



Voice of Small, Emerging Diversity Owned Businesses Since 1984 • SBE is a certified DBE publication

**Atkinson Construction / WALSH  
 A Joint Venture**

**Atkinson/Walsh, A Joint Venture  
 Invites You to Meet with Us  
 Regarding Subcontractor and  
 Vendor Opportunities on the  
 RCTC SR-91 Corridor Improvement Project**  
Wednesday, Dec 5, 2012, from 10:00 AM - 12:00 Noon  
 Please RSVP to [margo.gawelko@atkn.com](mailto:margo.gawelko@atkn.com)  
 or via fax at 949 -855-9923.  
 See page 5 for the Full Ad

**California Engineering Contractors, Inc.**

Request For Qualified  
 San Francisco Small & Micro LBE's Subcontractors and Suppliers For:  
**San Francisco Public Utilities Commission  
 Contract No. WD-2649  
 Geary Road Bridge**

The project consists of removing an existing bridge & construct a steel bridge, roadways, culvert & gate in Sunol in Alameda County.  
**Bid Date: December 6, 2012 at 2:00PM**

**925-461-1500** See page 3 for the Full Ad

**Granite Rock Company**

REQUESTING SUB-QUOTES FROM QUALIFIED  
 LBE, MBE, WBE & OBE SUBCONTRACTORS

**Geary Road Bridge • Contract No.: WD-2649  
 Project No.: CUW26403**

**Owner: City & County of San Francisco PUC  
 Engineers' Estimate: \$3,900,000.**  
**BID DATE: December 6, 2012 @ 2:00 PM**  
 Contact: Rob Snyder or Kevin Jones

**408-574-1400** See page 3 for the Full Ad

# 18 Amazing Facts About Small Business in America

By Aimee Groth and Kim Bhasin

Every major company was once a small business. Consider the garage days for the founders of Microsoft and Apple.

"You need a lot of passion for what you're doing because it's so hard," Steve Jobs once said. "Without passion, any rational person would give up."

After all, bootstrapping a startup is one of the quintessential elements of the American dream.

A small business is defined broadly -- as a company with 500 or fewer employees, but it varies by industry; the Small Business Association breaks it down here.

Chances are you -- and most people you know -- work for one.

**FACT 1:**  
 There are 28 million small businesses in the U.S. -- which outnumber corporations 1162 to 1



Source: United States Small Business Association Office of Advocacy

**FACT 2:**  
 70% of small businesses are owned and operated by a single person



Source: United States Small Business Association Office of Advocacy

**FACT 3:**  
 Small businesses employ 57% of the country's private workforce

**FACT 4:**  
 Small businesses pay 44% of U.S. payroll

**FACT 5:**  
 Northwestern states like Montana & Wyoming rely more heavily on small businesses

**FACT 6:**  
 The 77 million people that make up the US small business workforce would rank as the 17th most populous country in the world, just ahead of Iran

Continued on page 2

**SKANSKA**

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

**Construction of Perris Valley Line Commuter Rail Extension Project  
 in Riverside County, California  
 Agreement No. 13-33-049-00  
 DBE Goal: 12.4%**  
**Bid Date: December 17, 2012 - 2:00PM**

Quotes requested for supplies and services including, but not limited to:  
 Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert.

**951-684-5360** See page 4 for the Full Ad

**Turner/Top Grade/Flatiron  
 A Joint Venture**

**NOTICE TO SUBCONTRACTORS  
 REQUEST FOR QUALIFICATIONS  
 RFQ GROUP NO. 01 • OAKLAND, CA**

TTGF seeks responses to a Request for Qualifications (RFQ) from Trade Subcontractors interested in bidding RFQ Group No. 01 on the contract for the Oakland Army Base (OAB) Project located in Oakland, California. The Project is under the ownership and management of the City of Oakland (City).

**510-267-8239** See page 5 for the Full Ad

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

**African American  
 Chinese  
 Hispanic**



# 18 Amazing Facts

Continued from page 1

## FACT 7:

The 77 million people that make up the US small business workforce would rank as the 17th most populous country in the world, just ahead of Iran

## FACT 8:

It takes just 6 days to start a business in the US, compared to a whopping 38 days in China

Here's how long it takes in some other countries around the world:

New Zealand -- 1 day

Singapore -- 3 days

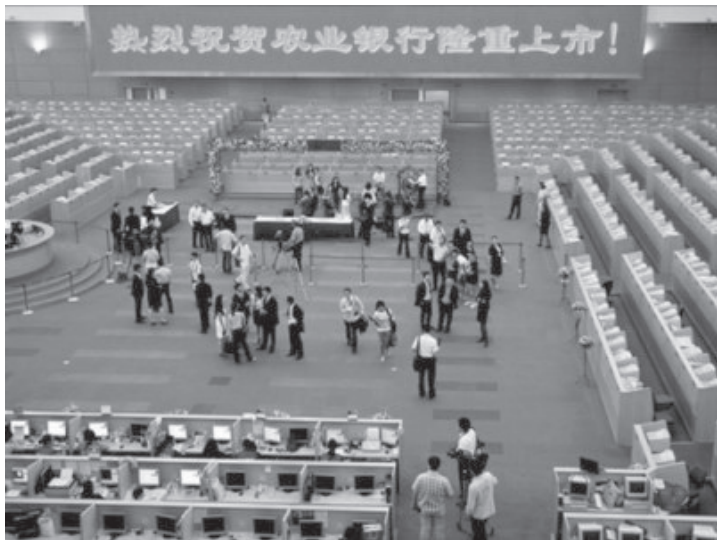
Saudi Arabia -- 5 days

US -- 6 days

UK & Ireland -- 13 days

India -- 30 days

China -- 38 days

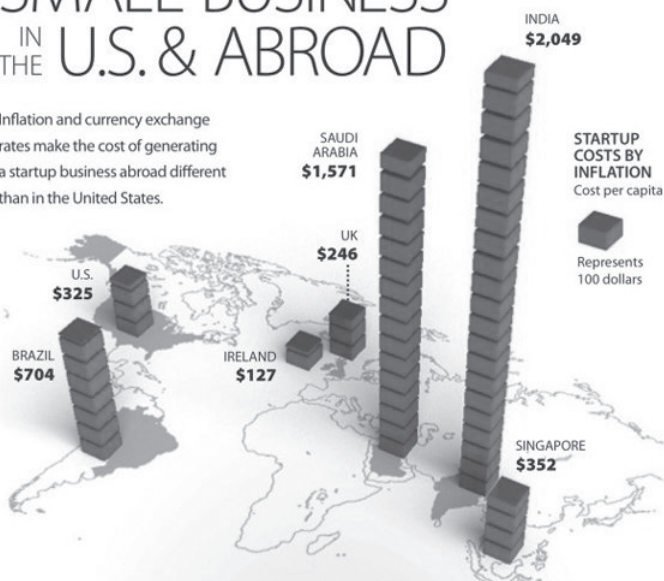


Source: United States Small Business Association Office of Advocacy

And it costs 6x as much to start a business in India than in the US

## SMALL BUSINESS IN THE U.S. & ABROAD

Inflation and currency exchange rates make the cost of generating a startup business abroad different than in the United States.



Source: Intuit Small Business Study

## FACT 9:

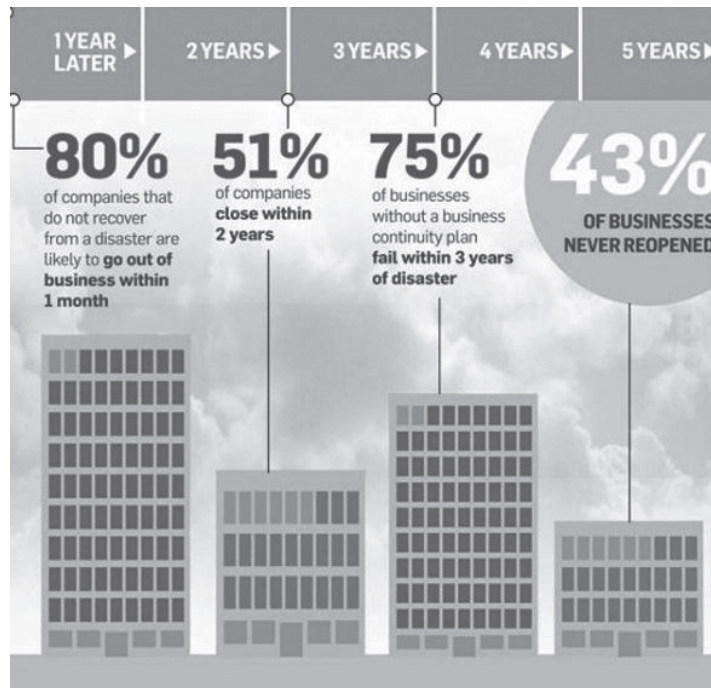
Only 50% of businesses survive five years -- though most (70%) hit the two-year mark

## FACT 10:

Immigrants make up 12.5% of small business owners nationwide

## FACT 11:

If a small business can't resume operations within 10 days following a natural disaster, it probably won't survive



Source: Bolt

## FACT 12:

Small businesses create 13x more patents per employee than large patenting companies

## FACT 13:

A small business went bankrupt every 8 minutes in 2009

Small business bankruptcies 2005-2009:

2009 -- 60,837

2008 -- 43,546

2007 -- 28,332

2006 -- 19,696

2005 -- 39,201

## FACT 14:

Small business bankruptcies (in red) peaked in '09, but are now lower than consumer bankruptcies (grey) on the Equifax index

## FACT 15:

One third of small businesses rely on credit for financing

## FACT 16:

Only 2% of small businesses are franchises -- most (54%) are home-based

## FACT 17:

60 to 80% of all new jobs come from small businesses

## FACT 18:

In New York City, immigrants make up 46% of the incorporated self-employed



Source: U.S. Census Bureau, American Community Survey

Visit this link to read the full article: <http://tinyurl.com/c88uodu>

Source: Business Insider, Inc.

