Young, spokesman for SFCTA.

Millions of dollars in public funds already have been invested in both the transit center and downtown Caltrain extension projects, and the rise in valuations is being driven, in part, by these critical transportation facilities, Young says.

"The bargain was [that] the developers could build higher, they could build bigger, but they had to help us pay for infrastructure," says Adam Alberti, spokesman for Transbay Joint Powers Authority. "Now, they want the value of the district to be based on 2012 property values instead of today's values. Well, I'd like my taxes to be based on the past, too, but that isn't going to happen."

Another \$866 million is needed to fully fund both phases of Transbay, Alberti says. The project facing the most risk from a drawn-out lawsuit is the \$2.6-

billion extension of Caltrain into downtown San Francisco. There are other funding options if the developers back out, but they likely would require long lead times and public votes. "A future infusion of sales taxes and other regional, state and federal funds was always envisioned for the Caltrain extension," Young says.

Source: <http://california.construction.com>

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California Sub-Bid Request Ads

AECOM is seeking qualified **Community Business Enterprise (CBE)** subconsultants for the following project:

County of Los Angeles Department of Public Works Request for Proposals As-Needed Cost Estimating Services
Location: Los Angeles, CA
Seeking: Estimating (General), Estimating (Healthcare), Estimating (Civil), Estimating (MEP), Scheduling, Change Order Processing, and Claims Analysis

AECOM
 515 S. Flower St., 8th Floor
 Los Angeles, CA 90071
 Email: laofficemanagement@aecom.com

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

By October 13, 2014, please submit a brief statement of qualifications, including 1 or 2 resumes, by email (preferred) to SBE@SBEINC.com, or fax to Small Business Exchange at (415) 778-6255.

Sub Bids Requested From Qualified **DBE** Subcontractors & Suppliers for

Department of Transportation
04-268604
Construct Retaining Wall, Planting, Modify Lighting
Location: San Leandro, CA
Bid Date: October 16, 2014 @ 2:00 PM

McGuire and Hester is seeking qualified sub-contractors in the following trades: Construction Area Signs; Traffic Control; Temporary & Permanent Striping; SWPPP; Street Sweeping; Noise Monitoring; Fencing; Metal Beam Guard Rail; Cold Plane AC Pavement; Clearing & Grubbing; Misc. Concrete Demolition; Trucking; Landscape & Irrigation; Asphalt Concrete; Drilling; Reinforcing Steel; and Electrical.

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.

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 Contact: Keith Ones
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PREBID MEET & GREET EVENT

PREBID MEETING and SBE NETWORKING WITH PRIME SUBS

16th St. and Owens St., (Mission Bay Block 40), San Francisco, CA

Please join Hathaway Dinwiddie for a Prebid and SBE Networking Session with prime MEP/Fire Protection subs at 9:30am on Tuesday, October 7, 2014 at Mission Bay Pavilion (290 Channel Street, San Francisco)

Project Description: New Class A multi-story office complex of 650,000 Gross Square Feet over a 300,000 SF parking podium with associated site and infrastructure work.

Contact: Leticia Avalos for more information 415-912-3224 | avalosl@hdcco.com

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Solar Advocates Fight Utilities Over Grid Access



Image Credit: Jeff Brady /NPR

Vera Cole is president of the Mid-Atlantic Renewable Energy Association, a group arguing against proposed rules in Pennsylvania that would put stricter limits on how much grid-connected solar power homeowners can produce on their property.

By Jeff Brady

car use.

The solar power business is growing quickly in the U.S. More than 500,000 homeowners and businesses installed solar panels in just the first half of this year, according to a Solar Energy Industries Association report.

When people get electricity from the sun, they don't buy it from their local power company. But that utility still must have the generators and power lines to provide electricity when the sun is not shining. That's creating conflicts across the country.

At issue is something called "net metering" — a benefit designed to encourage homeowners to pay the upfront cost of installing solar. When the panels produce more electricity than the homeowner uses, the excess is pushed back to the grid where the local utility buys it. In some cases you can actually see the meter going in reverse.

Vera Cole is an enthusiastic solar supporter and president of the Mid-Atlantic Renewable Energy Association, a nonprofit educational organization. Outside her house north of Philadelphia are 40 solar panels facing south. They supply about half of what her home and electric

Proposed regulations before the Pennsylvania Public Utility Commission would limit how much solar a homeowner could install to 110 percent of what that house uses in a year. While Cole's solar power system would be allowed under these restrictions, she's still opposed to the change.

"Why would we want to limit clean energy and private investment in clean energy?" asks Cole. To combat environmental problems like climate change, she says, "We need to do everything we can to get as much clean energy installed as quickly as we can."

But regulators say some are abusing the net metering benefit in Pennsylvania.

"We're seeing people who are installing electric generation equipment only to sell it back to the grid for profit," says Public Utility Commission spokeswoman Robin Tilley.

The number of people doing this is small.

"It's not a huge problem yet — the commission just wants to get in front of this before it becomes a larger issue," Tilley says.

Other states are considering changes to net

DAVID JOHNSON
 PHOTOGRAPHY

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California Sub-Bid Request Ads

SKANSKA

Replace Genesee Ave. Bridge at Route 5

Caltrans District 11

Contract No.: 11-0223U4

DBE Goal: 10 %

Bid Date: October 9, 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: Job Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Type III Barricade, Fencing, Temporary Pavement Marking, Temporary Traffic Stripe, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Asphalt Pavement, Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Soil Nail, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structure Concrete (Box Culvert), Minor Concrete, Shotcrete, Treat Bridge Deck, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish & Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Pipe Handrail, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Electric Service (Irrigation) Closed Circuit TV System, Ramp Metering System, Slope Inclinometer, Landscape and Irrigation, Dust Palliative, Ground Anchor, Rock Staining, and Water Line.

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.

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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.

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

Lead Estimator: Al Arteaga • Email: bids.socal@skanska.com

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 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: 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.

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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.

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Technology Inclusion

Tax-break Tech Hiring a Bust in San Francisco's Tenderloin



When the Twitter tax break was signed, San Francisco Mayor Ed Lee's office had high hopes that the expanding technology boom would explode with local hiring and that the incoming Internet companies could help make his dream of 2,500 new tech jobs come true. So the first Community Benefit Agreements (CBA) that each participating tech company signed to mitigate the harshness of the ensuing gentrification of the neighborhood referenced local workforce development.

The 2013 CBAs all contain some allusion to hiring locals, few specifics, no grand goals or hiring promises. Much of it resembled Twitter's politically correct: "It is crucial that all people have access to economic growth." But the expectation of jobs in the documents was palpable.

Tech firms Zoosk and Zendesk pledged to hire interns from the neighborhood. Zendesk expected to hire at least two each in 2012 and 2013. Zendesk did hire a pair in 2012, but only one last year. Zoosk executed its first CBA in 2013 and fulfilled its promise to hire two interns. All the interns got only summer jobs, and all came from the neighborhood's Vietnamese Youth Development Center. But recently, Zoosk put someone on full-time in an entry-level position.

That's it: one full-time hire and five summer interns out of the neighborhood's 30,000 population. So central city residents can only hope that they will be the 1 in 5,000 who snags some sort of job at Big Tech.

The companies say local hiring has lagged because they can't find qualified tech workers in the neighborhood. And they could have a point.

So in the 2014 CBAs, four of the six tax-break firms — Twitter, Zendesk, One Kings Lane and Zoosk — say they will train locals in the hopes



Clients of the Tenderloin Tech Lab drop in to get help fixing their computers. Photo: Alex Washburn/WIRED

that one day they can be part of a tech workforce from the inner city.

"The reason for the change in the CBA wording to 'training' had to do with the difficulties that arose in finding interns that live in the tenderloin," Zendesk public affairs director Tiffany Apczynski wrote in an email. "It is difficult and often not pos-

sible to post for and vet interns based on specific geographies like a neighborhood.

"Zendesk also worked with community partners in the area, but even if a service provider may be located in the Tenderloin, the people they serve often live in other neighborhoods. We believe focusing on training will have a bigger impact and al-

low us to reach more people in the neighborhood."

The new emphasis on training is paying off for Community Housing Partnership's new employment and training Center, located in the nearby South of Market neighborhood.

■ Continued on page 13

Tech: Where the women and minorities aren't

Silicon Valley. It's where the women, and the minorities, aren't.

Hit any tech event from South of Market to Santa Clara, and you see the same cast of characters. Scores of young white men in T-shirts and hoodies. A fair number of Asians and south Asians. A few Hispanics. Rarely blacks. And a smattering of women.

