

SBE TODAY

SMALL BUSINESS EXCHANGE

Volume 29, Edition 92 - November 5, 2013

DIVERSITY IN ACTION -

Published by SBE, certified SBE/DBE/MBE

Getting Better Customers via Customer Centricity



Want to learn more on how you can identify and attract better customers? Click here to listen to the webinar "The Secret of Getting Better Customers" <http://www.score.org/workshops/secret-getting-better-customers> and download the Better Customer tools and templates here - <http://roadmapmarketing.com/>

**Jeanne Rossomme –
President, RoadMap Marketing**

Jeanne uses her 20 years of marketing know-how to help small business owners reach their goals. Before becoming an entrepreneur, she held a variety of marketing positions with DuPont and General Electric. Jeanne regularly hosts online webinars and workshops in both English and Spanish.

www.roadmapmarketing.com | @roadmapmarketin | More from Jeanne

Website: <http://blog.score.org/2013/jeanne-rossomme/getting-better-customers-via-customer-centricity/>

Source: SCORE Association

By Jeanne Rossomme

Last week I attended the DAA (Digital Analytics Association) Philadelphia Symposium at the University of Pennsylvania. The concluding talk was by Wharton Professor Peter Fader entitled "How Can Customer Centricity Be Profitable?" The idea is that not all customers are the same and we often try to lump them together to make things more organized for us – but in turn, leaving lots of profits untapped:

"The way I see things-and the way I want you to start seeing things-is that not all customers are created equal. Not all customers deserve your company's best efforts. And despite what that tired old adage says, the customer is most definitely not always right. Because in the world of customer centricity, there are good customers... and then there is everyone else."

"Customer centricity is about identifying your most valuable customers – and then doing everything in your power to make as much money from them as possible and to find more customers like them."

from Customer Centricity: Focus on the Right Customers for Strategic Advantage

Often marketing budgets are spent exclusively on getting MORE customers. Like Goldilocks, Fader divides new customers into three groups:

- **Too Cold.** Research shows that there is a natural and immediately trailing off of new customers. Maybe they were incited by a sale, or cashed in a Groupon, or succumbed to an impulse purchase. They quickly lose interest and drift away. Fader argues that you should just let natural selection do its thing. Don't bother spending marketing money and effort on getting back these people.
- **Too Hot.** Then there is a group of diehard groupies that will stick around no matter what. Perhaps they are creatures of habit, or tied to your company in many ways, or have a deep personal connection. Of course you want to recognize and value these customers, but do you really need to spend a lot of marketing time and money here?
- **Just Right.** This is the group that may be on the fence. They see value in your company but need to be convinced. Here is where you want to focus your efforts for growth.

With a customer centric approach you know what YOUR customers want and where to find them. You also know what they are worth (customer lifetime value) so you can spend your marketing dollars efficiently.

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

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

Advertisements

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

Faxed Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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

Computer Generated Reports

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

Call Toll FREE for more information: 800-800-8534

BIDDING OPPORTUNITIES

RGW Construction Inc. is seeking all qualified DVBE (Disabled Veteran Business Enterprises) for the following project:

**** NEW BID DATE****

**State Highway in San Joaquin County in Stockton at Various Locations
Caltrans Contract No. 10-0S1104**

**Engineer Estimate: \$64,000,000 - 825 Working Days
Bids: November 20th, 2013 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to) Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear & Grub, Roadway Excavation, Structure Excavation/backfill, Hydroseeding, Erosion Control, Aggregate Base, Slurry Seal, Asphalt Paving, AC Dike, Grinding, CIDH Piles, Prestressing Concrete Cast-in-Place, Structural Concrete, Precast Concrete Girders, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., Fencing, Object Marker, MBGR, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, SWPPP, Water Truck, Sweeper, Hazardous Substance Removal, Trucker & Storm Drain (Underground).