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

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ISSN 0892-5992

SBE is a certified DBE - CA UCP Firm #5988

# CALIFORNIA SUB-BID REQUEST ADS

All Qualified MBE / WBE / SBE  
Subcontractor/Vendor Bids Requested  
**Bart A-Line Stations**  
**Contract No. 15PJ-110B**  
**Location: Alameda County,**  
**San Leandro, Hayward, and Fremont**  
**Bids: December 18, 2012**

**The scopes of work include:** Traffic Maintenance and Control, Demolition, Asbestos and Lead Paint Abatement and Disposal, Concrete Reinforcing, Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Electrical and Communication Work, Structural Excavation, Structural Backfill, Shoring and Underpinning for Safeguarding Structures, Asphalt Paving, Concrete Paving, Concrete Curbs, Gutters and Walks, Signage and Pavement Markings, Chain Link Fences and Gates, Planting & Irrigation, Plumbing, Welded Wire Steel Fabric, High Strength Rods Assembly with Prestressing, High Strength Rods Assembly without Prestressing, Fiber Reinforced Polymer (FRP) Column Casing, Structural Steel Framing, Architectural Work, Fire Suppression Standpipe, Support and Protection of Utilities, Controlled Density Fill

**Atkinson Contractors, LP**  
27422 Portola Parkway, Suite 250  
Foothill Ranch, CA 92610  
Phone: 949-855-9755 • Fax: 949-855-9923  
**Contact: Mark Padien**

Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 100% Performance & Payment Bonds from approved sureties will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%.

**An Equal Opportunity Employer**

**Requests**  
**EXPRESSIONS OF INTEREST**  
from All Qualified **DBE**  
Subcontractors/Suppliers for:

**RCTC SR-91 Corridor Improvement Project**  
**In Orange County, Riverside County and the City of Corona**  
**RFP No. 12-31-113-00**  
**RFP Due Monday, January 14, 2013 @ 3:00 pm**

**Description of Work:**

Aggregate Supply, Architectural Surfacing, Asphalt Paving, Bridge/Road Joint Seals, Cast-in-Drill Holes, Clear and Grub, Concrete Barrier, Concrete Pavement Supply, Concrete Supply, Contaminated Soils Removal & Hauling, Curb & Gutter, Demolition, Dowels and Tie Bars, Earthwork, Electrical, Erosion Control, Fence, Import Borrow, Laboratory Testing, Landscaping, Masonry, Metal Beam Guard Rail, Minor Concrete, Misc. Iron and Steel, MSE Wall Supply, Overhead Sign Structures, Painting, Pavement Markings, Pile Driving, Pipe Jacking, Potholing, Precast Bridge, Precast Prestressed Concrete Panels, Prestressing, Rebar, Sawcutting, Sidewalk, Signs, Storm Drain, Survey, SWPPP, Traffic Control, Trucking, Water/Sewer Relocations.

**Atkinson/Walsh, A Joint Venture**

27422 Portola Parkway, Suite 250 • Foothill Ranch, CA 92610  
Phone: 949-855-9755. Fax: 949-855-9923

**For additional information or assistance:**

**Contact Margo Gawelko at 949-382-7145 / margo.gawelko@atkn.com**

To see plans, specs and addenda go to:

<http://www.rctc.org/doing-business/rfps-rfqs-ifbs/91-design-build/91-design-build-rfp>

Plans and specs are also available for viewing in our Santa Ana office at 2020 E. 1st Street, Suite 500, Santa Ana, CA. Please call to set an appointment time. 100% Performance & Payment Bonds will be required for subcontractors greater than \$100,000. Atkinson/Walsh will pay the cost of bonds up to 1.5%.

**An Equal Opportunity Employer**

**WEST BAY BUILDERS INC.**

is requesting bids from LBE's and other qualified subcontractors, suppliers, & truckers for the following project:

**Geary Road Bridge - Contract No. WD-2649 - Sunol, CA - San Francisco Public Utilities Commission**  
**Bid Date: 12/6/12 @ 2:00 P.M. - Estimate: \$3.5 million to \$3.9 million - 15% LBE contracting Goal**

**SCOPE (including but not limited to):** Remove existing bridge and construct a 155 ft long by 20 ft wide steel bridge, approach roadways, 60" reinforced concrete pipe culvert and a steel entry gate.

**TRADES NEEDED (but not limited to):** Earthwork; trucking and hauling; concrete work; reinforcing steel; paving; drilling and landscaping.

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. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

Please call to discuss how West Bay Builders, Inc. can assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services. Plans may be viewed at local Builders Exchanges or in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA or can be purchased for a non-refundable fee of \$150 payable to the SFPUC. A CD version of the documents may be purchased for \$10.00. Please call if you are interested in submitting a bid for this project.

**WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER**

Contact: Cindy Orme (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: [cindy@westbaybuilders.com](mailto:cindy@westbaybuilders.com)

Request For Qualified  
San Francisco Small & Micro LBE's Subcontractors and Suppliers For:

**San Francisco Public Utilities Commission**  
**Contract No. WD-2649**  
**Geary Road Bridge**

**The project consists of removing an existing bridge & construct a steel bridge, roadways, culvert & gate in Sunol in Alameda County.**

**Bid Date: December 6, 2012 at 2:00PM**

Requesting quotes for the following, but not limited to: Rebar, AC Paving, Drilling, Landscaping, Clearing & Grubbing, Excavation & Backfill, Culvert, Fences & Gates, Guardrails, Signage, Trucking, Materials & Supplies.

CEC, an Equal Opportunity Employer, is willing to breakout any portion of work to encourage LBE participation. Plans & specs are available for viewing at our Pleasanton office. They are also available at SFPUC 525 Golden Gate Ave, San Francisco 1st Floor Customer Service Desk or call 415-551-4603. Visit <http://sfwater.org/contracts> for updates. 100% Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

**California Engineering Contractors, Inc.**

20 Happy Valley Road, Pleasanton, CA 94566  
Phone (925) 461-1500 Fax (925) 461-0510

**Steve Banke-Estimator**

**AN EQUAL OPPORTUNITY EMPLOYER**

Request For Qualified SB, MBE, WBE Subcontractors and Suppliers For:

**BART Contract No. 15PJ-110B**  
**Earthquake Safety Program**  
**Four Station Structures-A Line**

**Retrofit of Four BART Stations: San Leandro, Hayward, South Hayward & Fremont in Alameda County**  
**Bid Date: December 18, 2012 at 2:00PM**

Requesting quotes for the following, but not limited to: Traffic Maintenance & Control, Signage, Demolition, Asbestos Abatement, Lead-Based Paint Abatement, Concrete Reinforcing, Cast-in-Place Concrete, Prestressing, Drill and Bond Dowels, Fiber Reinforced Polymer, Structural Steel, Architectural Work, Fire Suppression Standpipe, Plumbing, Electrical, Communications, Structural Excavation & Backfill, Asphalt & Concrete Paving, Concrete Curbs, Gutters & Walks, Chain Link Fences & Gates, Planting & Irrigation, Underground, Trucking, Materials & Supplies.

CEC, an Equal Opportunity Employer, is willing to breakout any portion of work to encourage SB, MBE & WBE participation. Plans & specs are available for viewing at our Pleasanton office. Bid Documents may also be obtained or examined at BART's District Secretary's Office 300 Lakeside Drive Oakland, CA 23rd Floor, and at various plan rooms. Call the District's Contract Administrator at 510-464-6550 regarding information on obtaining or examining bid documents. 100% Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

**California Engineering Contractors, Inc.**

20 Happy Valley Road, Pleasanton, CA 94566  
Phone (925) 461-1500 Fax (925) 461-0510

**Steve Banke-Estimator**

**AN EQUAL OPPORTUNITY EMPLOYER**

REQUESTING SUB-QUOTES FROM QUALIFIED LBE, MBE, WBE & OBE  
SUBCONTRACTORS

**Geary Road Bridge - Contract No.: WD-2649**

**Project No.: CUW26403**

**Owner: City & County of San Francisco PUC**

**Engineers' Estimate: \$3,900,000.**

**BID DATE: December 6, 2012 @ 2:00 PM**

Items of work include but are not limited to: Clearing, Erosion Control, Rebar, CIDH Piers, Survey, Supply Structural Steel, Crane Services, Fences & Gates, Guardrail, Landscape & Planting, Traffic Signs and Trucking.

