



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

**Atkinson Contractors, LP**

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

**949-855-9755** See page 5 for the Full Ad

**C. Overaa & Company**

We request bids from all qualified subcontractors and suppliers including Disadvantaged Business Enterprises (Minority & Women) & Small Business Enterprises for:

**Design Build of the San Joaquin Regional Transit District (RTD) Regional Transportation Center (RTC)**  
**LOCATION: Stockton, CA**  
**Bid Date: December 18, 2012 before 2:00PM**

**510-234-0926** See page 3 for the Full Ad

**O.C. Jones & Sons, Inc.**

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**North Parkside Drive and Willow Pass Road Widening and Bicycle/Pedestrian Infrastructure Improvements**  
**City of Pittsburg**  
**Contract No. 2010-16A**  
**BID DATE: December 19, 2012 @ 2:00 PM**

**510-526-3424** See page 4 for the Full Ad

## Illinois Department of Transportation DIVERSITY MATTERS!



Image Credit by: Illinois Department of Transportation

### IDOT Profile: Marsha Campos, Chief Operating Officer

As one of the senior transportation executives, who happens to be among the three leading women at the Illinois Department of Transportation (IDOT), Chief Operating Officer Marsha Campos has made great strides within the agency since her start in 2007.



**Marsha Campos,**  
 Chief Operating Officer

“It is exciting and impressive to see women hold as many cabinet level positions within the current administration and the nation. Those who have gone before me have proven to be skillful, determined and competent leaders and co-workers. This has not only provided an opportunity for me and my female co-workers but a reason to work even harder to pave the way for future leaders,” said Chief Campos.

Not only has Chief Campos assisted with moving the agency towards a more multi-modal approach, she also works hard to showcase the importance of strategic innovative transportation investments to ensure the department remains competitive in the global economy. Chief Campos understands that the success of a

transportation agency is more than building new bridges and highways or improving transit, rail and air systems.

It is also about meeting the emerging transportation mobility needs and addressing challenges by creating an accessible, safe, sustainable and affordable transportation system for all of Illinois.

In her role as Chief Operating Officer, Chief Campos works directly with agency directors on operational needs and major projects and initiatives. She is also responsible for assisting in the oversight of the agency which has a workforce of more than 5,200 employees and a \$2.5 billion budget for capital projects.

When asked what advice Chief Campos wanted to provide for women interested in pursuing a career in transportation, she said “Honestly assess your skill set. Play to your strengths and manage your weaknesses. Be humble and teachable. Aim high.” Prior to taking on the role as Chief Operating Officer, Chief Campos served as Deputy Director in IDOT’s Division of Highways She started with the state of Illinois in 2001 as a Budget Analyst 1 and later became a Senior Budget Analyst for the Governor’s Office of Management and Budget (previously named Illinois Bureau of the Budget). She earned a B.A. in Political Science from the University of Illinois at Chicago.

Chief Campos foresees a bright future for transportation in Illinois. She believes it will entail strategic interconnectivity of the various trans-

Continued on page 5

**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

**UC San Francisco Medical Center**

**ADVERTISEMENT FOR BIDS**

Subject to conditions prescribed by the undersigned, sealed bids for a Prime Trade Contract are invited for the following Work:

**SCAFFOLDING DESIGN AND INSTALLATION**  
**Moffitt/Long Hospital 4th Floor**  
**OR 29 Hybrid and OR 7 IOMRI**  
**Project No.: 11-628 / Contract No.: MP0001/01**

**415-885-7257** See page 6 for the Full Ad

**This is a Complimentary Copy. Paid subscribers receive first class mail.**

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

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



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



# Create Your Business Plan

## Executive Summary

The executive summary is often considered the most important section of a business plan. This section briefly tells your reader where your company is, where you want to take it, and why your business idea will be successful. If you are seeking financing, the executive summary is also your first opportunity to grab a potential investor's interest.

The executive summary should highlight the strengths of your overall plan and therefore be the last section you write. However, it usually appears first in your business plan document.

## What to Include in Your Executive Summary

Below are several key points that your executive summary should include based on the stage of your business.