Scope of Work: Construct roadway, viaduct, retaining walls, and MSE walls

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

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact **Karim Massoud 925-606-2400** karim.massoud@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

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

An Equal Opportunity Employer

Robert A. Bothman An Equal Opportunity Employer,

is requesting bids from certified and qualified LBE subcontractors and suppliers for the following trades: Trucking, Electrical, Hazardous Materials Removal, Reinforcing Steel, Landscaping, General Engineering, General Building, Acoustical Panels, Fire Sprinklers/Protection, HVAC, Plumbing, and Masonry.

MISSION DOLORES PARK REHABILITATION PROJECT

City/Location: San Francisco, California

Owner: City & County of San Francisco

Bid Date: Wednesday November 13, 2013 at 2:30 pm

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications. Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance

Robert A. Bothman

650 Quinn Ave • San Jose, CA 95112

Phone: (408) 279-2277 Fax: (408) 279-2286

Contact: **Stephanie Hunt • shunt@bothman.com**

Sub Bids Requested From Qualified San Francisco LBE Subcontractors & Suppliers for

**City & County of San Francisco -
Mission Dolores Park Rehabilitation Project
Project No. 3037V**

**Location: San Francisco, CA
Bid Dat: November 13, 2013 @ 2:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: grading/paving; concrete; landscape; surveying; SWPPP; tree transplanting; tree removal; underground; hazardous abatement (building demolition); site demolition; fencing; misc. metals; building general contractors; plumbing; HVAC; fire suppression; waterproofing; roofing; doors; glazing; tiling; and painting.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: **Kevin Exberger**

An Equal Opportunity Employer

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

State Highway in Alameda County in Alameda and Oakland from 0.2 Mile South of 29th Avenue Overcrossing to 0.3 Mile North of 23rd Avenue Overcrossing

Caltrans Contract No. 04-0A7104

DBE Goal: 7%

Engineer Estimate:

**\$52,800,000 - 1,170 Working Days
Bids: November 19, 2013 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear and Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, AC Dike, CIDH Piles, Prestressing Concrete Cast-in-Place, Structural Concrete, Concrete Block & Masonry Retaining Wall, Soundwall-Masonry Precast, Joint Seal, Reinforcing Steel, Air Blown Mortar - Shotcrete, Sign Structure, Signs Roadside, Clean and Paint Steel, Rock Slope Protection, Concrete Curb & Sidewalk-Misc., Fencing, Object Marker, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP, Water Truck, Sweeper, Hazardous Substance Removal, Trucker, Painting Structures, Commercial Electrical and Storm Drain (Underground).

Scope of Work: Widen roads, reconstruct ramps with HMA, replace two (2) concrete overcrossings.

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

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact **Karim Massoud 925-606-2400** karim.massoud@rgwconstruction.com for questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

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

An Equal Opportunity Employer

Visit

www.sbeinc.com

to download

a PDF version of the

latest SBE Newspaper and

SBE Newsletter

BIDDING OPPORTUNITIES

**REQUEST FOR CERTIFIED LBE SUBCONTRACTOR BIDS FROM:
LBE SUBCONTRACTORS**

THE THREE LBE'S ARE (Small-LBEs, Micro-LBEs, or SBA-LBEs, SUCH LBEs are also either MBEs, WBEs or OBEs) CONTRACTORS FOR THE BELOW TRADES

Fine Line Construction is requesting quotes for the following project. Contact Estimating Department at (415) 512-7677 for further information. **FAX quotes to (415) 512-7688**

**PROJECT: MISSION DOLORES PARK REHABILITATION PROJECT – CONTRACT NO. 3073V
LOCATED AT: DOLORES PARK (BETWEEN CHURCH, DOLORES, 18TH AND 20TH STREETS AND ON THE MUNI METRO J-CHURCH LINE ALONG THE WESTERN EDGE)
BID DATE/TIME: Wednesday, November 13th, @ 2:30 PM**

PROJECT DESCRIPTION: Inclusive of but not limited to: Traffic routing; hazardous materials abatement, site and building demolition; grading and drainage; sewer; electrical; concrete and asphalt paving; concrete retaining walls; planting and irrigation; transplanting of palm trees; sodded lawn installation; two new restroom buildings and one new operations/maintenance building below ball courts with related utility connections; tennis/multi-use/basket ball courts with chain link fencing; site furnishings and all other related work in accordance with the plans and specifications and any incorporated addendums.