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

**GRANITE ROCK COMPANY DBA**  
**PAVEX CONSTRUCTION DIVISION**

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

Contact: **Rob Snyder or Kevin Jones**

Email: [rsnyder@graniterock.com](mailto:rsnyder@graniterock.com) or [kjones@graniterock.com](mailto:kjones@graniterock.com)

**We Are An Equal Opportunity Employer**



# CALIFORNIA SUB-BID REQUEST ADS

## SKANSKA

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

### **Pavement Rehabilitation on Rt. 62 at Joshua Tree and Twentynine Palms from Yucca Mesa Rd to Bermuda Ave.**

**District 08 & Route 62**

**Contract No.: 08-0Q7304**

**Bid Date: December 6, 2012 @ 2:00PM**

Quotes requested for supplies and services including, but not limited to: Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Water Trucks, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Cold Place Concrete Pavement, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Minor Concrete, Chain Link Fence, Survey Monument, Chain Link Railing, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Pavers, Misc Metals.

Plans and Specifications are available for view at our main office in Riverside or at the California Department of Transportation website at [http://www.dot.ca.gov/hq/esc/oc/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oc/weekly_ads/index.php)

Skanska is interested in soliciting in Good Faith non and DBE certified subcontractors, suppliers and vendors for this project. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE's, we will divide total requirements into smaller packages or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All subcontractors need indicate all lower-tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska will pay bond premium up to 1%. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. 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 Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. 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 and \$1M Workers' Comp. Endorsements or waivers required are 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. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Skanska is an Equal Opportunity Employer.

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

Ph: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Tom Mehas • [tom.mehas@skanska.com](mailto:tom.mehas@skanska.com)



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

Current and ongoing procurement opportunities for the I-805 North project are available through Skanska's Procurement website

Please visit: [www.usa.skanska.com/I805North](http://www.usa.skanska.com/I805North)

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site.



A Joint Venture in Association with LAN | TY Lin

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

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

Please visit: [www.sshjv-c700.com](http://www.sshjv-c700.com)

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

EEO

Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest **SBE Newspaper** and **SBE Newsletter**

## SKANSKA

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

### **Construction of Perris Valley Line Commuter Rail Extension Project In Riverside County, California**

**Agreement No. 13-33-049-00**

**DBE Goal: 12.4%**

**Bid Date: December 17, 2012 – 2:00PM**

Project information, announcements, subcontracting requirements will be available for view on our project website: [www.usa.skanska.com/perrisvalleyrail](http://www.usa.skanska.com/perrisvalleyrail). Plans and specs will be available upon request.

Quotes requested for supplies and services including, but not limited to:

Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Ballast, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Class 1 Concrete (Box Culvert), Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign) Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, 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, Interconnection Conduit & Cable, Fiber Optic Conduit, Platform Stations, Plumbing, Water Line, Oil-Water Separator, Sanitary Sewer, Sump Pump, Compressed Air System, Hollow Metal Doors and Frames, Overhead Coiling Doors, Modular Building, Vertical Wheelchair Lift, Masonry, Structural Steel Framing, Metal Railings, Metal Roof Panels, Site Furnishings, Ultra Sonic Testing.

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

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

Skanska is an Equal Opportunity Employer

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

Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email [ham.kazerooni@skanska.com](mailto:ham.kazerooni@skanska.com)

RGW Construction Inc. is seeking all qualified San Francisco (Local) Small & Micro-LBEs subcontractors and suppliers for the following project:

**Geary Road Bridge • SFPUC Contract No. WD-2649**

**Engineer Estimate: \$3,900,000 • LBE Goal: 15%**

**Bids: December 6th @ 2:00 PM**

Certified LBE firms are encouraged to provide a quote to RGW for all items of work listed on the bid list, particularly these: Rebar, AC Paving, Landscaping, Clear & Grub, Excavation & Backfill, Culvert, Guardrails, Structural Steel, Structural Concrete and Trucking.

**Scope of Work:** Removing an existing bridge and construction of a new steel bridge, roadways, culvert and gate in Sunol, CA.

### **RGW Construction, Inc.**

Contractors License A/B 591940

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

Plans and Specs are available to view and copy at our office or the SFPUC 525 Golden Gate Ave., San Francisco, 1st floor or call 415-551-4603. Visit website [sfwater.org/contracts](http://sfwater.org/contracts) for updates. Contact Tim Ross 925-606-2400 for any questions, regarding bonding, lines of credit, insurance or material & supplier information. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

An Equal Opportunity Employer



# CALIFORNIA SUB-BID REQUEST ADS

TURNER/TOP GRADE/FLATIRON A JOINT VENTURE  
NOTICE TO SUBCONTRACTORS  
REQUEST FOR QUALIFICATIONS  
RFQ GROUP NO. 01  
OAKLAND, CALIFORNIA

TTGF seeks responses to a Request for Qualifications (RFQ) from Trade Subcontractors interested in bidding RFQ Group No. 01 on the contract for the Oakland Army Base (OAB) Project located in Oakland, California. The Project is under the ownership and management of the City of Oakland (City).

TTGF seeks Trade Subcontractors -with significant experience in Earthwork, Site Demolition, and Erosion Control located in an urban environment including the management, coordination, procurement and complete installation of their respective systems in the following trades:

**Trade Package Descriptions: 1.0 – Materials Handling**  
**Estimated Value: \$1,142,900.00**

Those Trade Subcontractors who meet pre-qualification criteria and are deemed pre-qualified to perform work on their respective trades will be invited to submit a bid. Trade Subcontractors who do not submit the pre-qualification information by December 21st, 2013 will not be allowed to bid the project as a prime subcontractor. Subcontractors will be allowed to have second-tier and third-tier subcontractors in order to meet the City's Local/Small Local Business Enterprise (LBE/SLBE) participation requirements; these Second-tier and third-tier subcontractors do not need to respond to this RFQ unless the LBE/SLBE prefers to bid as a prime subcontractor. There will be LBE/SLBE subcontracting REQUIREMENTS on this project.

If TTGF, at its own discretion, chooses to recommend any of the RFQ Group No. 01 contract work to the City for its approval, the Subcontractor will be asked to comply with all City contract requirements.

Contract documents, including plans and specifications, for the project are anticipated to be available for bidding in January 2013. The estimated date for issuing the Notice to Proceed (NTP) for this scope of work is April 2013, but is subject to change.

Trade Subcontractors shall submit and will be evaluated on information with respect to their experience on projects of similar size, scope and complexity. The information shall include general and specific experience, claim and surety history, financials, ability to meet schedule and budget requirements and skills in general management and coordination. Resumes of key personnel who will manage and supervise the construction shall be provided in the RFQ response.

Trade Subcontractors must hold valid contractor licenses and must provide ability to obtain corporate surety (payment & performance) bonds and insurance in order to be eligible for the pre-qualification (RFQ) evaluation. Starting November 21st, 2012, RFQ packages will be available from Turner Construction, located at, 1111 Broadway, Suite 2100, Oakland, CA 94607 until December 21st, 2012 at 2:00PM. Interested Subcontractors should contact Brendan Crockett at (510) 267-8239 or bcrockett@tcco.com- to make an appointment to pick up a package or have a package mailed or emailed.

Trade Subcontractors shall submit one (1) copy of their RFQ responses by 2:00 p.m. by December 21st, 2012, to, Turner Construction, 1111 Broadway, Suite 2100, Oakland, CA 94607; Attn: Brendan Crockett.

The City and TTGF are actively seeking subcontractors who want to become certified with the City of Oakland. For questions related to obtaining certification with the City of Oakland, check out their website: <http://www2.oaklandnet.com/Government/o/CityAdministration/d/CP/s/LocalSmallLocalBusinessCertification/index.htm> or call the Contracts and Compliance Unit, Charles Brown at (510) 238-6419 or cbrown@oaklandnet.com .

TTGF, at its own discretion as monitored by the City of Oakland, may conduct interviews with any or all of the Subcontractors responding to the RFQ to better determine their qualifications to perform work required under the project.

The evaluation of the RFQ is solely for the purpose of determining Trade Subcontractors who would be deemed qualified to bid for and perform the work outlined in this RFQ.

TTGF reserves the right to reject any or all responses to the RFQ and to waive technical errors in any response received.

AMCAL GENERAL CONTRACTORS REQUESTS SUB-BIDS FROM QUALIFIED  
DBE/MBE/WBE/SBE SUBCONTRACTORS/SUPPLIERSFOR:

**Terracina Apartments**  
**1218, 1226 & 1254 W. Imperial Hwy. Los Angeles, CA 90044**

**Bids Due:** December 3, 2012

**Plans Available:** November 1, 2012

**Construction Scheduled to Start:** December 17, 2012

**Project Description:** 72 Unit Garden Walk Up, Apartment Project, New Construction, Affordable Housing

**Scopes of work to include but are not limited to:** Paving, Erosion Control, Site Concrete, Landscape, Structural Concrete, Site Furnishings, Structural Steel, Steel Stairs, Ornamental Iron, Rough Carpentry, Finish Carpentry, Drywall, Paint, Plumbing, Roofing, Cabinetry, Countertops, Waterproofing, Windows, Plaster, Appliances, Elevator, Mechanical, Fire Sprinklers, Electrical, Low Voltage, Fire Alarm, Construction Clean-up, etc.

**Bid Package:** Please fax your name, company information and proof of MBE/WBE/DBE certification to the Purchasing Department at 818-706-3050 to request a bid package.