### If You Are an Established Business

If you are an established business, be sure to include the following information:

- **The Mission Statement** – This explains what your business is all about. It should be between several sentences and a paragraph.
- **Company Information** – Include a short statement that covers when your business was formed, the names of the founders and their roles, your number of employees, and your business location(s).
- **Growth Highlights** – Include examples of company growth, such as financial or market highlights (for example, "XYZ Firm increased profit margins and market share year-over-year since its foundation). Graphs and charts can be helpful in this section.
- **Your Products/Services** -- Briefly describe the products or services you provide.
- **Financial Information** – If you are seeking financing, include any information about your current bank and investors.
- **Summarize future plans** – Explain where you would like to take your business.

With the exception of the mission statement, all of the information in the executive summary should be covered in a concise fashion and kept to one page. The executive summary is the first part of your business plan many people will see, so each word should count.

### If You Are a Startup or New Business

If you are just starting a business, you won't have as much information as an established company. Instead, focus on your experience and background as well as the decisions that led you to start this particular enterprise.

Demonstrate that you have done thorough market analysis. Include information about a need or gap in your target market, and how your particular solutions can fill it. Convince the reader that you can succeed in

your target market, then address your future plans.

Remember, your Executive Summary will be the last thing you write. So the first section of the business plan that you will tackle is the Company Description section.

## Company Description

This section of your business plan provides a high-level review of the different elements of your business. This is akin to an extended elevator pitch and can help readers and potential investors quickly understand the goal of your business and its unique proposition.

## What to Include in Your Company Description

- Describe the nature of your business and list the marketplace needs that you are trying to satisfy.
- Explain how your products and services meet these needs.
- List the specific consumers, organizations or businesses that your company serves or will serve.
- Explain the competitive advantages that you believe will make your business a success such as your location, expert personnel, efficient operations, or ability to bring value to your customers.

Next, you'll need to move on to the Market Analysis section of your plan.

## Market Analysis

The market analysis section of your business plan should illustrate your industry and market knowledge as well as any of your research findings and conclusions. This section is usually presented after the company description.

## What to Include in Your Market Analysis

**Industry Description and Outlook** – Describe your industry, including its current size and historic growth rate as well as other trends and characteristics (e.g., life cycle stage, projected growth rate). Next, list the major customer groups within your industry.

**Information About Your Target Market** – Narrow your target market to a manageable size. Many businesses make the mistake of trying to appeal to too many target markets. Research and include the following information about your market:

**Distinguishing characteristics** – What are the critical needs of your potential customers? Are those needs being met? What are the demographics of the group and where are they located? Are there any seasonal or cyclical purchasing trends that may impact your business?

**Size of the primary target market** – In addition to the size of your market, what data can you include about the annual purchases your market makes in your industry? What is the forecasted market growth for this group?

For more information, see our market research guide for tips and free government resources that can help you build a market profile.

**How much market share can you gain?** – What is the market share percentage and number of customers you expect to obtain in a defined geographic area? Explain the logic behind your calculation.

**Pricing and gross margin targets** – Define your pricing structure, gross margin levels, and any discount that you plan to use.

When you include information about any of the market tests or research studies you have completed, be sure to focus only on the results of these tests. Any other details should be included in the appendix.

**Competitive Analysis** – Your competitive analysis should identify your competition by product line or service and market segment. Assess the following characteristics of the competitive landscape:

- Market share
- Strengths and weaknesses
- How important is your target market to your competitors?
- Are there any barriers that may hinder you as you enter the market?
- What is your window of opportunity to enter the market?
- Are there any indirect or secondary competitors who may impact your success?
- What barriers to market are there (e.g., changing technology, high investment cost, lack of quality personnel)?

**Regulatory Restrictions** – Include any customer or governmental regulatory requirements affecting your business, and how you'll comply. Also, cite any operational or cost impact the compliance process will have on your business.

Once you've completed this section, you can move on to the Organization & Management section of your business plan.

## Organization & Management

Organization and Management follows the Market Analysis. This section should include:

Continued on page 5

**Index:**  
**Sub-Bids Request Ads**  
 »P. 3, 4  
 .....  
**Public Legal Notices**  
 »P. 6, 8, 9, 10

## Editorial Staff

### Editor in Chief:

Gerald W. Johnson [gwj@sbeinc.com]

### Managing Editors:

Valerie Voorhies [vvh@sbeinc.com];  
 Fungai Muzunze [fmuzunze@sbeinc.com]

### Marketing & Sales Staff

#### Sales Director:

Willie Lewis-Sims [wsims@sbeinc.com]

#### Production Staff

#### Production Manager:

Nabil Vo [nvo@sbeinc.com]

#### Graphics Design:

Tyler Chen [tchen1129@gmail.com]

#### Webmaster:

Dana Honn [dhonn@telarts.com]

#### Writer:

Cheryl Hentz [cheryl.hentz@gmail.com]

#### Staff:

Shirley Cherry [scherry@sbeinc.com]  
 Amy Diorio [adiorio@sbeinc.com]

703 Market Street, Suite 1000  
 San Francisco, CA 94103

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

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

Copyright © 2012 Small Business Exchange, Inc.