PREVAILING WAGE EST. \$10,000,000 JOB Duration 420 consecutive calendar days

REQUESTING BIDS FOR WORK CONTAINED IN THE FOLLOWING DIVISIONS:

- | | |
|---|--|
| DIVISION 2- EXISTING CONDITIONS | DIVISION 12- FURNISHINGS |
| DIVISION 3- CONCRETE | DIVISION 21 – FIRE SUPPRESSION |
| DIVISION 5- METALS | DIVISION 22- PLUMBING |
| DIVISION 6- WOOD, PLASTICS, AND COMPOSITES | DIVISION 23- HEATING, VENTILATING AND AIR CONDITIONING |
| DIVISION 7- THERMAL AND MOISTURE PROTECTION | DIVISION 26- ELECTRICAL |
| DIVISION 8- OPENINGS | DIVISION 27- COMMUNICATIONS |
| DIVISION 9- FINISHES | DIVISION 31- EARTHWORK |
| DIVISION 10- SPECIALTIES | DIVISION 32- EXTERIOR IMPROVEMENTS |
| DIVISION 11 - EQUIPMENT | DIVISION 33- UTILITIES |

PLANS AND SPECIFICATIONS CAN BE OBTAINED AT THE FOLLOWING LOCATIONS: Electronic Bid Documents may be downloaded at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, SF, CA 94103, telephone 415-554-6229, for a non-refundable cost of \$15.00 fee paid by cash or check to "Department of Public Works."

Fine Line Construction

42 DORE STREET, SAN FRANCISCO, CA 94103
PHONE: (415) 512-7677 • FAX (415) 512-7688
Contact: **Bill Ricci**

Fine Line Construction is signatory to the Carpenter's, and Laborer's Collective Bargaining Agreements.
Fine Line Construction is an Equal Opportunity Employer.
Please attach your LBE Certificate with your bid.



**Project Name: Franciscan Towers
Location: San Francisco, California
Bid Date: Tuesday, December 3, 2013
Pre-Bid Conference: November 6, 2013 @ 8am
Location: 145 Taylor Street, San Francisco, CA (TNDC's office in the Curran Community Room)**

Nibbi Brothers has been selected as the General Contractor for the Franciscan Towers project in San Francisco, CA. We are requesting proposals from subcontractors and suppliers including those certified with the San Francisco Human Right Commission as local business enterprises (LBE's). Subcontractors may request an email notification via NewForma to download associated documents in order to provide bids no later than Tuesday, December 3, 2013 @ 2:00pm. To obtain bid and contract documents please email Kristin Medwick at kristinm@nibbi.com. Franciscan Towers is a six-story mixed-use building located at 201-229 Eddy Street at the corner of Taylor Street in San Francisco. The ground floor contains the Tenderloin Neighborhood Development Corporation (TNDC) main office and the TNDC-operated Tenderloin after School Program (TASP). The residential portion of the building contains 105 units of affordable housing: five one-bedroom units, 75 efficiency studios and 25 large two-room studios. The specific scope of work includes but is not limited to: selective demolition with rebuild/repairs (in kind) to the building due to fire and building wide upgrades. Replacement of elevator and trash chute, replacement of existing fire sprinkler in common corridors and fire alarm system, replacement of lobby. Units (47 total) affected by fire shall be rehabilitated with new finishes and insulation. All units shall receive paints, finishes, doors and hardware, plumbing fixtures, cabinetry, appliances, radiators, electrical, HVAC, and smoke alarm. Further provisions include up to 20 accessible units, new community room, extensive plumbing replacements, HVAC upgrades, window replacement, and exterior paint throughout the building.