**Requirements:** This is a prevailing wage project with Federal Prevailing Wage and Davis Bacon hiring requirements.

**AMCAL General Contractors, Inc.**  
30141 Agoura Road, Suite 100, Agoura Hills, CA 91301  
Contact: **Joan-Marie Goodrich** • [jmgoodrich@amcalhousing.com](mailto:jmgoodrich@amcalhousing.com)  
Phone: 818-706-0694, ext. 180 Fax: 818-706-3050  
**An Equal Opportunity Employer • CNS-2409793**

WEST BAY BUILDERS INC.

is requesting bids from SBE/MBE/WBE subcontractors, suppliers, & truckers for the following project:

**BART EARTHQUAKE SAFETY PROGRAM FOUR STATION STRUCTURES- A LINE**  
**BART Contract No. 15PJ-110B**

**San Leandro Station, Hayward Station, South Hayward Station and Fremont Station**

**Bid Date: 12/18/12 @ 2:00 PM • Estimate: \$10 million to \$12 million**

**18% SB Subcontractor participation goal**  
**23% MBE goal / 12% WBE goal**

**SCOPE (including but not limited to):** Seismic retrofit for four (4) BART stations on the Alameda line ("A" line). Structural retrofit of pier foundations, columns and pier caps; demolition of selected existing facilities; shoring for excavation support; excavation; steel and concrete structure retrofit at girders and stairs; drilling and bonding dowels in concrete; electrical work at piers and the main concourse, defined as the covered area between station entrances; architectural work at stairs, retrofit of escalator trusses, restoration of paving, striping, sidewalks, utilities and other site work.

**TRADES NEEDED (but not limited to):** Demolition and selective demolition; asbestos abatement; lead-based paint abatement; concrete; structural steel framing; metal fabrications; metal stairs and railings; decorative metal; rough carpentry; thermal and moisture protection; windows and doors; tile; acoustical ceilings; painting; bird control devices; plumbing; electrical; mechanical; fire suppression; communication and security systems; earthwork and utilities; striping; fencing and gates; planting.

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. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

The Minority Business Development Agency [www.mdba.gov](http://www.mdba.gov) or the Small Business Administration [www.sba.gov](http://www.sba.gov) may be of assistance with bonding, insurance, lines of credit and/or financial assistance. Please call to discuss how West Bay Builders, Inc. might assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services.

Plans may be viewed at local bay area Builders Exchanges, in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA or can be purchased from BART (300 Lakeside Drive, 23rd Floor, Oakland, CA) for a non-refundable fee of \$125. Please call if you are interested in submitting a bid for this project.

**WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER**

Contact: Cindy Orme (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: [cindy@westbaybuilders.com](mailto:cindy@westbaybuilders.com)

## Outreach Event on SR-91 Contracting Opportunities

**ATKINSON | WALSH**  
CONSTRUCTION

**Atkinson/Walsh, A Joint Venture**  
**Invites You to Meet with Us**  
**Regarding Subcontractor and Vendor Opportunities**

**on the**  
**RCTC SR-91 Corridor Improvement Project**  
**Wednesday, Dec 5, 2012, from 10:00 AM - 12:00 Noon**  
**at the Greater Corona Valley Chamber of Commerce**  
**904 E. Sixth Street • Corona, CA 92879**

Description of Work: Aggregate Supply, Architectural Surfacing, Asphalt Paving, Bridge/Road Joint Seals, Cast-in-Drill Holes, Clear and Grub, Concrete Barrier, Concrete Pavement Supply, Concrete Supply, Contaminated Soils Removal & Hauling, Curb & Gutter, Demolition, Dowels and Tie Bars, Earthwork, Electrical, Erosion Control, Fence, Import Borrow, Laboratory Testing, Landscaping, Masonry, Metal Beam Guard Rail, Minor Concrete, Misc. Iron and Steel, MSE Wall Supply, Overhead Sign Structures, Painting, Pavement Markings, Pile Driving, Pipe Jacking, Potholing, Precast Bridge, Precast Prestressed Concrete Panels, Prestressing, Rebar, Sawcutting, Sidewalk, Signs, Storm Drain, Survey, SWPPP, Traffic Control, Trucking, Water/Sewer Relocations.

**Please RSVP to [margo.gawelko@atkn.com](mailto:margo.gawelko@atkn.com) or via fax at 949 -855-9923.**

Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest  
**SBE Newspaper and SBE Newsletter**



# SAN FRANCISCO BAY AREA

Since the first ASCE report was issued, the Report Card for America's Infrastructure has become a respected and authoritative assessment of the nation's infrastructure. In order to broaden the dialogue on infrastructure renewal, ASCE Sections, Branches and Councils have taken the lead in evaluating their own state and community's infrastructure and are releasing state and local Infrastructure Report Cards on a rolling basis. Prepared by teams of local experts in each subject area, these state and local Infrastructure Report Cards continue to raise awareness and make a case supporting infrastructure renewal.

## 2011 Report Card for Bay Area Infrastructure

### D+ Roadways

With an estimated value of \$45 billion, roadways are one of the region's most expensive assets. However, local roads and highways still rank in the top ten worst locations in the U.S. for pavement condition. Annual Investment Needed = \$1.0 Billion.

### C+ Bridges & Structures

The Bay Area is home to some of the most recognizable bridges in the world. The overall grade reflects investments in seismic upgrades, concerns about capacity, and normal replacement which require additional investment. Annual Investment Needed = \$500 million.

### C Transit

The Bay Area mass transportation system is a complex multi-modal system that is key to the Bay Area's economy. The shortfalls in projected funding will translate into fewer improvements to services as the population grows. The net result will be poorer performance and delay of services by the various transit modes. Annual Investment Needed = \$1.0 Billion.

### B Aviation

The aviation grade reflects the shortfall in funding levels, and delays in strategic expansion. If allowed to continue, this will place the regional air transportation hubs in the position of creating major delays to the state and national air transportation system. Annual Investment Needed = \$0.

### D+ Goods Movement

The overall grade of the Bay Area goods (freight and cargo) movement systems should have all concerned. This grade is reflective of the current capacity, forecasted capacity needs, and capability of goods

movement access. Combined, these elements fall below average and pose potentially serious impact on the local economy. Annual Investment Needed = \$75 Million.

### C- Parks

Significant investment is needed to assure functional park and open space availability in the future. Existing parks and open spaces will be negatively impacted without increased investments. Annual Investment Needed = \$50 Million.

### D+ Urban Stormwater and Flood Control

Local storm drainage systems manage runoff from urban areas, often draining into the rivers and the Bay. While these systems typically have capacity to carry runoff, they do not have the capability to meet increasingly stringent water quality standards. Annual Investment Needed = \$100 million.

### B- Water

The quality of our drinking water is good, but significant investments are needed to address the recommended renewal and replacement, maintenance, security and reliability funding for the Bay Area's water infrastructure, as well as to prevent further deterioration of the existing systems. These investments are needed to increase sustainability and to insure water supply and infrastructure reliability into the future. Annual Investment Needed = \$20 Million.

### C+ Wastewater

Significant investments are still needed to meet the area's demands. With the current state of the economy and a large amount of the workforce retiring in the near future, agencies will struggle to do more with fewer resources. Funding is a serious issue. Annual Investment Needed = \$80 Million.

**Overall San Francisco Bay Area Infrastructure G.P.A. = C**

Annual Investment Needed = \$2.83 Billion

Source: American Society of Civil Engineers

## REPORT CARD 2011

for  
*Bay Area Infrastructure*

CATEGORY	2005	2011
Roadways	D+	D+
Bridges & Structures	C	C+
Transit	C	C
Aviation	C-	B
Goods Movement	D+	D+
Parks	C-	C-
Urban Stormwater and Flood Control	D+	D+
Water	C-	B-
Wastewater	A	C+
<b>Overall S. F. Bay Area Infrastructure G.P.A.</b>	<b>C-</b>	<b>C</b>

<http://www.asce-sf.org>  
Golden Gate Bridge Cover Photo: Used with permission from Golden Gate Bridge District, San Francisco, [www.goldengate.org](http://www.goldengate.org)



Source: American Society of Civil Engineers

## CALIFORNIA SUB-BID REQUEST ADS

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

**BART EARTHQUAKE SAFETY PROGRAM  
FOUR STATION STRUCTURES – A LINE  
San Leandro, Hayward, South Hayward, Fremont Stations  
BART Contract No. #15PJ-110B  
Bids: December 18, 2012 @ 2 pm  
SUBCONTRACTING GOAL – SB – 18%**

**Proven Management, Inc.**

712 Sansome Street, San Francisco, CA 94111-1704  
Phone: 415-421-9500 • Fax: 415-421-9600

Trades include but not limited to – demolition; lead-based paint abatement; concrete reinforcing; post-tensioning; cast-in-place concrete; concrete finishing; epoxy injection; FRP column casings; metal welding; metal fabrications; metal railings; decorative metal; firestopping; rough carpentry; window restoration & replacement; metal doors & frames; overhead coiling doors; aluminum windows; architectural work; acoustical panels; tiling; metal plank ceilings; epoxy resin terrazzo; plumbing & HVAC insulation; bird control devices; electrical systems; fire-suppressive standpipe; wet-pipe sprinkler system; sanitary sewerage; storm drainage; electrical work; low & medium voltage wires & cables; lighting; earthwork; shoring & underpinning; signs; pavement markings; parking bumpers; chain link fences & gates; landscaping; trenching & backfill for utilities, etc.