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

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

Visit [www.sbeinc.com](http://www.sbeinc.com)

## AWARDS

- 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

## MEMBERSHIPS



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**

REQUESTING SUB-QUOTES FROM QUALIFIED DBE SUBCONTRACTORS/SUPPLIERS FOR:

**Eastridge Transit Center & Bus Improvements**

**Contract No.: C811 (12093)**

**Federal Grant No. CA-95X149**

**Owner: Santa Clara VTA**

**Engineers' Estimate: \$15,000,000. • BID DATE: 12/19/12 @ 2:00 PM**

Items of work include but are not limited to: Traffic Control, Survey, Clear & Grub, Striping, Electrical, Erosion Control, Minor Concrete, Fence, Landscape, MBGR, Underground 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: Paul Brizzolara • Email: pbrizzolara@graniterock.com

We Are An Equal Opportunity Employer



**C. Overaa & Co - General Building Contractor**

200 Parr Blvd., Richmond, CA 94801

510 234-0926, Fax: 510 237-2435 - www.overaa.com

We request bids from all qualified subcontractors and suppliers including Disadvantaged Business Enterprises (Minority & Women) & Small Business Enterprises for:

**Design Build of the San Joaquin Regional Transit District (RTD) Regional Transportation Center (RTC)**

**LOCATION: Stockton, CA**

**Bid Date: December 18, 2012 before 2:00PM**

**Bid Contact: Cody Lee - 510 234-0926, Bid Fax: 510 237-2435**

#### Project Description:

Design build bus maintenance facility in Stockton consisting of:

- 1) approx. 100,000 sf bus maintenance building
- 2) approx. 41,000 sf operations building
- 3) approx. 34,000 sf fuel/brake/tire building & wash building
- 4) substantial site work

Areas of work include, but are not limited to, the following: Site Work (Demolition), Site Work (Grading), Site Work (Landscaping), Concrete, Masonry, Metals, Thermal & Moisture Protection, Doors and Windows, Furnishings, Finishes, Plumbing, Fire Protection, HVAC, Electrical, Site Clean-Up

Pricing documents are 100% complete; owner may elect to modify project scope with selected Design Build Entity.

#### Requirements:

Pricing breakdown (by building) is required per the Stockton RTD form.

Grading & Paving subcontractors are required to submit their completed qualification form.

**Disadvantage Business Enterprises (DBE) participation goal 6.5%**

**RTD also encourages the participation of certified Small Business Enterprises (SBE)**

**Duration** – Approximately 18 months

**Estimated Value:** \$38,500,000

**Plans, specifications and addenda:** Plans and Specs are available at [www.sanjoaquinRTD.com](http://www.sanjoaquinRTD.com) and for viewing on our Bid Center Site login is required contact Jasonc@overaa.com for access. Documents are also available for viewing in our plan room at 200 Parr Blvd, Richmond, and available to purchase from Richmond Blue at 510-234-2632.

We encourage bids from all Subcontractors/Suppliers including DVBE/DBE/MBE/WBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their workers compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: [www.overaa.com](http://www.overaa.com). Overaa utilizes the environmentally-friendly Textura electronic invoicing and payment system to streamline and expedite subcontractor invoicing and payment. Please contact our office if you would like more information. We are signatory to both the Carpenters and the Laborers Union Collective Bargaining Agreements.

If you have any questions, need additional information and/or clarification regarding this bid, please contact Cody Lee - Estimator at (510) 234-0926, email: codyl@overaa.com

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**

**SMALL BUSINESS EXCHANGE, INC.**  
**28 Years of Small Business Advocacy**

Visit [www.sbeinc.com](http://www.sbeinc.com) to learn how SBE can help your business succeed!