**FAX OR EMAIL PROPOSALS TO:
NIBBI BROTHERS GENERAL CONTRACTORS
Fax: 415-241-2951 / Email: bids@nibbi.com.
For information regarding this project please contact Igor Bershteyn via email at igorb@nibbi.com**

Bid Requests from Certified SBE Subcontractors and Suppliers for SHORING only.

HUNTER'S POINT SHIPYARD PHASE I, BLOCK 56-57

This is a SFRA project with construction workforce and prevailing wage requirements.

**Hunter's Point Shipyards • Coleman Street at Innes Court • San Francisco, CA 94124
Bid Date: 11/25/13 @ 2 PM**

Voluntary Pre-bid Meeting on 11/12/13 at 11 AM at Construction Assistance Program Trailer located at 690 Hudson Ave., Trailer "B", San Francisco, CA 94124.

CAHILL CONTRACTORS, INC.

Contact: **Julie Park**
at estimating@cahill-sf.com, (415) 986-0600.

**Looking for
Subcontractors, Vendors,
and Suppliers?**

Advertise your Sub-Bid Requests in the Small Business Exchange.

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.



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



Visit www.sbeinc.com to download a PDF version of the latest **SBE Newspaper** and **SBE Newsletter**

BIDDING OPPORTUNITIES

REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

El Cerrito High School Stadium
Bid #3541348-00
West Contra Costa Unified School District
BID DATE: November 5, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Building Structures, Site Concrete, Landscaping/Irrigation, Fencing, Electrical, Storm/Water/Sewer/Survey and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Mike Crowley
 An Equal Opportunity Employer

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 LBE/DVBE Participation. Plans & Specs are available for viewing at our office.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

CA Dept. of Transportation
CT 04-0A5344 Cordelia
Realign I-680 to Connect Directly with the I-80/SR-12 Interchange
BID DATE: November 13, 2013 @ 2:00 PM

O. C. Jones & Sons, Inc. is soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Pavement Delineation, Striping, Portable Changeable Message Signs, Temporary Railing (Type K), Dewatering, Prepare Storm Water Pollution, Temporary Erosion Control, Street Sweeping, Geomembrane Liner, Fencing, Underground Storm, Metal Beam Guard Railing, Cold Plane AC, Demolition & Removals, Clearing & Grubbing, Ground Improvements, Imported Borrow, Geotextile, Underground Water, Erosion Control, Hydroseed, Lime Stabilized Soil, Rapid Strength Concrete Base, Asphaltic Emulsion, Asphalt Dike, Tack Coat, Jointed Plain Concrete Pavement, Seal Pavement Joint, Mechanically Stabilized Embankment, Minor Concrete, Sign Structure, Roadside Sign, Pipe Underdrain, Delineator, Vegetation Control, Chain Link Railing, Concrete Barrier, Electrical Lighting & Signalization and Construction Materials.

Contact: Jean Sicard @ OCJ (510) 526-3424 or (510) 809-3411 • jsicard@ocjones.com

Flatiron West, Inc. is soliciting quotes (including but not limited to):

Bridge Demo, Joint Seal Assembly, Post Tensioning, Rebar, Bridge Concrete Barrier, Furnish & Erect Precast Girders, Ready Mix Concrete, Concrete Pumping, Steel Pipe Pile, PTFE Bearings, Bridge Bearing Pads, Form Liner, Traffic Control, Misc. Metals including Bridge Deck Drainage, Waterline Hangers, Saddles and Brackets

Contact: Blaine Austin @ Flatiron West @ (707)742-6017 • BLAustin@flatironcorp.com

**O.C. Jones & Sons, Inc. and Flatiron West, Inc.,
 A Joint Venture**

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

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

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Gunn High School – Miranda Avenue Drop-Off
Contract No. GMD-13
Palo Alto Unified School District
BID DATE: November 7, 2013 @ 1:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Concrete, Landscape, Underground, Staking, Electrical, Demolition (Building), Fencing and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Mike Crowley
 An Equal Opportunity Employer

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 DVBE Participation. Plans & Specs are available for viewing at our office.