It's a funhouse mirror image of the American workforce, which is 47% female, 16% Hispanic, 12% black and 12% Asian, according to the U.S. Bureau of Labor Statistics.

Google released its diversity numbers Wednesday after it (and most other tech firms) have spent years without disclosing such figures.

Just 1% of its tech staff are black. Two percent are Hispanic. The one well-represented minority group is Asians, who make up 34% of the company's tech workers. Eighty-three percent of Google's tech workers internationally are male. For non-tech jobs, the number is 52%.

The numbers are especially astounding for California, where 38% of the population is Hispanic, according to the U.S. Census Bureau. Asians make up 14% of the state.

At its heart, there are two reasons for the mismatch, experts say. The first is pipeline. White and Asian men are much more likely to have access and take advantage of technical schooling that leads to jobs at tech firms than historically disadvantaged minorities.

"Women and underrepresented minorities have been denied access to resources and opportunities that would allow them to enter and succeed in computer science," said Coleen Carrigan, an anthropologist who researches high-tech cultures.

Students coming from high schools where computer science, and especially AP computer science, isn't taught, start out with a tremendous disadvantage. That's something Londa Schiebinger, a professor of the history of science at Stanford University, has learned from her students.

"Computer science education rewards students with early exposure to computers and fails to nurture those who are new to them and apprehensive," Carrigan said.

Finally, high tech isn't a very welcoming place if you don't fit in, Carrigan said.

By putting its numbers out there, Google is taking the steps necessary to bring change.

Doing so isn't about window dressing. It actually makes it a better and more profitable company, says Ed Lazowska, a professor of computer science and engineering at the University of Washington-Seattle.

"Engineering (particularly of software) is a hugely creative endeavor. Greater diversity — more points of view — yields a better result," he said.

■ Continued on page 11

Homeless Students in its Budget

Continued from page 2

Most recently, we are finding an increase in students from Central America and unaccompanied youth.

What special educational services do homeless students need that might differentiate them from other low-income students?

Two of the main services that we provide are school uniforms/supplies and transportation. Transportation is very important in that it eliminates a barrier for many homeless students -- getting to school. That translates in attendance issues and consequently, lack of instruction (not being in class) and lack of achievement. If students are in school and getting instruction, they can achieve.

Transportation also ensures the stability in keeping a child at one school, even if the family is moving around. Before the homeless education laws, homeless families who are very transient, moved their child from school to school to school, thus creating a fragmented education for the children or, worse yet, a dropout situation. Current laws protect the students from moving school to school by requiring the District to provide transportation to the "school of origin" if it is feasible. That means that even though the family is moving around the city, the student remains at the same school, creating a stable environment.

How does the school identify homeless students that may not want to be identified as such? What are the red flags to look for?

There are signs that students may be homeless or "at risk of becoming" homeless. Some of these signs are exhaustion, excessive absenteeism/tardiness, disheveled clothes, lack of proper cleanliness, etc. But there are more subtle signs that sometimes elude us -- such as an acute need for attention or safety, which is a basic need for all students, but for homeless students, this is of paramount concern. We are getting better in identifying these students through professional development and site-based training.

For many homeless students, school has become the main service provider for them and their families. Is that your sense?



Photo credit: Online Learning Insights

It is. If not for any other reason, the need for stability and consistency is vastly underrated for these students. The fact that their home life is clearly compromised and a real concern for these students, the six hours at school provide the comfort of a known commodity and a place to rely on. The school provides the steadiness that may be missing at home. For most children, this need is already met by their home, but for homeless students, the school becomes their stable "home."

Have there been cuts to homeless service programs in the city, and if so, how has that impacted your work?

Although I can't comment for the City of Long Beach, I can say that in recent years, there has been a tremendous effort to connect the district's homeless education programs with the agencies of the city. In addition, the continuing cooperation for over a decade between the city and the district to create and maintain a hub for non-profit shelters,

public and private agencies and the district has been a tremendous win for homeless families.

The Villages of Cabrillo has several shelters and the district has its Bethune Transition Center housed in the Villages. This commitment to providing a local presence in the area in which there is a confluence of homeless families makes the services to students and families seamless.

The District's Bethune Transitional Center provides a one-stop place for families to go to receive services from district staff -- school enrollment help, school uniforms and supplies, basic needs, counseling, school intake, and referrals to other agencies for housing assistance. The staff at Bethune also work with the school sites to understand the needs of homeless students and is charged with case management. The Center gives front-line assistance where it is needed most.

What is the role of the liaison in serving homeless students? Is there enough funding to meet the need?

Through the leadership of the Board of Education, Superintendent and Executive Staff who all recognize the need, the homeless education program is supported. In addition, we have been fortunate to win the state's competitive McKinney-Vento grant as a supplement to our Title I Reservation for homeless education. The role of the liaison really is at the center of the administration of effective programs for homeless students and families. But the real work comes at Bethune and at the school sites. These dedicated employees not only recognize the need for supporting homeless students, but take decisive action on their behalf. But let's also recognize the fact that the district supports (as our mission indicates) every student, every day.

Source: New America Media

Impact Investing: Time for New Terminology?

Continued from page 2

and purposed to tackle issues of poverty such as human trafficking, water, sanitation, primary education, and health. Tackling these social issues is their core business.

3. Locality. These enterprises usually operate in the slums and rural areas where the poor live. This is their marketplace.

4. Accountability. Apart from standard financial reporting, these businesses report against simple and agreed social metrics.

Impact Investing is not corporate social responsibility (CSR). CSR is a charitable activity engaged by corporations to show they are good citizens and is a peripheral activity to the company's core business. There is growing cynicism about CSR, because all public companies now have a CSR report in their annual accounts; it is beginning to look more and more like "C-PR."

Impact Investing is not socially responsible investing (SRI). SRI, or ethical investing, is a negative screening of industries deemed unethical, such as tobacco, arms, or casinos. Impact investing is about positively doing good rather than "doing no harm." SRI would not meet the intentionality test on poverty alleviation.

Impact Investing is not private equity with environment, social, and governance (ESG). ESG are sustainability factors that can be layered on to investment analysis to identify companies with better long-term performance. They are not primarily designed to address the social needs of the poor. The recent B Corporation certification is a movement for companies to be better corporate citizens with regards to ESG and sustainability.

Impact Investing is also not green or renewable energy. Big wind farms, and solar panels and electric cars are not impact investments. While these businesses may create employment, they primarily target environmental impact and largely benefit the rich and the middle classes. If Tesla is an impact company, Honda, Nissan, and Ford could make the same claim. They too have "green" cars. By contrast, off-grid solar power companies serving the rural poor would qualify as impact companies.

How do social enterprises fit into the impact investing universe?

Social enterprises (SEs) are enterprise-based solutions to tackling social problems. They are usually started with grant capital, and the social mission is more important than the financial returns.

SEs tend to be small and not easily scalable. A few impact businesses start out as SEs but later take in private capital to fund growth to become commercially sustainable. Impact investments can scale-up SEs so that they become profitable, and we hope this happens more in the future.

The Role of Metrics

The social metrics reported by a business help determine whether it is an impact company. But there is no consensus here either. A number of organizations, including the Global Impact Investing Network (GIIN), have tried to standardize the reporting of social metrics so that investors can compare the efficacy of impact investments. But in general, impact companies as defined above do not have the internal capacity or skills to collect and analyze complex metrics. Neither do they have the funds to pay others to do it.

The Transformational Business Network, which targets workers' poverty, have their own unique set of social metrics. For example, members track the number of staff members living in standard brick housing, because improved housing is correlated to improved health and is much easier to measure. Members also measure who owns cars or motorbikes, and houses, to get insight into changing fis-

cal disciplines without being intrusive. And critically, members track each person's tax contribution to the national economy—important because, while the right level of taxation and the wisdom of governments to use the tax revenues are valid issues, unless revenues are sufficient, governments will need aid or bail-outs.

Others argue that we should move away from measuring outputs to outcomes—for example, that we should measure increases in educational standards to assess educational impact, instead of the number of pupils in school. These different measurement approaches further confuse the meaning of impact.

If we are to effectively grow the impact investing community—and drive the most possible impact—we need consensus on what impact is and what it isn't. I hope this post will help stimulate discussion.