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

We are an Equal Opportunity Employer

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

**UNION CITY INTERMODAL STATION PHASE II**

**BART STATION IMPROVEMENTS (REBID)**

**BART Contract No. #01VM-110A**

**Bids: December 11, 2012 @ 2 pm**

**SUBCONTRACTING GOAL – DBE – 15%**

**Proven Management, Inc.**

712 Sansome Street, San Francisco, CA 94111-1704

Phone: 415-421-9500 • Fax: 415-421-9600

Trades include but not limited to – demolition; asbestos abatement; cast-in-place concrete; Portland cement concrete; rebar; concrete masonry units; concrete curbs, gutters & walks; stonework; metal welding; structural steel framing; metal decking; cold-formed metal framing; metal fab; misc. & decorative metals; rough carpentry; wood casework; waterproofing; coatings; bldg. insulation; fireproofing; vapor retarders; expansion control; metal doors/frames; access doors/panels; metal-framed skylights; glazing; window restoration & replacement; overhead coiling doors; door hardware; drywall; tile; painting; resilient flooring; building specialties; unit kitchens; station agent booths; hydraulic elevators; fire sprinkler system; sanitary sewer; storm drainage; sump pumps; plumbing, HVAC; communications; electrical; electronic safety & security; utilities; chain link fences/gates; earthwork; shoring & underpinning; fare collection system, etc.

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

We are an Equal Opportunity Employer





# LOS ANGELES COUNTY

## 2012

## REPORT CARD

### for LOS ANGELES COUNTY INFRASTRUCTURE

#### **Bridges: C**

There are 3,552 bridges in Los Angeles County. Each bridge is inspected every few years. In accordance with National Bridge Inspection Standards, each bridge received an evaluation and a letter grade; 1,581 received a grade of C or lower, indicating over 44% of study area bridges are structurally deficient or functionally obsolete. Bringing all Los Angeles County bridges out of these substandard conditions, by upgrades or replacements, is estimated to cost \$11.9 billion. Recommendations include support of increased funding for the Federal Highway Bridge Program and continued funding for the Bridge Preventative Maintenance Program.

#### **Dams: B-**

Angeles County has 95 dams, which were evaluated with respect to facility condition, capacity to meet demands and facility age versus useful life. All dams were given a letter grade with respect to these factors and an overall grade of B- was assigned. Many of these dams are over 50 years old and nearing the end of their useful lives, and many require substantial maintenance, rehabilitation or major upgrades in the coming years. Costs for this work are estimated to exceed \$200 million. Recommendations include supporting additional State and Federal funding for required seismic rehabilitation and upgrades to major dams in Los Angeles County to restore or increase their flood control and water conservation capabilities and funding to keep the County's dams in good operating condition.

#### **Drinking Water: C**

Many separate water systems, from relatively small to very large, serve the 10 million residents within Los Angeles County. These various systems were evaluated and then graded with respect to three major factors: condition (C-), capacity (B) and operations (B-). While capacity and operations both received B grades, the condition of the systems received a C-, primarily due to the age of many of these systems and their need for replacement in the of deteriorated systems, identification and implementation of measures to improve water system reliability, implementation of additional water conservation measures, increased use of recycled water, and increases in public and private investment in water supply and distribution systems.

#### **Flood Control: B+**

The Los Angeles County Flood Control District (LACFCD) and the cities within Los

Angeles County have constructed a comprehensive and effective flood control system to protect citizens and property from flood damage.

Since age is the primary factor determining condition and effectiveness of flood control systems, the age of the systems provided the baseline for grading, with newer systems getting a higher grade. The overall grade was determined to be a B+. It was estimated that an annual investment of \$48 million is needed to keep Los Angeles County's flood control systems operating in good condition. Recommendations included support for funding to keep these systems in good condition and to expand the view of flood control to include improving water quality and reducing pollution.

#### **Ports: B**

The Port of Long Beach and Port of Los Angeles represent the fifth busiest shipping terminal complex in the world. An infrastructure assessment of the entire Harbor District consisted of evaluating eight different components of the Ports' infrastructure, including wharves, railroads, roadways, utilities, channels and berths, container terminals, other marine terminals, and gantry cranes. The overall grade for the San Pedro Bay Ports based on an equal input of each of the eight components is B. The Ports are looking to continue major improvements with a projected total investment of \$3.5 billion over the next five years.

#### **Solid Waste: B+**

In 2011, the County disposed of an average of 28,000 tons of solid waste per day and in 2009, jurisdictions countywide collectively achieved a recycling/ reuse diversion rate of 55%. The economy, recycling and conversion technologies have resulted in steady declines in solid waste disposal since 2006. However, challenges do remain. Diminishing in-County landfill capacities, increasing disposal demands over the long term due to economic and population growth, and public opposition towards establishing new facilities. The overall grade for Solid Waste Management is B+. It is estimated that over \$450 million per year for the next five years is needed to operate and maintain the solid waste management infrastructure.

#### **Streets & Highways: C-**

The assessment of Los Angeles County streets and highways consisted of evaluations of pavement condition and traffic congestion. Pavement condition was evaluated on pavement

segment ratings for 2.65 billion square feet of street and highway pavement, and a final grade of C+ was derived. Traffic congestion was scored according to freeway and arterial level-of-service, a measure of actual traffic volume with respect to roadway capacity, and a final grade of D was derived. The final grade is based on a 50%-50% split, resulting in a grade of C-. Over \$3 billion of investments are needed in the next five years to address just pavement condition alone, and billions more to relieve traffic congestion and address constantly increasing traffic demands.

#### **Transit: C**

Over 536 million fixed route transit trips are taken each year with 72% of the trips provided by Metro, 26% of the trips are provided by municipal operators, and 2% of the trips are local provided by the local cities' fixed route services. While transit services have made improvements of the past few years, and both facilities and operations received high marks, funding for continued service is facing the effects of the economic crisis that will likely result in service cuts, fare increases, and erosion of current levels of service. Thus the transit final grade is a C. The Metro 2009 Long Range Plan estimates that over \$18 billion is

required to fund regional Metro and Municipal Transit improvement priorities annually, and recommendations include support for expanding transit funding at all levels of governance.

#### **Urban Runoff: D**

Most water pollution comes from the untreated water that flows off rooftops, pavement, streets and parking lots directly into our waterways, bays and beaches. Runoff contains numerous pollutants, including industrial solvents, paints, infectious bacteria, oxygen-choking pesticides and fertilizers, motor oil, trash and even toxic heavy metals such as lead, mercury, chromium and arsenic. Four pollutants are used as indicators for water quality: nutrients, bacteria, metals, and trash. The criteria for assessing water quality is based on: 1) results of water quality improvements relative to water quality standards, and 2) implementation of water quality improvement efforts. The composite Los Angeles County Watershed Grade is D. There is debate on the exact amount needed to achieve water quality compliance; estimates range widely from \$3 billion to \$300 billion.

*Source: American Society of Civil Engineers*

## CALIFORNIA SUB-BID REQUEST AD

**Shimmick Construction Company, Inc./FCC Construction S.A./Impregilo S.p.A, A Joint Venture (SFI)** is a Prime Contractor seeking quotes from subcontractors/suppliers for the following project:

#### **GERALD DESMOND BRIDGE REPLACEMENT PROJECT**

Construction of a new 2000 ft cable stay main span bridge with approximately 3 miles of approach bridge structures for the Port of Long Beach.

Bid packages include, but not limited to, the following: Reinforcing Steel, Structural Steel, Bridge Demolition, Building Removals, Landscaping, Asphalt Paving, Post Tensioning, Flat Work & Minor Concrete, Paintings & Coatings, Fencing & Guard Rail, Concrete Barrier, Strong Motion Sensor Instrumentation, Barge/Tug, PCC Paving, Polyester Concrete Overlay, Asbestos/Lead Abatement, Dewatering & Treatment, Overhead Signage, Maintenance Building, Lightweight Fill, Stone Columns, Traffic Striping, Environmental Compliance, Geotechnical Investigations, Shoring, Public Information, Survey, Disposal, QA/QC, Aggregates, MSE Wall, Falsework Material, Bearings, Dampers, Precast Deck Panels, Stay Cables, Expansion Joints and Seals, Concrete, Permanent Elevators, Inspection/Maintenance Travelers, Maintenance Equipment, Pipe Materials, Formwork, Precast Drainage Material, Electrical and Lighting, Misc Metals, Traffic Control

**All subcontractors must register on the [www.smartbidnet.com](http://www.smartbidnet.com) website to be considered.** All contract documents, bid packages, and required forms will be available for download on the website. If you need to register your company please contact: **Trina Clay** by email at [tclay@shimmick.com](mailto:tclay@shimmick.com).

**\*Bid Proposal Due Dates:** Varies by package. Proposal due dates and calendar will be available on the SmartBidNet website.

For any additional project specific information or to discuss obtaining necessary equipment, supplies, and/or materials please call **Azzam Sadd** at (949) 398-6120 or email at [SFI.GDB.outreach@shimmick.com](mailto:SFI.GDB.outreach@shimmick.com)

**SFI, A Joint Venture is an Equal Opportunity Employer and actively requests bids from Underutilized Disadvantaged Business Enterprises (UDBE).** The Project has an 11% UDBE goal. Items of work may be broken down into economically feasible packages to encourage participation. SFI, A Joint Venture intends to conduct itself in good faith with all firms for participation on this project.