Arntz Builders, Inc.

19 Pamaron Way • Novato, CA 94949
 415-382-1188 • Fax: 415-883-7529
 Contact: Kathy Rowen or Adrienne Lewis
bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL CITY & COUNTY OF SAN FRANCISCO & STATE CERTIFIED LBE/MBE/WBE/DBE/SBE & ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**HUNTERS POINT SHIPYARD BUILDING 813
 STABILIZATION HPS0213**

**CITY & COUNTY OF SAN FRANCISCO
 OFFICE OF COMMUNITY INVESTMENT
 & INFRASTRUCTURE, SAN FRANCISCO, CA**

**BID DATE: NOVEMBER 18, 2013 AT 2:00 PM
 ESTIMATE: \$3,500,000**

Bid Items Include: Metal studs & drywall, thermal insulation, Hollow metal doors & frames, hardware, entrances & storefronts, Aluminum windows & glazing, overhead coiling doors, electrical, Built-up and Fluid applied roofing, metal panels, flashing & sheet metal, Painting, plumbing and concrete canopy repairs

Bonding, Insurance, Technical Assistance available. Plans available in GC's Plan room. Successful subcontractors will be required to sign Arntz Builders inc standard subcontract agreement which includes the right for Arntz Builders inc to require subcontractors to provide a 100% faithful performance and payment bonds of the subcontract price from a treasury listed surety company acceptable to Arntz Builders. Bond premium to be included in bid as a separate item. Subcontractors will be required to provide a waiver of subrogation endorsement to their workers compensation insurance.

We are signatory to the Carpenter's and Laborer's Collective Bargaining Agreements

An Equal Opportunity Employer



Looking for
 Subcontractors, Vendors,
 and Suppliers?

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

**Advertise your Sub-Bid Requests in the
 Small Business Exchange.**

**With a monthly readership of 75,000,
 SBE reaches a diverse audience, cutting
 across ethnic and gender lines as well as
 traditional industry segments.**

EVENTS & SEMINARS

NOVEMBER 7, 2013

HUBZONE /8(A) WORSKHOP

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 11/07/13 9:00AM

Description last reported in SBE: 10/24/13

Duration: 09:00AM-11:00AM

Los Angeles SBA, 330N Brand Blvd # 1200, Glendale, CA,

Beatriz Devis, (818)552-3223

beatriz.devis@sba.gov

NOVEMBER 11, 2013

SPANISH ETP

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 11/11/13 6:00PM

Description last reported in SBE: 10/24/13

Duration: 06:00PM-08:30PM

PACE-BDC, 1055 Wilshire Blvd, Los Angeles, CA, 90010,

Nancy Vazquez, (213)989-3158

nvzquez@pacela.org

NOVEMBER 12, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 11/12/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B,

Los Angeles, CA,90010,

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

NOVEMBER 18, 2013

SPANISH ETP

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 11/18/13 6:00PM

Description last reported in SBE: 10/24/13

Duration: 06:00PM-08:30PM

PACE-BDC, 1055 Wilshire Blvd, Los Angeles, CA, 90010,

Nancy Vazquez, (213)989-3158

nvzquez@pacela.org

NOVEMBER 19, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 11/19/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B,

Los Angeles, CA, 90010, Swann Do,

(213)989-3275

sdo@pacela.org

NOVEMBER 20, 2013

SOCIAL MEDIA MARKETING BASICS

1st reported in SBE: 10/24/13

Location: Los Angeles, CA **Bid Date:** 11/20/13 9:00AM

Description last reported in SBE: 10/24/13

Duration: 09:00AM-12:00PM

Los Angeles SBA, 330N Brand Blvd # 1200, Glendale, CA,

Elsa Orozco, (213)674-2696

NOVEMBER 25, 2013

SPANISH ETP

1st reported in SBE: 10/24/13

Location: Los Angeles, CA **Bid Date:** 11/25/13 6:00PM

Description last reported in SBE: 10/24/13

Duration: 06:00PM-08:30PM

PACE-BDC, 1055 Wilshire Blvd, Los Angeles, CA, 90010,

Nancy Vazquez, (213)989-3158, nvzquez@pacela.org

NOVEMBER 26, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA **Bid Date:** 11/26/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B,