Link: http://www.ssireview.org/blog/entry/impact_investing_time_for_new_terminology

Source: Stanford Social Innovation Review

Stanford SOCIAL INNOVATION REVIEW
Informing and inspiring leaders of social change

Grand Opening of the new James R. Herman Cruise Terminal at Pier 27



Photo by Hiromi Yoshida

Left to Right: Doreen Woo Ho (Port Commissioner), **Kimberly Brandon** (Port Commissioner), **Stefano Borzone** (President, Metro Cruise Services), **Mohammed Nuru** (Director, SF Public Works), **Robert McEllrath** (President, ILWU), **Leslie Katz** (President, SF Port Commission), **Edwin M. Lee** (Mayor of SF), **Monique Moyer** (Port Executive Director), **David Chiu** (President, Board of Supervisors), **Willie Adams** (Vice President, SF Port Commission and ILWU Treasurer), **Kavinder Singh** (Vice President Turner Constructon), **Bruce Krumrine** (V.P. Shore Operations, Princess Cruises), **Mel Murphy** (Port Commissioner)

Continued from page 1

ation, public access and environmental stewardship,” said Monique Moyer, Port Executive Director.

The Cruise Terminal is constructed using sustainable design practices in accord with Leadership in Energy & Environmental Design (LEED) standards. LEED is a green building certification program that recognizes best-in-class building strategies and practices. To receive LEED certification, building projects satisfy prerequisites and earn points to achieve different levels of certification. Features that contribute to the Cruise Terminal’s anticipated LEED “Silver” rating include:

- Diverting more than 75% of construction waste materials from landfill;
- A roof drain system that sends rainwater to storage tanks where it is then used for flushing toilets and landscape irrigation;
- Indoor plumbing fixtures operate 40% more efficient than existing code;
- Landscape design resulted in more than 50% irrigation reduction compared to a mid-summer baseline;
- Storm water not used for irrigation is treated before release into the bay;
- Energy efficient building envelope, lighting, and HVAC systems reduce energy needs by more than 18% compared to a mid-summer baseline;
- Building materials composed heavily of recycled, regional, and Forest Stewardship Council certified wood;

- Materials selected for non/low-toxicity for adhesives, sealants, paints, coatings, flooring systems, and composite woods;

- Vehicle area includes parking for fuel efficient vehicles.

\$31.2 million annually in economic activity and generates 300 jobs within San Francisco.

San Francisco Public Works, along with the Port were responsible for construction management of the new cruise terminal. Contrac-

“The new cruise terminal represents so much more than just a gateway to welcome passengers to our great city. It represents a commitment to cruising for at least another century. And it showcases maritime operations side-by-side with recreation, public access and environmental stewardship,”

**Monique Moyer,
Port Executive Director**

The Pier 27 Cruise Terminal is named in the honor of James R. Herman, former Port Commissioner and President of the International Longshore and Warehouse Union. The James R. Herman Cruise Terminal has been designed to meet modern ship and operational requirements of the cruise industry.

The Cruise Terminal provides an on-going stimulus to San Francisco’s economy by attracting visitors and contributing tax revenue to the City’s General Fund. It is estimated that the cruise industry in San Francisco supports

tor for the construction project was Turner Construction and Designers/Architects were KMD Kaplan McLaughlin Diaz, Pfau Long Architecture, JV Bermello Ajamil & Partners and cruise terminal design consultants.

The Port of San Francisco, an enterprise agency of the City and County of San Francisco, oversees a broad range of commercial, maritime and public access facilities along the City’s waterfront that are held in public trust for the people of California.

Source: Port of San Francisco

Solar Advocates Fight Utilities Over Grid Access

Continued from page 5

metering regulations too.

“I’m watching very closely California,” says David Owens, executive vice president of business operations and regulation at Edison Electric Institute, an association for investor-owned utilities.

Owens is also monitoring debates over regulations in Minnesota, Wisconsin, Idaho, Hawaii, South Carolina and Massachusetts.

Regulators have to balance two objectives. They want to allow individuals to install solar panels that are connected to the power grid, but they also must make sure local utilities have the money necessary to maintain a reliable infrastructure.

Owens says utilities are looking at what’s happened in Germany. Rooftop solar grew quickly and utilities there were caught off guard by the expensive upgrades the power grid needed.

“We want to learn from the experiences of Germany and say, ‘Let’s deal with these issues early on, rather than after the fact,’” Owens says.

As regulators decide how much more people with solar panels will have to pay to ensure a reliable electricity grid, renewable energy advocates hope they will factor in the societal benefits of their cleaner source of power. Beyond that, the benefits solar currently enjoys here were hard won by advocates in the past. And they won’t let regulators reduce those financial benefits without a fight.

Source: © 2014 NPR

Public Legal Notices

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

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

ALDEA HOUSING GUTTER REPLACEMENT
Project No.: **M2641** / Contract No.: **SL0277**

DESCRIPTION OF WORK:

Replacement of gutters and downspouts at (9) nine buildings at the UCSF Aldea Housing Complex: 20 Adolph Sutro Court, 30 Adolph Sutro Court, 75 Behr Avenue, 80 Behr Avenue, 85 Behr Avenue, 90 Behr Avenue, 95 Behr Avenue, 45 Johnstone Drive and 50 Johnstone Drive.

BIDDER QUALIFICATIONS: Roofing Contractor (C39) with B (General Building) license: To be eligible for consideration for award, bidders (General Building and Roofing Contractors) must have the minimum experience of successfully completing at least two (2) projects similar in scope to the proposed project (see Description of Work), each of \$100,000 construction contract amount or greater within the last five (5) years of the bid opening date. In addition, projects submitted must have been performed in an occupied building in a Campus environment, or equivalent. All bidders must complete the Contractor's Statement of Experience (Exhibit 13) using the UC Supplier Registration and Sourcing (SRS) system.

PROCEDURES:

Bidding Documents will be available beginning **October 3, 2014 at 10:00AM** by requesting via e-mail to RFx@ucsf.edu with the following information: Company name, address, phone and fax nos. Please reference Project No. M2641 in the subject line. You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the bidding document. **If already registered in SRS**, search by project M2641 to obtain bidding documents.

Bidders must attend a **mandatory** pre-bid conference at **9:00 AM, October 8, 2014**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm> (Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Sealed bids must be received on or before **3:00 PM, October 22, 2014** using the UC SRS system accessible through <https://suppliers.sciquest.com/UCOP/>. Bids will be opened at **3:05 PM** at Minnesota St. Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343.

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 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.

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

LICENSE CLASSIFICATION: Roofing Contractor (C39) with B (General Building) license

LICENSE CODE: C39 and B

ESTIMATED CONSTRUCTION COST:
\$175,000 - \$185,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco
October, 2014

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, Santa Cruz, responses to the University's prequalification documents for a Lump Sum contract are sought from prospective bidders for the following project:

Project Name: **1329**
Project Number: **Student Life Seismic Corrections Phase 2A - Cardiff House**
UNIVERSITY OF CALIFORNIA, Santa Cruz

PREQUALIFICATION OF PROSPECTIVE BIDDERS

The University has determined that bidders who submit bids on this project must be prequalified. Prequalified bidders will be required to have the following California contractor's license(s):

General Building Contractor, B

GENERAL DESCRIPTION OF WORK

The Student Life Seismic Corrections Phase 2A - Cardiff House project to address and correct seismic, life, and safety deficiencies. In addition, the project will bring the building into access compliance with the State of California Building Code and Title 24 Accessibility Standards. The Cardiff House is a contributing element to the Cowell Lime Works Historic District and listed on the National Register of Historic Places. The building's date of construction is c. 1850's. As such all work done on the Cardiff House must be consistent with the Secretary of the Interior's Standards of Rehabilitation. The Historic Cardiff House (home to the Women's Center program) is a farmhouse near the campus main entrance. It is a one-story wood framed building with a small cellar and roughly 2,000 square feet in area.

PREQUALIFICATION SCHEDULE

On Thursday, October 2, 2014, a set of prequalification documents will be issued at: ucscplanroom.com

On Tuesday, October 28, 2014, the completed Prequalification Questionnaire and associated documents will be received at:

CONTRACTS OFFICE
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
PHYSICAL PLANNING AND CONSTRUCTION,
BARN G
1156 HIGH STREET
SANTA CRUZ, CA 95064
831-459-2366

The Prequalification Questionnaire and associated documents are due on Tuesday, October 28, 2014 3:00 PM. Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

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

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

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

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

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, Santa Cruz, responses to the University's prequalification documents for a Lump Sum contract are sought from prospective bidders for the following project:

Project Name: **3619**
Project Number: **Student Life Seismic Corrections Phase 2A - Redwood Building and Student Union**
UNIVERSITY OF CALIFORNIA, Santa Cruz

PREQUALIFICATION OF PROSPECTIVE BIDDERS

The University has determined that bidders who submit bids on this project must be prequalified.