100% Performance and Payment bonds with a surety company subject to approval of SFI, A Joint Venture. are required of subcontractors for this project. SFI, A Joint Venture will pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the Project Labor Agreement (PLA) and to execute an agreement utilizing the latest SFI, A Joint Venture Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

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## SAN FRANCISCO FICTITIOUS BUSINESS NAMES

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0347008-00

Fictitious Business Name(s):  
**Friction Quartet**  
Address  
717 Panorama Dr., San Francisco, CA 94131  
Full Name of Registrant #1  
**Douglas Machiz**  
Address of Registrant #1  
717 Panorama Dr., San Francisco, CA 94131

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

Signed: **Douglas Machiz**

This statement was filed with the County Clerk of San Francisco County on 11/5/12.

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

Filed: Melissa Ortiz  
Deputy County Clerk  
11/5/2012

11/8/12 + 11/15/12 + 11/21/12 + 11/29/12

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0347241-00

Fictitious Business Name(s):  
**India House**  
Address  
522 Jones Street, San Francisco, CA 94104  
Full Name of Registrant #1  
**Madan Lal**  
Address of Registrant #1  
33806 10th Street, Union City, CA 94587

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

Signed: **Madan Lal**

This statement was filed with the County Clerk of San Francisco County on 11/16/2012.

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

Filed: Melissa Ortiz  
Deputy County Clerk  
11/16/2012

11/21/12 + 11/29/12 + 12/06/12 + 12/13/12

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0347182-00

Fictitious Business Name(s):  
**Northbound Films**  
Address  
1012 Geneva Ave, San Francisco, CA 94112  
Full Name of Registrant #1  
**Jerome Palencia**  
Address of Registrant #1  
1012 Geneva Ave, San Francisco, CA 94112

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 11/1/2012.

Signed: **Jerome Palencia**

This statement was filed with the County Clerk of San Francisco County on 11/14/12.

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

Filed: Maribel Jaldon  
Deputy County Clerk  
11/14/2012

11/21/12 + 11/29/12 + 12/06/12 + 12/13/12

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0347096-00

Fictitious Business Name(s):  
**TALYER**  
Address  
795 Sutter Street #502, San Francisco, CA 94109  
Full Name of Registrant #1  
**Dara Villonco**  
Address of Registrant #1  
795 Sutter Street #502, San Francisco, CA 94109

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 11/8/2012.

Signed: **Dara Villonco**

This statement was filed with the County Clerk of San Francisco County on 11/8/12.

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

Filed: Susanna Chin  
Deputy County Clerk  
11/8/2012

11/15/12 + 11/22/12 + 11/29/12 + 12/06/12

## ABANDONMENT OF FICTITIOUS BUSINESS NAME

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME File No. A-0340970-00

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

1.) **REDGATEMEDIAGROUP, LLC**  
Located at 78 Buchanan Street #606, San Francisco, CA 94102

This fictitious business name was filed in the County of San Francisco under file # **A-0340970-00** on: **February 1, 2012**

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

Full Name of Registrant #1  
**REDGATEMEDIAGROUP, LLC (CA)**  
78 Buchanan Street #606  
San Francisco, CA 94102

This business was conducted by a **LIMITED LIABILITY COMPANY**.

Signed: **Julian Levant**

This statement was filed with the County Clerk of San Francisco County on 10/25/2012

Filed: Michael Jaldon  
Deputy County Clerk  
10/25/2012

11/21/12 + 11/29/12 + 12/06/12 + 12/13/12



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## CHANGE OF NAME

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME  
CASE NO. CNC 12-549114

PETITIONER OR ATTORNEY  
**Melissa Eileen Ippolito**  
3324 Octavia Street, Apt. 4  
San Francisco, CA 94123

TO ALL INTERESTED PERSONS:

1. Petitioner **Melissa Eileen Ippolito** for a decree changing names as follows:

**Melissa Eileen Ippolito** changed to  
**Melissa D'Ambrosio Ippolito**

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

### NOTICE OF HEARING

Date: **January 22, 2013** Time: **9:00 AM**  
Dept.: **514**

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

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

ELIAS BUTT, Clerk  
DATED - November 20, 2012

11/21/12 + 11/29/12 + 12/06/12 + 12/13/12

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Fax: (415) 778-6255  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://www.sbeinc.com)



# CALIFORNIA PUBLIC LEGAL NOTICES

## UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

### ADVERTISEMENT FOR BIDS

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

#### PROJECT NO. 9559810 HOSPITAL DATA CLOSET UPGRADES CP#1 – DAVIS TOWER DATA CLOSETS UPGRADES

**Description of Work:** Project scope of work provides for installation of University furnished UPS units, additional cooling capacity, and electrical power upgrades in data rooms on the ground floor, 2nd floor, 7th floor, 8th floor, 11th floor, 12th floor, and 14th floor.

**Procedures:** Bidding Documents will be available at 9:00 AM on 11/26/2012, and will be issued only at:

Facilities Design and Construction  
4800 2nd Avenue, Suite 3010, Sacramento, CA 95817  
Tel.: 916-734-7024; Fax: 916-734-7751  
contracts@ucdmc.ucdavis.edu

Bidders must attend a **MANDATORY** pre-bid conference at 10:00 AM on Tuesday, December 4, 2012. For

details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

**Bids will be received only at:** Facilities Design and Construction

**Bid Deadline:** Sealed bids must be received on or before 11:00 AM, Tuesday, December 18, 2012.

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: B: General Building **OR** C-10: Electrical Contractor **OR** C-20: Warm-Air Heating, Ventilating & Air Conditioning.

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.

**Estimated Construction Cost: \$405,000**

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, Davis Health System  
NOVEMBER 2012

## UC IRVINE MEDICAL CENTER

### ADVERTISEMENT FOR BIDS

UC Irvine Medical Center invites qualified electrical contractors to submit sealed proposals for the **UCIMC Lighting Retrofit Phase II, Project No. 994008** at the UCI Medical Center in Orange, CA.

**DESCRIPTION OF WORK:** Retrofit existing high-wattage lamps and/or ballasts with reduced wattage lamps, and replace standard light switches with automatic motion or daylight sensors. Contractor will supply and install new energy efficient & reduced wattage lamps and/or ballasts for 23 buildings (approx. 1,024,000 gsf) at the UC Irvine Medical Center.

Work to start January 2012 with 90 calendar day schedule from NTP to substantial completion.

**Est. Construction Cost: \$850,000**

Bid Docs avail. **2:00 PM, 11/29/12** at American Reprographics Company (ARC), Costa Mesa, CA (714) 751-2680.

Planrooms: F.W. Dodge (626) 932-6120 or Reed (800) 424-3996.

**BIDDER QUALIFICATIONS\*:** Must have **completed** a minimum of two projects which were each at least \$700,000 in construction cost: one Lighting Retrofit project in an occupied healthcare facility, one project in an OSHPD building within in the past 5 years, and two completed projects built in California w/ a minimum construction cost of \$700,000. **Bidders not meeting the qualifications in the Contract Documents will not be eligible for award.**

**LICENSE REQUIREMENT:** Current and active **"C10" Electrical Contractor** CA contractor's license.

**BID SUBMITTAL REQS: Sealed Bids due 2PM, 12/13/12.** Rec'd at: UCIMC, Planning Administration, 101 The City Drive S., Bldg. 27, Rm No. 136, Orange, CA 92868. Contract will be awarded to lowest responsive bidder.

**MANDATORY PRE-BID CONF: 12/06/12** Pre-Bid Conf and Site Visit **promptly at 9:30 AM** at, UCIMC Building 56, Rooms 113 & 114, 101 The City Dr. South, Orange, CA 92868. **ONLY** GC's attending can submit bids.

**ADD'L REQS:** 10% bid security and 100% payment & performance bonds. Surety issuing bonds shall be *an admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120)*. Successful GC and subs must follow nondiscrimination req's in Bid Docs and 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.

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

Contact Kim Hau (714) 456-5735, khau@uci.edu or Elita Dao (714) 456-8842, ecjohnso@uci.edu

## UC SAN FRANCISCO MEDICAL CENTER

### RE-ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco Medical Center, sealed bids for a Lump Sum Contract are invited for the following Work:

#### Mount Zion 1700 Divisadero 1st Floor GI Clinic Expansion Project No.: 12-720 / Contract No.: L00152 UNIVERSITY OF CALIFORNIA, SAN FRANCISCO MEDICAL CENTER

**DESCRIPTION OF WORK:** Complete and selective demolition of the project area including removing finishes, casework, walls, ceilings, plumbing and electrical work as called for on the drawings or required for installation of the new work. The General Scope of new work includes Architectural, Mechanical, Plumbing, Electrical and Fire and Life Safety upgrade work. **THE ESTIMATED CONSTRUCTION COST OF THIS PROJECT IS \$ 500,000 - \$700,000.**

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience and certify their firm has not been cited by the Medical Center for health, safety, infection control or interim life safety violations, set forth in the Supplementary Instructions To Bidders.