# 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

### 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)

## SKANSKA

in association with AECOM

### 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.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### North Parkside Drive and Willow Pass Road Widening and Bicycle/Pedestrian Infrastructure Improvements City of Pittsburg

Contract No. 2010-16A

**BID DATE: December 19, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Signs, Survey, WPCP, Erosion Control, Tree Trimming and Tree Protection, Clearing & Grubbing, Paint Wood Guard Rail, Minor Concrete, Striping & Marking, Electrical, AC Grinding, Micro-Surfacing, Construction Area Signs, Chain Link Railing and Construction Materials

### O.C. Jones & Sons, Inc.

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

Contact: Donat Galicz

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE participation. Plans & Specs are available for viewing at our office.



### C. Overaa & Co - General Building Contractor

200 Parr Blvd., Richmond, CA 94801  
510 234-0926, Fax: 510 237-2435 - [www.overaa.com](http://www.overaa.com)

We request bids from all qualified subcontractors and suppliers including Disadvantaged Business Enterprises for:

### BART Earthquake Safety Station Structures A Line

**LOCATIONS: Alameda Line ("A" Line): San Leandro Station, Hayward Station, South Hayward Station, and Fremont Station.**

**Bid Date: December 18, 2012 before 2:00PM**

**Bid Contact: Bryan Dissman - 510 234-0926, Bid Fax: 510 237-2435**

**Project Description:** Work includes the seismic retrofit for 4 BART stations on the Alameda Line (the "A" Line): San Leandro Station, Hayward Station, South Hayward Station, and Fremont Station. Additionally, work includes, but is not limited to structural retrofit of pier foundations/columns/pier caps, demolition of selected existing facilities, abatement, shoring for excavation support, excavation, restoration & new concrete work, reinforcing, epoxy injection, FRP column casings, steel & concrete structure retrofit at girders & stairs, structural steel/misc metals/decorative metal, drilling and bonding dowels in concrete, electrical work at piers and the main concourse, architectural work at stairs, retrofit of escalator trusses, restoration of paving, striping, sidewalks, expansion control, firestopping, joint protection, glazing, doors/frames/hardware, overhead coiling doors, tile, acoustical ceilings, metal plank ceilings, epoxy resin terrazzo, painting, bird control devices, fire sprinklers, plumbing, electrical, communications, fire alarm and security, earthwork, shoring & underpinning, aggregate base, AC paving, concrete paving, fencing & gates, planting & irrigation and site utilities.

**Notes: SB participation goal of 18%, Availability Percentages are: MBE 23%, WBE 12%**

**Duration - 700 calendar days Estimated Value: \$10,000,000-\$12,000,000**

**Pre-Bid Matchmaking session for SB firms and all others interested on 12/4/2012 from 5-7pm at 300 Lakeside Dr, 18th Floor, Oakland, CA 94612**

**Plans, specifications and addenda:** Plans and Specs are available for purchase from BART and for viewing on our Bid Center Site login is required contact [Jasonc@overaa.com](mailto:Jasonc@overaa.com) for access then go to [www.isqft.com](http://www.isqft.com) or go to [www.isqft.com/access](http://www.isqft.com/access) and enter access #:11876. Documents are also available for viewing in our plan room at 200 Parr Blvd, Richmond, and available to purchase from Richmond Blue at 510-234-2632.

We encourage bids from all Subcontractors/Suppliers including DVBE/DBE/MBE/WBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their workers compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: [www.overaa.com](http://www.overaa.com). Overaa utilizes the environmentally-friendly Textura electronic invoicing and payment system to streamline and expedite subcontractor invoicing and payment. Please contact our office if you would like more information. We are signatory to both the Carpenters and the Laborers Union Collective Bargaining Agreements.

If you have any questions, need additional information and/or clarification regarding this bid, please contact Bryan Dissman - Project Manager / Estimator at (510) 234-0926, email: [bryand@overaa.com](mailto:bryand@overaa.com).



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**

# Diversity Matters!

## Continued from page 1

portation modes for the efficient movement of people and goods as well as futuristic technological advancements (such as driverless cars and smart roads) that will start to emerge and take root.

“With limited resources (financial or environmental) and increased demands for mobility of goods and people, we have to think differently about how we invest in the entire system. By challenging ourselves and transportation stakeholders to think in this way will foster innovative solutions that we can enjoy and future generations can benefit from,” said Chief Campos.