Prequalified bidders will be required to have the following California contractor's license(s):

General Building Contractor, B

GENERAL DESCRIPTION OF WORK

The Student Life Seismic Corrections Phase 2A - Student Union and Redwood Building projects to address and correct seismic, life, and safety deficiencies. In addition, the project will bring the building into access compliance with the State of California Building Code and Title 24 Accessibility Standards. The Redwood and Student Union buildings are situated adjacent to each other and located across the quad from the Baytree Bookstore on Quarry Plaza off Steinhart Way. The Redwood Building is roughly 2,500 square feet and is a two-story wood frame building situated atop a timber pole foundation. The Student Union Building is a two-story timber pole structure situated on a steep east-west sloping grade with roughly 7,000 square feet in area.

PREQUALIFICATION SCHEDULE

On Thursday, October 2, 2014, a set of prequalification documents will be issued at: ucscplanroom.com

On Tuesday, October 28, 2014, the completed Prequalification Questionnaire and associated documents will be received at:

CONTRACTS OFFICE
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
PHYSICAL PLANNING AND CONSTRUCTION,
BARN G
1156 HIGH STREET
SANTA CRUZ, CA 95064
831-459-2366

The Prequalification Questionnaire and associated documents are due on Tuesday, October 28, 2014 3:00 PM. Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

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

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

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

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

Candlestick Point Hunters Point Shipyard Opportunity to design streetscape for Candlestick Point Sub Phases 02, 03 and 04, Gilman Avenue, and Wedge Plaza park

Lennar Urban is requesting qualified, interested landscape architecture firms to respond to a public request for proposals through the Successor to the Redevelopment Agency of the City and County of San Francisco.

For more information, visit:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=8635>

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by:
October 22, 2014 at 4:00PM

Treasure Island / Yerba Buena Island - Request for Qualifications for Opportunity to Provide As-Needed Design, Engineering and Professional Consulting Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island / Yerba Buena Island Redevelopment Project is requesting qualified, interested firms to respond to a request for qualifications for a variety of as-needed design, engineering and professional consulting services. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website: <http://sftreasureisland.org/contracting-opportunities>

Respondents are encouraged to check this website regularly for updates.

Proposals must be submitted by
October 30, 2014.

SBE Advertisers are always among good company!

- San Francisco BART
- San Francisco DPW
- San Francisco Housing Authority
- San Francisco International Airport
- City of Berkeley
- CA Highway Patrol
- CA State Lottery
- CSU Fresno
- CSU Fullerton
- CSU Los Angeles
- CSU Monterey Bay
- CSU Office of the Chancellor
- City of Ontario
- CSU Stanislaus
- DPR Construction Inc.
- Golden Gate Bridge District
- Los Angeles Co DPSS
- Los Angeles Co MTA
- Metropolitan Water District of Southern California
- Oakland USD
- Palos Verdes Peninsula USD
- San Jose State University
- San Mateo Co Transit District
- Santa Clara Valley Water District
- Santa Clara VTA
- Southern California Regional Rail Authority
- Tri Delta Transit
- UC Santa Cruz
- UC Davis
- UC Davis Medical Center
- UC Irvine Design & Const Services
- UC San Francisco
- UC San Francisco Medical Center
- UCLA
- ...and many more!

SMALL BUSINESS EXCHANGE

Public Legal Notices



PORT OF SAN FRANCISCO

INVITATION FOR BIDS

The Port of San Francisco, announces an Invitation for Bids for construction on the **PORT SECURITY FENCES PHASE 4** in San Francisco, CA. The proposed Work will consist of installation of fences at: (1) Piers 94/96, (2) Piers 48/50, and (3) Roundhouse. Estimate for the base bid is \$500k. Bid documents are available in electronic format for free download by going to the Port of San Francisco Website at <http://www.sfport.com/index.aspx?page=18>, where updates will also be posted.

To be eligible to bid, bidders must possess either a Class "A" or "C-13" license, and at least 3 years of public work construction experience with the type of work of this project. Before submitting a Bid, the Bidder must carefully examine the Bid Documents, visit the Site, and fully inform themselves of existing conditions and limitations, including all items described in the Bid Documents. Any special Site access for facility inspection shall be requested through the Project Engineer. There is no LBE goal for this project, and the project is subject to the requirements of the First Source Hiring Program instead of the Local Hiring Program. In accordance with the Port of San Francisco Commission Resolution No. 10-60, 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 (a) the Port Commission approves the contract for award and (b) the Port Executive Director or designee then issues an order of award. Pursuant to Charter §3.105(i), all contract awards are subject to certification by the Controller as to the availability of funds. Bidders shall submit proof of a current Business Tax Registration Certificate. Failure of a bidder to provide such proof within fourteen (14) calendar days of bid opening could constitute a refusal to enter into the contract and result in forfeiture of the bid bond. Bid security in the form of a corporate surety bond or an irrevocable letter of credit (or certified check if required bid security is \$15,000 or less) for ten percent (10%) of the amount bid must accompany each bid. The Port reserves the right to reject any or all bids and waive any minor irregularities in any bid.

OPTIONAL PREBID CONFERENCE:

10/15/14, 10:30 AM, Port of San Francisco office, Pier 1 at San Francisco, CA 94111. **BIDS DUE: 10/29/14, 10:30 AM.** For questions, contact **Ken Chu** at (415) 274-0593.



REQUEST FOR PROPOSALS FOR YOUTH EMPLOYMENT PROGRAM FOR ENVIRONMENTAL MAINTENANCE OF PORT FACILITIES

The Port of San Francisco seeks proposals for a Youth Employment Program ("Program") that will provide job readiness and on the job training for economically disadvantaged and/or at-risk San Francisco youth ages 16 to 24 through paid work experience to help maintain the Port's property. Proposers must have experience* organizing, implementing, and administering youth employment programs. Prime Proposers must subcontract with San Francisco-based non-profit community organizations with youth employment and environmental maintenance experience. The Port intends to select up to two (2) of the highest-scoring Proposers for contract award(s).

*Proposers must meet the Minimum Qualifications described in RFP Attachment V to be considered for evaluation.

Schedule*

RFP Issued	09-24-2014
Pre-Proposal Conference	10-02-2014 (9:30 a.m. PT)
RFP Questions Deadline	10-03-2014 (5 p.m. PT)
RFP Answers and Clarifications Available Online	10-10-2014
Proposals Deadline	10-24-2014 (3 p.m. PT)
Interviews with short-list of Proposers	11-10-2014
Contract award intent notification	11-20-2014
Contract term begins	01-01-2015

*Each date subject to change.

Check website - <http://sfport.com/index.aspx?page=2513> for latest schedule.

STATE OF CALIFORNIA DEPARTMENT OF CORRECTIONS AND REHABILITATION

NOTICE TO CONTRACTORS EQUIPMENT MAINTENANCE REPAIR – OIL FILLED SWITCHGEARS

The California Department of Corrections and Rehabilitation (CDCR) intends to receive bids and award a contract to replace 11 Oil-Filled Medium Voltage Electrical Switches at Folsom State Prison located at 300 Prison Road, Represa, California 95370.

The **INVITATION FOR BID** which includes the **Projected Timetable, Drawings and Specifications for the above referenced project** is available to view and download on the California State Contracts Register (CSCR) eProcurement website at <http://www.bidsync.com> : Reference Bid Number 60000001611.

CDCR Contact: Ms. Toshi Cordova
Phone No.: (916) 255-6151
E-mail: Toshi.Cordova@cdcr.ca.gov

CONTRACTORS INTERESTED IN BIDDING **MUST ATTEND THE SCHEDULED MANDATORY WALK-THROUGH** as scheduled below:

Folsom State Prison 10:00 a.m. on October 30, 2014

Notification of Intent to Participate in Mandatory Bidders' Walk-Through must be submitted to the institution's contact by October 16, 2014.

(NOTE: Information is included in the IFB document referenced above to confirm attendance and begin gate clearance process).

STATE'S DISABLED VETERAN BUSINESS ENTERPRISE (DVBE) 3% MINIMUM PARTICIPATION GOAL IS A REQUIREMENT OF THIS PROJECT.

In accordance with M&VC §999.5(a) and PCC §10115, an incentive will be given to bidders who provide DVBE participation. For evaluation purposes only, the State shall apply an incentive to bidders that propose California certified DVBE participation as identified on the Bidder Declaration form and confirmed by the State. The incentive amount for awards based on low price will vary in conjunction with the percentage of DVBE participation and applied to responsive bids from responsible bidders.

The State's Estimate for the project is approximately \$2,200,000.00

When in the best interest of the State, all bids may be rejected.

10/2/14

CNS-2672720#

SMALL BUSINESS EXCHANGE

PUBLIC NOTICE

You are invited to the Business Outreach Committee (BOC) "Meet the Primes" meeting to advise the public of upcoming projects, provide workshops on bonding, insurance, certification, and provide opportunities for small and disadvantaged businesses to network with Prime Consultants and Contractors on:

Tuesday, October 7, 2014 – 8:30 a.m. to 1:00 p.m.