Procedures: Bidding documents will be available on November 26, 2012, and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103  
Contact Persons: Ben La (415) 476-5030 (9AM – 5PM)  
Lisa Gee (415) 502-4523  
Fax No. (415) 476-8278

Bidding Documents and complete advertisement can be viewed and may be ordered on line at the following website address: <http://www.ucsfplans.com/>

Bidders must attend a **mandatory** pre-bid conference at 10:00 AM, **December 4, 2012**. For details, see above website address.

Bidders must submit qualification documents (Contractor's Statement of Experience -Exhibit 13) in a sealed envelope by **2:00 pm, Tuesday, December 11, 2012** at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

Bidders will be notified whether or not they are allowed to submit a bid for this project within three to five (3-5) business days of the due date of the Contractor's Statement of Experience (Exhibit 13).

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257. **Bid Deadline:** Sealed bids must be received on or **before 2:00 PM, Tuesday, January 8, 2013**. And Bids will be opened after **2:05 P.M.**

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: **General Building, License Code B.**

THE REGENTS OF THE UNIVERSITY OF  
CALIFORNIA  
University of California,  
San Francisco Medical Center  
November, 2012

## OAKLAND UNIFIED SCHOOL DISTRICT

### CALIFORNIA UNIFORM PUBLIC CONSTRUCTION COST ACCOUNTING ACT

The Oakland Unified School District ("District") adopted the California Uniform Public Construction Cost Accounting Act (CUPCCAA) in February, 2009. This allows the District to informally bid small construction and maintenance projects with estimated costs of \$175,000 or less.

If you would like to have your firm added to a mailing list to receive our Notice to Contractors for projects \$175,000 or less being bid under CUPCCAA, please provide the following information:

1. Name and address of the firm
2. Name of contact person

3. Firm's telephone number
4. The type(s) of work (e.g. painting, electrical, etc.) you are interested in and currently licensed to do
5. Class of California contractor's license(s) held by firm contractor license number(s)
6. Other California State certifications held by firm (ASB or HAZ).

SEND THIS INFORMATION TO:

Oakland Unified School District  
CUPCCAA Projects / Contractors List  
c/o Juanita White  
955 High St., Oakland CA 94601

THERE IS NO SUBMITTAL DEADLINE; NAMES WILL BE ADDED TO THE MAILING LIST AS THEY ARE RECEIVED. For more information, contact [juanita.white@ousd.k12.ca.us](mailto:juanita.white@ousd.k12.ca.us)

## UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

### ADVERTISEMENT FOR BIDS

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

#### PROJECT NO. 9577060-REBID MIND PSYCH Sound Proof Room 1228

**Description of Work:** Project consists of renovating exam room 1228 to accept a manufactured sound booth (installed by others) with internal booth finishes, remodel the adjacent observation room (1226) for utilities being relocated out of room 1228 and to provide an access closet for above booth utilities in room 1228. Work includes installing ceiling access doors in room 1265 (Staff Toilet) and room 1263 (Staff Toilet) and remodel of staff toilet room 1265 to have a shower and salon sink complete. Contractor shall provide complete dust and access controls for rooms 1226, 1228, 1263, and 1265 for the duration of the project and take particular care to color tone closures to mirror surrounding finishes to minimize patient disruption during business hours while maintaining secure access to construction crew during off hour work schedule.

Procedures: Bidding Documents will be available at 9:00 AM on November 16, 2012, and will be issued only at:

Facilities Design and Construction  
4800 2nd Avenue, Suite 3010, Sacramento, CA 95817  
Tel.: 916-734-7024; Fax: 916-734-7751  
contracts@ucdmc.ucdavis.edu

Bidders must attend a **MANDATORY** pre-bid conference at 1:00 PM on Wednesday, November 28, 2012.

For details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

**Bids will be received only at:** Facilities Design and Construction

**Bid Deadline:** Sealed bids must be received on or before 10:00 AM, Tuesday, December 11, 2012.

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 - B.

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.

**Estimated Construction Cost: \$103,000**

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, Davis Health System

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# CALIFORNIA PUBLIC LEGAL NOTICES

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR BIDS

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

#### MISSION BAY 2ND PARCEL SURCHARGE AND INFRASTRUCTURE PHASE 4 AND PHASE 5

Project No.: M8408 / Contract No.: L00434

#### DESCRIPTION OF WORK:

The contract scope of work includes demolition of existing concrete and asphalt concrete pavements, demolition and removal of the existing Site Development Trailer, clearing and grubbing, site preparation, installation of prefabricated vertical wick drains, monitoring instrumentation, construction of site grading fill and surcharge fill embankments to mitigate anticipated site settlements due to the required grading of the project site. The contract scope of work will be divided into two phases, Phase 4 and Phase 5, to be constructed over a 12 to 18 month period ahead of proposed Campus utility and building projects. The Phase 4 Surcharge area will include the eastern portion of the proposed Multi-Purpose Fields between Campus

Blocks 18 and 19. The Phase 5 Surcharge area will include the intersection of proposed Campus streets, Nelson Rising Lane and the future extension of Sixth Street, north of Block 18 and west of Block 15. Approximately 195,000 linear feet of wick drains will be required for Phase 4, and approximately 200,000 linear feet for Phase 5. The wicks will vary in length from about 55 to 70 feet.

Site grading and surcharge embankment fills, of approximately 19,100 cubic yards (CY), are to be constructed for Phase 4 with fill material currently stockpiled onsite at the Phase 3 – Block 15 Surcharge fill embankment. Phase 5 site grading and surcharge fills of approximately 19,800 cubic yards (CY) will be constructed with surplus fill material from the completion of the Phase 3 Surcharge area. Surcharge embankment construction consists of soil moving operations, compaction and rough grading of Blocks 15 and 18. At the completion of the Phase 4 surcharge period (9 to 10 months) the surplus fills from Phase 4, approximately 12,000 cubic yards (CY), will be removed and off-hauled as part of this contract.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualifica-

tion documents as an attachment to the Bid Form.

#### PROCEDURES:

Bidding Documents will be available at **10:00 AM, November 29, 2012** and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103

Contact Persons: Ben La (415) 476-5030

(9:00 AM – 5:00 PM)

Customer Service Line (415) 514-2054

(before & after working hours)

Fax No. (415) 476-8278

Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>

Click on the UCSF Documents, Media & Mail button

**A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk** will be conducted on **December 5, 2012** beginning promptly at **10:00 AM**. Participants shall meet at **UCSF Mission Bay Construction Trailer, 1750 3rd Street, San Francisco, CA 94158**. Only bidders who participate in both the Conference and the Job Walk in their entirety will be allowed to bid on the Project as prime contractors. For further information, contact University's Project Manager **Mark Smolley** at **(650) 815-5840**.

Bids will be received and opened only at Minnesota

St. Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343. Bid Deadline: Sealed bids must be received on or before **3:00 PM, December 19, 2012**.

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

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: General Engineering  
LICENSE CODE: A**

**ESTIMATED CONSTRUCTION COST:  
\$1,700,000 - \$2,000,000**

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, San Francisco  
November, 2012



UCLA

### ADVERTISEMENT FOR BIDS

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

#### COGENERATION PLANT - CHILLED WATER EXPANSION Project Number 944606.01

**DESCRIPTION OF WORK:** Work includes, without limitation, furnishing and installing 100 lineal feet of 24 inch pipe and 200 lineal feet of 20 inch pipe including pipe supports. The chiller and circulating pump will be furnished and installed by University.

The estimated construction cost is \$400,000.00.

#### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on November 28, 2012 and will be issued at:

ARC

2435 Military Ave.

Los Angeles, CA 90064

Telephone (310) 477-6501

Website: <http://social.fordgraphics.com/>

2. Bidders may view the Bidding Documents online at the ARC PlanWell Public Plan Room, and purchase digital and/or hard copies of the Bidding Documents by contacting ARC as indicated above. All parties will make arrangements with and payment to ARC directly. (NOTE: Bidding Documents will not be issued at the University's office.)

**BID DEADLINE:** Bids will be received only at the following location:

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

and must be received at or before:

**2:00 p.m., January 3, 2013**

**MANDATORY PRE-BID CONFERENCE & JOB WALK:** A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conduct-

ed on December 5, 2012 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at [www.ucla.edu/map](http://www.ucla.edu/map)). For further information, contact John Foerster at 310-825-5182.

*(NOTE: Bidders are advised that parking may be difficult. Bidders should allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference/Job Walk will last at least 2 hours.)*

**LICENSE REQUIREMENTS:** 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:

#### C-36 License (Plumbing)

**PREQUALIFICATION:** To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidders must submit to the above-listed location a completed Prequalification Questionnaire in a sealed envelope no later than:

**3:00 p.m., December 12, 2012**

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 REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at: <http://www.capital.ucla.edu>)

## Marketing ON A Shoestring

### A CUSTOMIZED MARKETING PUSH

The goal of *Marketing on a Shoestring* is to present clients with qualified leads. This is not a sales program but rather a *marketing push*. SBE's database and marketing methods deliver prospects to whom the SBE clients can sell their goods and services. With the utilization of the key 4-step marketing process, *Marketing on a Shoestring Budget* can be customized to fit unique marketing needs.