Los Angeles, CA, 90010,

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

DECEMBER 3, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/03/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B, Los Angeles, CA,

90010, Swann Do, (213)989-3275

sdo@pacela.org

DECEMBER 4, 2013

SPANISH ETP

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/04/13 6:00PM

Description last reported in SBE: 10/24/13

Duration: 06:00PM-08:30PM

PACE-BDC, 1055 Wilshire Blvd, Los Angeles, CA, 90010,

Nancy Vazquez, (213)989-3158

nvzquez@pacela.org

DECEMBER 10, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/10/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B, Los Angeles, CA,

90010, Swann Do, (213)989-3275

sdo@pacela.org

DECEMBER 17, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/17/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B, Los Angeles, CA,

90010, Swann Do, (213)989-3275

sdo@pacela.org

DECEMBER 24, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/24/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B, Los Angeles, CA,

90010, Swann Do, (213)989-3275

sdo@pacela.org

DECEMBER 31, 2013

ENTREPRENEURS TRAINING PROGRAM

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Bid Date:** 12/31/13 9:07AM

Description last reported in SBE: 10/24/13

Duration: 09:07AM-12:10PM

PACE-WBC, 1055 Wilshire Blvd#900B, Los Angeles, CA,

90010, Swann Do, (213)989-3275

sdo@pacela.org

SOUTHERN CALIFORNIA CONSTRUCTION BIDS

LOS ANGELES COUNTY

CORRECT SECURITY DEFICIENCIES IN VARIOUS

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Date:** 12/09/13**Ref#:** VA26214B0038

Description available through electronic services.

Owner: Department of Veterans Af, Suite 600,

Los Angeles, CA, 90815, Maria Cruz-Thompson

SIC: 236220**SOURCES SOUGHT-FY 14 F-35 SQUADRON OPERA**

1st reported in SBE: 9/12/13

Location: Los Angeles, CA**Date:** 4/21/14**Bid Date Extended from:** 3/14/13**Ref#:** W912PL-13-S-0006

Description available through electronic services.

Owner: Department of the Army, P.O. Box 532711,

Los Angeles, CA, 90053-2325, Sandy Oquita

SIC: 236220**CO-GENERATION PLANT UST**

1st reported in SBE: 10/24/13

Location: Los Angeles, CA**Date:** 10/03/20**Ref#:** 3119522

Description available through electronic services.

License Reqd: A**Owner:** UC Los Angeles, (310)825-7015

SAN LUIS OBISPO COUNTY

STUDENT HOUSING SOUTH DESIGN-BUILD TEAM

1st reported in SBE: 10/24/13

Location: San Luis Obispo, CA**Date:** 11/12/13**Ref#:** RFQ MAJ 13-MJ0058.B**Prebid Conf:** 10/23/13 10:00AM

Description available through electronic services.

License Reqd: B**Owner:** CA CSU SAN LUIS OBISPO,

KRISTEEN ETO DE GONZALEZ, (805)756-7240

E:MAIL: KETO@CALPOLY.EDU

VARIOUS, CA

DESIGN-BUILD CONTRACT FOR CONSTRUCTION P

1st reported in SBE: 10/24/13

Location: Various, CA**Date:** 12/06/13**Ref#:** HSR13-57**Prebid Conf:** 10/28/13 1:00PM

Description available through electronic services.

Estimate: \$15,000,000 - \$15,000,000**Owner:** CA HIGH SPEED RAIL AUTHOR, REBECCA

HARNAGEL,

(961)324-1541

E:MAIL: CP23@HSR.CA.GOV