Sign-In: 8:30

Workshops: 9:00 – 11:00

Meet the Primes: 11:00 – 1:00

at

**Santa Clara Valley
Transportation Authority (VTA)
3331 North First Street (River Oaks)
San Jose, California 95134**

Please see our flyer and register at VTA's website: www.vta.org/osdb

Representatives from the Small Business Transportation Resource Center, Minority Business Development Agency, The Blue Book Building and Construction Network, Bay Area Transportation Agencies and Prime Contractors listed below:

Skanska, Shimmick and Herzog JV, URS Corp., Kimley-Horn, Ghradelli Associates, Hatch Mott MacDonald, AECOM, Parsons Transportation Group, Granite Rock, TY Lin, LAN, Aldrige, Rosendin Electric, McCarthy Construction, Robert A. Bothman, Balfour Beatty, BFK Engineers, and more.

14099684



California Lottery
Request for Proposal #50026
Website Design, Development, and Maintenance
Support Services

The California Lottery (Lottery) is inviting proposals from qualified Bidders to provide a full range of Web Design, Development, Maintenance, and Support Services for the Lottery's Public Website (PWS) environment. The Lottery continues to expand the functionality of its PWS to create new user experiences through personalized content, interactive games, rewards programs, improved electronic and digital communications and centralized access to the Lottery's public services and information. The Lottery's goal is to target its marketing and promotions to provide an exciting website experience motivating users to play Lottery games, increase player loyalty, and drive sales to retailers.

The solicitation document is anticipated for release in late September 2014, and will be available to download on the Lottery Website at www.calottery.com/Vendors.

All questions regarding the solicitation must be submitted to Laura Lee Rogers at lrogers@calottery.com

Tech: Where the women and minorities aren't



Continued from page 7

Aside from Intel, no other big tech firms freely have made available the makeup of their workforce.

Facebook has yet to release diversity figures but plans to. At a company shareholder meeting last week, COO Sheryl Sandberg, who wrote the Lean In best-seller about opportunities for women, said that when Facebook does release its figures, it will do so privately, within the company first.

Sandberg, Yahoo CEO Marissa Mayer and Hewlett-Packard chief Meg Whitman are among a smattering of high-profile women in tech.

Telle Whitney, president of the Anita Borg Institute for Women and Technology, which tracks Silicon Valley opportunities for women, says the average ratio for female tech workers in Silicon Valley is 20-23%, but Google's release of its statistics could lead the industry to do better.

Even if woman and minorities aren't well represented in the work world, parents are reading the writing on the wall.

"Parents want to give their kids a competitive edge," said Karen Thurm Safran, the vice president of business development for ID Tech camps, which offer computer programming and tech camps in 28 states.

"They know it's empowering, and it opens up a lot of doors and possibilities," she said.

Though the number of campers being signed up has increased tremendously since the camps opened in 1999, the percentage of girls has been stagnant.

Not this year, Safran said. "I just ran the numbers. It's been 12% for years, but what's amazing is that this year, it's 15%."

Source: U.S.A Today

Public Legal Notices

UNIVERSITY OF CALIFORNIA SAN DIEGO

ADVERTISEMENT FOR BIDS

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

STEIN CLINICAL RESEARCH BSL-3 LAB, 4TH FLOOR

Project No.: 4840/A4L-385/962370

UNIVERSITY OF CALIFORNIA, SAN DIEGO

DESCRIPTION OF WORK:

This Project involves the Architectural and Engineering upgrades to an existing BSL laboratory on the 4th floor of the Stein Clinical Research Building. The upgrades include removal, storage and reinstallation of all the existing equipment, the removal of all the existing finishes, and installation of all new finishes, some walls, ceilings, and doors. The Engineering upgrades include an entirely new HVAC system with ductwork along with demolition of the existing system. All new electrical service, lighting, controls, and security system will be added.

Procedures: Bidding documents will be available after 1:00 P.M., Tuesday, September 16, 2014. To or-

der plans and specifications or for a list of planholders go to: <http://mayerplans.mayer.com/ucsd.php>

For additional information go to: www.fdc.ucsd.edu. Click on Contracting Opportunities, Work Available for Bid, and the Project.

There is no charge for the Bid Documents which will be made available to the prequalified bidders. Only prequalified bidders will be allowed to submit a Bid on this project. The following bidders have been prequalified to bid on this project:

BNBUILDERS DPR CONSTRUCTION GOOD & ROBERTS TURNER CONSTRUCTION

Bids will be received only at:

University of California, San Diego
Facilities Design & Construction
10280 N. Torrey Pines Road, Suite 465
La Jolla, CA 92037
Contact: Carrie Robb

Bid Deadline: Sealed bids must be received on or before **2:00 P.M., TUESDAY, OCTOBER 7, 2014**. The bids will be opened at approximately 2:10 P.M.

MANDATORY PRE-BID CONFERENCE

A MANDATORY Pre-Bid Conference/Job Walk will be conducted on **TUESDAY, SEPTEMBER 23, 2014**, beginning promptly at **8:00 A.M.** **Only bidders who participate in the Pre-Bid Conference/Job Walk in its entirety will be allowed to bid on the Project as prime contractors.**

Participants shall meet in the lobby of the Stein Building. For directions to the Pre-Bid Conference/Job Walk contact Jay Smith, Principal Architect/Project Manager, 619.633.8084. UCSD maps can be found at <http://maps.ucsd.edu>.

Bid Security in the amount of ten percent (10%) of the Lump Sum Base Bid, excluding alternates, shall accompany each Bid. The Surety issuing the Bid Bond shall be, on the Bid Deadline, listed in the latest published State of California, Department of Insurance, list of *Insurers Admitted to Transact Surety Insurance in This State*.

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: **General Building Contractor, B**

UC San Diego encourages the participation of Small, Disadvantaged, Minority-owned, Women-owned and Service/Disabled Veteran-owned Business Enterprises (S/D/M/W/DVBE's) and is committed to promote a diverse pool of firms for our building programs.

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 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: \$1,700,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Diego
September 2014

UNIVERSITY OF CALIFORNIA SAN DIEGO

ADVERTISEMENT FOR BIDS

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

THORNTON AIR HANDLER REFURBISHMENT UCSD MEDICAL CENTER - LA JOLLA UNIVERSITY OF CALIFORNIA, SAN DIEGO Project No.: 4802/A4S-021/966194

DESCRIPTION OF WORK:

Repairs and refurbishment of six (6) air handling units at Thornton Hospital including coordination with the University's commissioning agent.

Procedures: Bidding documents will be available at 4:00 P.M., Thursday, September 18, 2014. To order plans and specifications or for a list of planholders go to: <http://mayerplans.mayer.com/ucsd.php>

For additional information go to: www.fdc.ucsd.edu.

There is no charge for the Bid Documents which will be made available to the prequalified bidders. Only prequalified bidders will be allowed to submit a Bid on this project. The following bidders have been prequalified to bid on this project:

COUNTYWIDE MECHANICAL SYSTEMS HELIX MECHANICAL JACKSON & BLANC UNIVERSITY MECHANICAL

Bids will be received only at:

University of California, San Diego
Facilities Design & Construction
10280 N. Torrey Pines Road, Suite 465
La Jolla, CA 92037
Contact: Carrie Robb

Bid Deadline: Sealed bids must be received on or before **2:00 P.M., WEDNESDAY, OCTOBER 8, 2014**. The bids will be opened at approximately 2:10 P.M.

MANDATORY PRE-BID CONFERENCE

A MANDATORY Pre-Bid Conference/Job Walk will be conducted on **TUESDAY, SEPTEMBER 23, 2014**,

beginning promptly at **10:00 A.M.** **Only bidders who participate in the Pre-Bid Conference/Job Walk in its entirety will be allowed to bid on the Project as prime contractors.**

Participants shall meet in the front lobby of Thornton Hospital. For directions to the Pre-Bid Conference/Job Walk contact Rod Barker, Project Manager, 858.822.1971. UCSD maps can be found at <http://maps.ucsd.edu>.

Bid Security in the amount of ten percent (10%) of the Lump Sum Base Bid, excluding alternates, shall accompany each Bid. The Surety issuing the Bid Bond shall be, on the Bid Deadline, listed in the latest published State of California, Department of Insurance, list of *Insurers Admitted to Transact Surety Insurance in This State*.