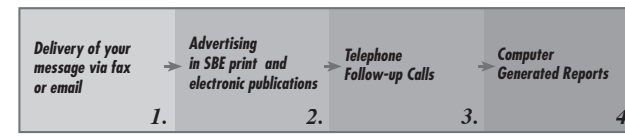
#### Benefits "Marketing on a Shoestring Budget" include...

- Reduction of cold calls, saving time and money
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- A well-trained and experienced telemarketing staff dedicated to clearly communicating your message.
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**SMALL BUSINESS EXCHANGE**



# BANKING \$ FINANCE

## 7 Principles for Small Business to Adopt to Survive the Next 5 Years

by Robert Wagner

Most businesses fail within the first five years of opening their doors. Creating a mature and profitable business can be one of the most difficult accomplishments a small business owner can have. The state of our economy has put stress on many businesses that have made it passed that vulnerable stage. This has effectively leveled the playing field for the new and established businesses alike.

Small businesses are returning to the basics in order to survive in this uncertain time. The early 90s was a tough time for business and I found myself responsible for the success, of multiple stores, for a large retail chain. Although the economy was not as bad as it is today, nevertheless, it was a challenge. I embarked on a campaign of return to the basics. The following list are just some of the things I did back then, and will work today.

### Give the best customer service:

This is a simple principle but very difficult to accomplish. As an owner or manager of a business, this is the one thing that you should become obsessed with. The value of good customer satisfaction can bring in new customers by word of mouth and keep your customers coming back. If your personal budget allows you to eat out one time a month, you will not return to a restaurant that gave you bad service or small portions. It could be years to win that customer back, or never. I can almost guarantee that the experience will be passed along to friends, family, and whoever will listen.

### Take advantage of organizations set up to help small business:

There are many organizations out there willing and able to help your business survive and prosper. One would be SCORE (Service Corps Of Retired Executives). They have many programs that can help a small business owner succeed. I recently was talking to a very respected business owner, and he said that for many years pride stopped him from asking for help. When

he finally did, it was one of the best moves he ever made. Not only did he get his business finances in order, but also has other successful business owners wanting to invest in his business. Take advantage of these local associations, they can help you fill any weak points in your business. You would also benefit from learning about the SBA funding program and how to get SBA financing.

### Know what programs are available to small business :

One of the hardest things to do is keeping up with changes in government programs that could benefit your business directly. Within the past few weeks the President has announced several programs to help small business in America. Just a few of the proposals would be: \$30 billion to local community banks for lending to small business, and \$33 billion in tax credit for hiring new employees. If you do not keep up with these programs, you could be missing out. I was talking to a CEO of a company that I consult and work for, and mentioned the \$5,000 dollar tax credit for hiring a new person. I was shocked that he did not know about the new proposal. Later he explained that he was so busy that he did not even hear about it. Don't get so wrapped up in your own world that you can't take the time to read or listen to news about new government programs. This would include keeping up with state and local news, as well.

### Network with your business community:

Join local clubs and attend mixers as much as your schedule will allow. This many seem like a wasted social activity, that you have better things to do with your time. Don't take this principle lightly, this is where you can find new clients and create credibility in your local market. Countless stories of small businesses find great customers that help champion their business at these social clubs. Some of my biggest client relationships were formed at social events.

### Keep up to date with profit and loss statements and develop a cash flow report:

This may seem like a no brainer, but you would be surprised at how many small businesses do not have a P&L and a cash flow report. If you happen to be one of these businesses, put on your calendar to purchase an accounting program that has these reports built into the program. A business recently spent \$22,500 over a six month period of time for a consultant to get their books and reports in order. Don't take this principle lightly, it could save or destroy your business. Get this one done ASAP.

### Write a business and marketing plan:

In the movie The Hunt For Red October, the aircraft carrier captain played by Fred Thompson said "a Russian doesn't take a dump without a plan" or something like that, can't remember exact quote. Take his advice, get a plan. How will you ever know where you are going if you don't have a road-map to get there? Another key element to a business's plan is a marketing plan. Often overlooked, this particular item has saved me many times. Most of your competition will not do this step, or should I say will not follow what they plan. Keep this plan handy and make sure that you follow it carefully. It could make the difference in a positive or negative cash flow.

### Hire the best people and learn to listen:

Although this is the last principle, it is probably the most important. Find a way to attract the best and the brightest in their field. Think outside the box when it comes to compensation. Bringing in the best will have the biggest impact on your business. Many small business owners will cut corners in this area, don't be one of them. Having an A Team when the going gets rough will give you the confidence to take those big chances that could put you over the top.

Take these 7 principles for small business success and put them into practice. One trick is to concentrate on one principle a week. Always keeping up with the other 6, but put a major emphasis on one. Follow these principles and your chances for surviving the next 5 years goes through the roof.

Source: [SBAloans-123.com](http://SBAloans-123.com)

## SBA 7(a) Loan

### SBA 7(a) Loan Program Basics

The Small Business Administration 7(a) guarantee loan program is the SBA's most popular. This loan is for the small business owner who unable to obtain a loan with a conventional bank. This type of loan is widely misunderstood by most first time applicants and veteran small business owners alike. The basic concept of the 7(a) loan is that a commercial bank lends money to a small business owner, and up to 90 percent of the loan is guaranteed through the SBA 7a loan program. This does not mean that the borrower is not 100% liable for repayment. The bank receives the guarantee, not the borrower. You can get more information about the SBA Loans by starting with our home page.

### SBA 7(a) Loan | Less risk to the bank

It is less risk to the participating lending institution if the SBA grants the loan. However, it is still the banks decision to lend the money. If the lending institution has determined that they will not fund the loan, the Small Business Administration cannot force the lender to make funds available. The SBA does not have any money to lend.

### SBA 7(a) Loan | Not all participating banks are alike

It is important to understand that every participating bank and non-bank have internal lending qualifications. Every participating lender is different. Even if you are turned down by one bank, it does not mean that you cannot

get an SBA 7a loan. Many lenders have internal quotas they need to meet, while other banks are more knowledgeable in working with the SBA 7a loan program. Each bank has its own terms and the small business owner needs to negotiate with the participating lending institution for the terms and rates associated with the SBA 7a loan.

Just as with any mortgage, it is the best practice to shop for optimum lender terms and rates for your situation.

### SBA 7(a) Loan | Education is the key

Although the SBA's website spells out in great detail the SBA loan program, the laws are constantly changing. The best way to insure a good experience is to educate yourself with as much information as possible before entering into the loan process. The first thing to keep in mind is that a commercial lender will first want to determine if it is able to fund the loan for your small business without the guarantee of an SBA loan. If the lender feels that it is necessary to have the funds guaranteed through the SBA 7a loan program then the SBA should be there to help. The best way to alleviate the stress and pressure is to have more than one lender working on your loan.

### SBA 7a loan program

Find out more about that the SBA 7a loan program. Where do I start?

[www.sbaloans-123.com/sba-7-a-loan-program](http://www.sbaloans-123.com/sba-7-a-loan-program)

## Working capital loans

Working capital loans are applied for to finance the business's operating expenses. Once liquidity is sufficient enough to ensure an extended period of positive working capital, there is no need for external financing. When required, working capital can be taken out of the revenue created by the business. Working capital loans are usually a means to financially jumpstart a business into producing the profits required to cover all operating expenses. They are used to prevent the business from running too close to unprofitability.

### Working Capital Funds

The application for this type of loan can be hindered by the applicant having a poor credit rating. A poor credit history can also prevent the leading company from releasing the required amount of working capital funds. Poor credit rating can heavily affect the rate of interest you have to pay. You cannot expect the lending company to throw money at a high risk client. A short term loan, line of credit, trade creditor and equity loan can be used to fund working capital.

A short-term loan will provide credit for less than one year. A poor credit rating will make the application for this kind of loan almost impossible. If you have poor credit, a home equity loan may help you out of your monetary problems. A secured or unsecured loan is another method of financing. If you don't have sufficient collateral, a secured loan is not possible. If you have poor credit, an unsecured loan can be very difficult to secure.

### Working Capital Financing

You have many options; it is down to you and your financial adviser to decide the best way forward to access working capital financing. If you don't have a financial adviser or personal accountant it would be wise to seek professional advice. The loaning and application process can be quite in-depth and complex; you want to make certain that you understand every detail of the loan. Don't get caught up with the small print or the widespread use of financial jargon. Once you decide which type of loan is required, acquire quotes from different lending companies. Make sure that the companies you eventually apply to are trustworthy and have a proven track record of providing quality loaning services.

Please visit <http://www.sbaloans-123.com/working-capital> for a more detailed list of articles

Source: [SBAloans-123.com](http://SBAloans-123.com)





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| <p><b>2005</b><br/>U.S. Dept. of Commerce Minority Business Development Agency - Minority Media Cornerstone Award</p>                       | <p><b>1995</b><br/>Black Business Association of Los Angeles - Outstanding Entrepreneur Award</p>                     |
| <p><b>1990</b><br/>LA Mayor's Advisory Board, Office of Small Business Assistance - Mayor Tom Bradley</p>                                   | <p><b>1990</b><br/>Minority Business Enterprise of the Year Award</p>   |

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- Atkinson Construction

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- McCarthy Building Companies, Inc.

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

- Unisys

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PROJECT NUMBER: \_\_\_\_\_ BID DATE: \_\_\_\_\_

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

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

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AEOE

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

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

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

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

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