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: **Warm-Air Heating, Ventilating and Air-Conditioning Contractor, C20**

UC San Diego encourages the participation of Small, Disadvantaged, Minority-owned, Women-owned and Service/Disabled Veteran-owned Business Enterprises (S/D/M/W/DVBE's) and is committed to promote a diverse pool of firms for our building programs.

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 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: **\$300,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Diego
September 2014

UNIVERSITY OF CALIFORNIA SAN DIEGO

ADVERTISEMENT FOR BIDS

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

EMERGENCY DISTRIBUTION BOARD 3EPDB REPLACEMENT UCSD MEDICAL CENTER - HILLCREST UNIVERSITY OF CALIFORNIA, SAN DIEGO PROJECT NO. 4821/A4S-019/966195

DESCRIPTION OF WORK:

Replace and relocate Emergency Distribution Board 3EPDB; replace motor starter for Exhaust Fan SF-8; and install new Panelboard 3EPB. Estimated project duration is 90 calendar days.

Procedures: Bidding documents will be available at 4:00 P.M. Thursday, September 25, 2014. To order plans and specifications or for a list of planholders go to: <http://mayerplans.mayer.com/ucsd.php>.

For additional information go to: www.fdc.ucsd.edu.

There is no charge for the Bid Documents which will be made available to the prequalified bidders. Only prequalified bidders will be allowed to submit a Bid on this project. The following bidders have been prequalified to bid on this project:

CHULA VISTA ELECTRIC FULLER ELECTRIC STEINY AND COMPANY

Bids will be received only at:

University of California, San Diego
Facilities Design & Construction
10280 N. Torrey Pines Road, Suite 465
La Jolla, CA 92037
Contact: Carrie Robb

Bid Deadline: Sealed bids must be received on or before **2:00 P.M., THURSDAY, OCTOBER 9, 2014**. The bids will be opened at approximately 2:10 P.M.

MANDATORY PRE-BID CONFERENCE

A MANDATORY Pre-Bid Conference/Job Walk will be conducted on **THURSDAY, OCTOBER 2, 2014**, beginning promptly at **11:00 A.M.** **Only bidders who participate in the Pre-Bid Conference/Job Walk in its entirety will be allowed to bid on the Project as prime contractors.**

Participants shall meet at the steps outside Dickinson Street north entrance to UCSD Medical Center Hillcrest, 92103. For directions to the Pre-Bid Conference/Job Walk contact Rosalie Pham, Project Manager at (858.534.5343). UCSD maps can be found at <http://maps.ucsd.edu>.

Bid Security in the amount of ten percent (10%) of the Lump Sum Base Bid, excluding alternates, shall accompany each Bid. The Surety issuing the Bid Bond shall be, on the Bid Deadline, listed in the latest published State of California, Department of Insurance, list of *Insurers Admitted to Transact Surety Insurance in This State*.

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: **ELECTRICAL CONTRACTOR, C10.**

UC San Diego encourages the participation of Small, Disadvantaged, Minority-owned, Women-owned and Service/Disabled Veteran-owned Business Enterprises (S/D/M/W/DVBE's) and is committed to promote a diverse pool of firms for our building programs.

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 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: \$350,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Diego
SEPTEMBER 2014



Tax-break Tech Hiring

Continued from page 7

Zendesk's \$25,000 grant to Community Housing Partnership, the nonprofit that houses 1,400 formerly homeless, enabled CHP to open its 2,800-square-foot job center in July despite needing \$150,000 in computers, furniture and supplies. They're now only \$15,000 short of reaching that goal, spokeswoman Bridget Holian said.

"Zendesk was the first organization to donate to this campaign, which helped us build confidence with other funders," she said.

The center trains front desk clerks for SROs, putting formerly homeless into the workforce. Before, the training was done without computers in crowded community rooms in the central city. Above the training center are 44 units for transitional age youth, also formerly homeless, "a population that desperately needs these services."

Zendesk also played a major part in CHP's fundraiser, "A Night With the Stars," and its Youth Health and Wellness Fair. CHP also showed up in the One Kings Lane CBA with its pledge to assist the center.

Another 2014 example of funding to get people into jobs, rather than into a tech row chair on Market Street, is Twitter's \$10,000 contribution to Larkin Street Youth Services for its Hire Up program. This is for the education and employment of formerly homeless youth and disadvantaged folks.

Twitter also put \$30,000 into a Bay Area Video Coalition scholarship project to train "economically disadvantaged individuals for jobs in the technical sector." But mid-Market/Tenderloin applicants are not specified for it. But at two unnamed events this year, it says it will counsel disadvantaged people on "how to gain employment in the company and other similar firms."

Mayor Lee has committed to creating 2,500 jobs in the next five years through SFTEch, the vehicle bankrolled by the U.S. Department of La-

bor. Training and hiring San Franciscans would go through the First Source Hiring Program, which works in conjunction with community-based organizations that train and place people in jobs or internships.

"We've gotten pushback in terms of having local hiring requirements in the CBAs, because the companies have said, 'We can't control that,'" said Jackie Jenks, executive director of Hospitality House, a member of the Market Street for the Masses Coalition. "I would encourage them to think outside the box on how they can help promote local hires in their companies."

"I know that they're not working with the Homeless Employment Collaborative," she said. The Collaborative includes 10 organizations: Hospitality House, Episcopal Community Services, Goodwill, Catholic Charities, Swords to Plowshares, Mission Hiring Hall, Toolworks, Arriba Juntos, Center for Juvenile and Criminal Justice and Community Housing Partnership.

Zendesk, the first and then-only company to sign a CBA back in 2012, has led the way ever since in providing a model of community engagement that its tech peers have been slow to emulate. This year, Zendesk hosted a weeklong boot camp during high school spring break that recruited from the YMCA and VYDC and the public schools, giving participants a crash course in basic Web page-building skills. Apczynski announced the company's plans to the CAC in March along with a promise to donate 50 laptops to Bessie Carmichael Elementary.

Other job-related Zendesk commitments in the CBA include: collaborating with Twitter on an event focusing on women in engineering and to work with training groups at Year Up, S.F. State, City College, Academy X and West ED, to provide fine-tuning of knowledge needed "to meet growing start-up sector needs in San Francisco." And it will continue working with the Vietnamese Youth De-

velopment Center with mentorships that prepare kids for college and the workforce.

Cristino Lagahid, Employment, program manager at VYDC, said the nonprofit also has a relationship with Salesforce, which is not one of the CBA companies, but has the advantage of being much larger than either Zoosk or Zendesk, and is "more sustainable to where it's a pipeline of workforce opportunities for low-income and inner-city youth."

The online dating site Zoosk, one of the smaller companies involved in the CBA process, paid its part-time two summer interns \$15 an hour. Zoosk also donated computers to VYDC.

"We've had a working relationship with those two in particular (Zoosk and Zendesk) for the past one and a half years," Lagahid said, and mentioned career readiness workshops that opened clients' eyes to career paths. "They've been very supportive."

VYDC job specialist Dan Raftery said the internships provided so far have not developed into full-time work.

Jinfeng Huang, 18, a 2013 Zoosk intern, said that going into her senior year at International High, she worked in the marketing department for 20 hours a week, learning how to build ads using the computer software. Now she's enrolled at S.F. State, and says she'll probably major in marketing. She lives near Civic Center, she says, with her parents and little brothers and is the first in her family to go to college.

"It was great. They hired somebody with no work experience," she said. She'd been coached at VYDC on interview skills and resume writing, but "I was pretty nervous" when she went in for her first interview at Zoosk.

This year, Zoosk promised to hire three interns, invite two local students to a yearlong computer training program that meets weekly at Zoosk,

and invite 10 VYDC members to a session on resume writing and interviewing skills. It will invite 10 more VYDC youths to Zoosk to discuss education, employment skills and career development and host local residents and human resource personnel in a session devoted to improving job searches, networking and learning what entry-level skills are needed in the tech industry.

Twitter, "for the past 3 summers, has hosted a GWC (Girls Who Code) Summer Immersion Program in San Francisco, where 20 girls from the Bay Area study coding at Twitter Monday through Friday from 9-5," Caroline Barlerin, Twitter's community liaison, said in response to The Extra's question about its employment outreach.

"Twitter is collaborating with Oasis for Girls to recruit more girls from the mid-Market area to next year's class and Twitter's CTO, Adam Messinger, sits on the GWC board," Barlerin said. Oasis, on Mission Street near Seventh, is for at-risk girls of color ages 14-17.

"One thing they could do," Jenks said, "is partner with existing employment and training programs that do placement and hiring, such as the Homeless Employment Center to hire applicants through those programs. Hire entry-level positions that they currently contract out - security, janitorial, food services, for instance, or pressure contractors to prioritize hiring folks from the community. We could send people to those jobs."

"They've said, 'We don't control that hiring,' but they could influence that hiring," Jenks said, "because those folks want that contract."

This story was published with permission from Central City Extra, where an earlier version appeared in the paper's Sept. 2014 edition.

Source: New America Media

Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0360623-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0360627-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0360164-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0360271-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359828-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359490-00
<p>Fictitious Business Name(s): Cesco Pizza Address 135 Fourth Street space FC6, San Francisco, CA 94103 Full Name of Registrant #1 Verrotta LLC, (CA) Address of Registrant #1 4072 18th Street, San Francisco, CA 94114</p> <p>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 Not Applicable</p> <p>Signed: Francesco d'Ippolito</p> <p>This statement was filed with the County Clerk of San Francisco County on 9/26/2014.</p> <p>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</p> <p>Filed: Morgan Jaldon Deputy County Clerk 9/26/2014</p> <p>10/02/14 + 10/09/14 + 10/16/14 + 10/23/14</p>	<p>Fictitious Business Name(s): Damao Services Address 2330 17th Ave., San Francisco, CA 94116 Full Name of Registrant #1 Chen Gong Address of Registrant #1 2330 17th Ave., San Francisco, CA 94116</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/26/2014</p> <p>Signed: Chen Gong</p> <p>This statement was filed with the County Clerk of San Francisco County on 9/26/2014.</p> <p>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</p> <p>Filed: Brian Heffern Deputy County Clerk 9/26/2014</p> <p>10/2/14 + 10/9/14 + 10/16/14 + 10/26/14</p>	<p>Fictitious Business Name(s): Electric City Tours Address 782 Columbus Avenue, San Francisco, CA 94133 Full Name of Registrant #1 Brendan David Address of Registrant #1 1285 Oak Street Apt #5, San Francisco, CA 94117</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 8/26/2014</p> <p>Signed: Brendan David</p> <p>This statement was filed with the County Clerk of San Francisco County on 8/26/2014.</p> <p>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</p> <p>Filed: Jennifer Wong Deputy County Clerk 8/26/2014</p> <p>9/18/14 + 9/25/14 + 10/2/14 + 10/9/14</p>	<p>Fictitious Business Name(s): SGC Strategic Communications Address 2442 19th Avenue, San Francisco, CA 94116 Full Name of Registrant #1 Stephen Gino Cassolato Address of Registrant #1 2442 19th Avenue, San Francisco, CA 94116</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/3/2014</p> <p>Signed: Stephen Cassolato</p> <p>This statement was filed with the County Clerk of San Francisco County on 9/3/2014.</p> <p>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</p> <p>Filed: Jeannete Yu Deputy County Clerk 9/3/2014</p> <p>9/11/14 + 9/18/14 + 9/25/14 + 10/2/14</p>	<p>Fictitious Business Name(s): 1.) San Francisco Dog Buddy 2.) SF Dog Buddy Address 699 Arguello Blvd. #302 San Francisco, CA 94118 Full Name of Registrant #1 Gabriel Harry Feinberg Address of Registrant #1 699 Arguello Blvd. #302 San Francisco, CA 94118</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on N/A</p> <p>Signed: Gabriel Feinberg</p> <p>This statement was filed with the County Clerk of San Francisco County on 8/6/2014</p> <p>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</p> <p>Filed: Jennifer Wong Deputy County Clerk 8/6/2014</p>	<p>Fictitious Business Name(s): UAA Group Address 2705 Gamble CT, Hayward, CA 94542 Full Name of Registrant #1 Mouhamet Dia Address of Registrant #1 2705 Gamble CT, Hayward, CA 94542</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 7/18/2014</p> <p>Signed: Mouhamet Dia</p> <p>This statement was filed with the County Clerk of San Francisco County on 7/18/2014.</p> <p>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</p> <p>Filed: Jennifer Wong Deputy County Clerk 7/18/2014</p>

SBE Services

SBE RESOURCES



ACCESS TO PROSPECTING SYSTEM

SBE Nationwide Certified Businesses

ADVERTORIAL (Advertisement and "Access to Capital" Continuing Column)

- Small Business Exchange weekly adjudicated (by Superior Court of San Francisco City/County) and trade/focus newspaper (determination by State of California DGS)
- Sbeinc.com
- Native Advertising

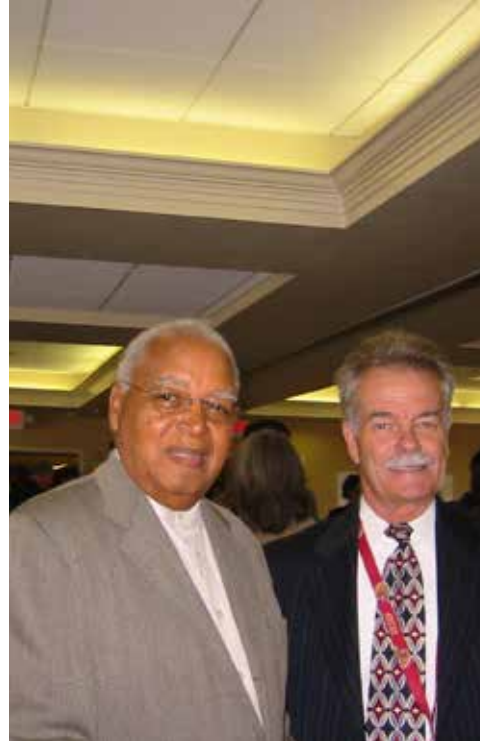
COMPREHENSIVE OUTREACH PROCESS

Introducing BOW to the LIA business communities

MEET & GREET & FINANCIAL LITERACY SUPPORT

MEET & GREET COORDINATION

- You provides criteria; SBE identifies potential attendees
- SBE develops HTML invitation, provides online registration link
- SBE identifies potential attendees
- SBE alerts by email, fax and telephone as requested
- Online Registration process, daily updates reported to you
- SBE sends confirming emails to each registrant



ADVERTORIAL

- Weekly Ad and monthly "Access to Capital" column in Small Business Exchange newspaper and website
- Banner Ad on sbeinc.com
- Native Ad on SBE-Hearst Media Network



SUMMARY

- **SBE knows that effective implementation** involves both 'high tech' and 'high touch' – our service oriented approach helps achieve larger objectives, no matter what the objective.
- **Effective use of Technology tools**, combined with **human oversight and in-depth knowledge of Regulations** creates consistent, targeted, appropriate outreach to potential client/customers.
- **Proactive documentation** provides comprehensive evidence of activities, spending, multi-tier subcontractor participation, and **adherence to Code and Regulation specifics**, if ever needed.
- **Personal contact** through **email invitations and phone calls increases response**, builds trust, and expands awareness of You efforts.
- **Publication lends credibility**, and provides valuable project and community information, leading to **greater visibility and positive good will for You**.

What Clients Say About SBE Services

"Small Business Exchange is one of the partners we use for outreach. We solicit their help to meet our goals. SBE's expertise and thorough documentation was especially helpful during the challenge process with the Disadvantaged Business Enterprise Reconsideration Panel upholding our awarded contract."

- Skanska USA Civil West
California District Inc

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

- Xerox Corporation

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten years . . . and has met our specific requirements ... The Department has been more than satisfied.

- San Francisco DPW

"I know that when a representative of SBE indirectly represents McCarthy in contacting subcontractors—it is always with professionalism."

- McCarthy Building Companies Inc

"You're at the top of my list. Whenever I have an outreach requirement, I just grab the phone and call SBE."

- Expedient Energy

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

- Atkinson Construction

"Thank you for a great job, very much appreciated by the team"

- Schiavone Construction

"Thanks for your quick turn around times, your familiarity with the agency, your open communication and your availability to our questions

- Brown and Caldwell

"They are very Committed to helping us meet the necessary requirements of the many different public agencies we deal with, and deliver competent, qualified bidders at the same time. SBE has some very good resources and continues to keep there databases up to date with certified DVBE, DBE, SBE, WBE etc..."

- Robert A Bothman, Inc.

For more info please call Valerie Voorhies at 415-778-6250 or email vvv@sbeinc.com

Access to Capital

SMALL & MINORITY BUSINESS

Treasury Marks 20 Years of the Community Development Financial Institutions Fund

Editor's Note: SBE will profile individual institutions receiving funds. "Follow the money" in upcoming issues.

The U.S. Treasury Department marked 20 years of the Community Development Financial Institutions Fund (CDFI Fund), which to date has resulted in \$2 billion in monetary awards to community-based financial institutions, \$525 million in new bond guarantees, and \$40 billion in tax credits to support economic development in underserved areas throughout the nation. Secretary Jacob Lew, Deputy Secretary Sarah Bloom Raskin, and Treasurer Rosie Rios were joined by former Treasury Secretary Robert Rubin, former National Economic Council Director Gene Sperling, community development organizations, and business owners at the Treasury Department to recognize the CDFI Fund's impact and its ongoing efforts to support stronger economic growth in all communities.

"Because of the capital it unlocks, the CDFI Fund has made an enormous difference, from housing, health care, and business creation to job training, real estate development, and business services. The truth is, the CDFI Fund is making America stronger, one community at a time," said Treasury Secretary Jacob Lew in his remarks on the achievements of the CDFI Fund and its ongoing efforts to spur economic development.

Created on September 23, 1994, the CDFI Fund provides financial tools to specialized financial institutions, known as Community Development Financial Institutions (CDFIs), that serve low-income borrowers in underserved urban and rural areas. CDFIs use the CDFI Fund's grants, loans, equity investments, tax credits, and bond guarantees to fund their projects.

The CDFI Fund's programs help attract private sector investment to communities that lack access to mainstream financial institutions. Resources from the CDFI Fund are leveraged to finance vital community services, affordable housing units, workforce training facilities, and jobs. These resources can also go towards infrastructure and the development of commercial and residential real estate, as well as supporting new businesses and helping existing businesses grow. Additionally, CDFIs can provide financial products and services, such as home financing, to low-income individuals in underserved communities.

As part of the commemoration ceremony, the Treasury Department also announced that it has guaranteed an additional \$200 million in bonds for the CDFI Fund's CDFI Bond Guarantee Program, bringing the total guaranteed to date to \$525 million. All of the bond proceeds will provide long-term, fixed rate capital for projects in low-income and underserved communities.

Based on its success to date, the Administration is committed to extending the CDFI Fund's strong track record of spurring economic development and job growth in underserved communities. The Administration's fiscal year 2015 budget proposal requested \$225 million to enable strong support for the CDFI Fund's key programs. Additionally, the Administration's proposal called for a permanent extension of the CDFI Fund's New Markets Tax Credit Program and proposed a one-year extension of the CDFI Bond Guarantee Program.

Learn more about the CDFI Fund, and the impact CDFIs make across the country, by visiting www.cdfifund.gov.

About the CDFI Fund

The Community Development Financial Institutions Fund (CDFI Fund) was created to promote economic and community development by empowering America's underserved and distressed communities. As part of the U.S. Department of the Treasury, the CDFI Fund fosters the creation and increases the capacity of community-based financial institutions through investments and assistance. By increasing funding to CDFIs that specialize in providing affordable credit, the CDFI Fund helps build businesses,

create jobs, and revitalize neighborhoods.

About the CDFI Bond Guarantee Program

The CDFI Bond Guarantee Program provides CDFIs with access to significant capital by providing guarantees of bonds. With long-term credit at below-market interest rates, the CDFI Bond Guarantee Program is a groundbreaking effort to accelerate community economic growth and development. The bonds are fully guaranteed by the Treasury Secretary at no cost to the taxpayer and bond loans must be repaid by the CDFI borrower. The qualified issuer for the bond issue announced today is the Community Reinvestment Fund, which will provide bond loans to four eligible CDFIs for a range of job-building and community development projects.

Source: U.S. Department of the Treasury



KeyCorp's Beth Mooney: The Most Powerful Woman in Banking

By Alan Kline

Beth Mooney has made history as the first female CEO of a top 20 U.S. banking company, but when her career is over she most wants to be remembered as a banker who made a difference.

She's proud that KeyCorp's profits and share price have risen steadily since she took the helm in 2011, and equally proud that it is the only large bank in the country to have earned an "outstanding" rating from regulators on its community re-investment activities for eight consecutive years — dating to when she ran Key's community bank.

She's proud, too, that the company's charitable arm gave away \$18 million last year and that its small-dollar loan product has been praised by banking regulators and consumer advocates for meeting a need without trapping consumers in a cycle of debt.

"All of these things are proof points... that we are a company committed to doing things the right way," says Mooney.

Though Key has long had a reputation as a good corporate citizen, it has redoubled its efforts under Mooney. One of her first acts as CEO was creating an office of corporate responsibility to oversee a wide range of functions — from community development lending to diversity in the workplace — and to help guide Key's mission of always doing right by customers and communities.



Image credit: <http://www.crainscleveland.com>

KeyCorp chairman and CEO Beth Mooney is the most powerful woman in banking.

Mooney believes that most banks are acting more responsibly these days and says that the banking industry has made huge strides in regaining the trust it lost during the financial crisis. Still, she wants Key to be recognized as a leader in corporate responsibility and points to its small-dollar loan

product, the KeyBasic Credit Line, as an example of how it is differentiating itself from competitors. Unlike deposit advance products, which can be similar to payday loans, Key's revolving line of credit gives borrowers up to 60 months to repay at interest rates ranging from roughly 17% to 22%,

depending on the size of the loan. While regulators have been sharply critical of the fees and terms for deposit advances and have forced many banks to stop offering them, they have hailed KeyBasic, launched in 2011, as a viable and responsible alternative to payday loans. Key has collaborated with the Center for Financial Services Innovation on a white paper about small-dollar lending and was recently asked by the Pew Charitable Trusts to help it come up with guidelines on responsible payments that it could recommend to the Consumer Financial Protection Bureau.

Another priority for Mooney is workplace diversity. DiversityInc magazine has named Key as a top 50 company to work for in each of the last two years in part because women and minorities comprise roughly 36% of the leadership team. Its board of directors is diverse as well, with five women, including Mooney, and two minority males among its 13 members. Earlier this year the advocacy group WomenCorporateDirectors presented Mooney with its annual "Visionary Award" in recognition of the fact that Key has a higher percentage of females on its board than any other large banking company in the country. But what motivates Mooney above all is "helping clients and communities thrive." Her ideal is for people to think of Key as a company that improves their lives, through its products and services, its workplace culture and its community contributions. "I take my legacy very seriously," Mooney says.

Source: American Banker

Historic Visit to SF African American Chamber by Fiji Prime Minister Josaia Vorege Bainimarama

The newly elected Prime Minister of the Republic of Fiji, Commodore Vorege Bainimarama, became the first known Head of State to visit an African American or Black Chamber of Commerce. There are over 140 Black Chambers in 42 States, according to the National Black Chamber of Commerce in Washington, DC.

In an expression of good will and a desire to do business with the African American community and the State of California, the Prime Minister expressed his pleasure in coming to such a dynamic City as San Francisco and to know of jazz in the Fillmore District. Bainimarama had served 8 years as Prime Minister and now newly elected, is being hailed throughout the world as the Chief Executive to bring Fiji to new heights. Fiji, located at the southern tip of the islands known as Paradise starting with Hawaii and spanning 3,000 miles, traditionally has been the most economically viable nation among the islands in the South Pacific.

In a private dinner, hosted by the Chamber, at San Francisco's famous Black owned Yoshi's Jazz Club and Entertainment Center, the largest Jazz venue in the Western US, the Prime Minister expressed his appreciation for the Chamber bringing a Trade Mission to his Country in 2012. He also spoke of the beauty and warmth of the Fijians and that Fiji stands ready to do business. 50% of the Fijian population is of the African Diaspora.

San Francisco Supervisor London Breed officially welcomed the Prime Minister to the City. Fred Jordan, Chamber President, praised the Prime Minister for recognizing that African Americans have great expertise to offer his Country and are the leaders of some of the largest corporations in the World. "The trade and business between African Americans (separate \$1 trillion GDP) and Fiji can become most significant as we continue our friendship," concluded Jordan



Left to Right: Carla Thomas, Fraiser Scott, SF Supervisor London Breed, Fred Jordan, Prime Minister Bainimarama, Shonda Scott, Linda Richardson



Left to Right: Shonda Scott, Host Committee Chair, Dr. Caesar Churchwell, Chamber First VP, Prime Minister Baiimarama, Fred Jordan, Chamber Pres.

Looking for Subcontractors, Vendors, and Suppliers?

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- Assistance in prioritizing sales calls and introductions to specific markets based upon whom you want to reach.
- A well-trained and experienced telemarketing staff dedicated to clearly communicate your message.
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Customization options include, but are not limited to,

- Press Released
- Site Linking
- Customized Reports
- Message Design/Layout
- Ad Placement in alternate publications

SBE's Basic 4-Step Marketing Process

Delivery of your message via fax or email	Advertising in SBE print and electronic publications	Telephone Follow-up Calls	Computer Generated Reports
1.	2.	3.	4.

Contact SBE for details on how Affordable Marketing can meet your marketing needs

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