\*\*\*\*\*

## 16th Annual Transportation Symposium & Business Exchange Update

In November, more than 400 people participated in the 16th Annual Transportation Symposium & Business Exchange held in Chicago.

The symposium is a collaboration among the Illinois Department of Transportation, the Regional Transportation Authority, Metra, Chicago Transit Authority, Pace and Illinois Tollway to provide a unique opportunity for networking with transit and transportation agencies, prime contractors, minority and female-owned businesses.

This year’s symposium consisted of multiple seminars giving attendees an opportunity to participate in discussions tailored to help them become competitive in the business world.

\*\*\*\*\*

## New CREATE Brochure to Benefit Illinois’ Small and Minority Owned Firms

In an effort to further assist qualified small, minority-and women owned firms, the

Illinois Department of Transportation (IDOT) will soon feature a new online Chicago Region Environmental and Transportation Efficiency (CREATE) brochure.

The purpose of the brochure is to assist Disadvantaged Business Enterprise firms with building relationships with the CREATE partners to help provide opportunities for success.

CREATE is a first-of-its-kind partnership between U.S. DOT, the state of Illinois, the City of Chicago, Metra, Amtrak, and the nation’s freight railroads. A project of national significance, CREATE will invest billions in critically needed improvements to increase the efficiency of the region’s passenger and freight rail infrastructure and enhance the quality of life for Chicago-area residents.

The brochure is expected to be released early December. For a copy of the brochure, visit IDOT’s diversity website at [www.diversity.dot.illinois.gov](http://www.diversity.dot.illinois.gov).

\*\*\*\*\*

## A Young Woman’s Road to Civil Engineering

Women are still underrepresented in engineering occupations, but the Illinois Department of Transportation (IDOT) is committed to researching and expanding outreach initiatives to attract and introduce young women like, Tiffany Colson, to careers in engineering, particularly civil engineering to help change that.

Colson is a great example of someone who took advantage of the opportunities provided by IDOT to start the process to become a Civil Engineer. Currently, Colson is a Civil Engineer Trainee in IDOT’s Division of Highways, Bureau of Materials, located in Schaumburg. Growing up, Colson, a native of Chicago, has always enjoyed math and decided

to enter into the Civil Engineering Program at the University of Illinois at Chicago. During her academic studies, she participated in the National Society of Black Engineers and had the opportunity to meet with IDOT’s Diversity Recruitment and Outreach staff. That opportunity changed her path.

As a result of the meeting, Colson landed a volunteer opportunity with the Chicago IDOT Engineering Academy. During her experience at the IDOT Engineering Academy, Colson helped coach 50 students through the Bridge Builder module provided to the YMCA’s Black & Hispanic engineering career cluster. Colson later applied and received the IDOT Civil Engineering Scholarship and worked as a summer intern at IDOT. It was her experience with the engineering academy that solidified her decision to work for the department.

Colson recalls that it is sometimes challenging for a female in a male dominated profession. There are times she would feel intimidated. However, as she began to express the knowledge, skills and abilities she has learned through her education and many experiences, she has overcome these feelings.

Colson’s advice to other young women is to get as much experience as possible through volunteer, co-op and intern opportunities to help prepare for the future. Colson shared that during her time at IDOT the staff has been nice, friendly, and willing to assist when needed. She enthusiastically adds, “IDOT is a great place to work!”

\*\*\*\*\*

## Historical Tidbits: Minorities in Transportation

Did you know that Mr. Norman Yoshio Mineta was the first Asian-American to hold the position of U.S. Secretary of Transportation?

Mr. Mineta was appointed under President Bush’s administration as Transportation Secretary while previously serving under the Clinton administration as Secretary of Commerce. As Secretary of Transportation, Mr. Mineta oversaw an agency with 60,000 employees and a \$56.3 billion budget.

*“Transportation is key to generating and enabling economic growth, determining the patterns of that growth, and determining the competitiveness of our businesses in the world economy,”* said Mr. Mineta.

During Mr. Mineta’s tenure as Secretary of U.S. Department of Transportation, the Aviation and Transportation Security Act (ATSA), was passed which established the Transportation Security Administration within the U.S. Department of Transportation.

Under Mr. Mineta’s direction and leadership, the U.S. Department of Transportation ushered in the Transportation Security Administration which was transferred to the Department of Homeland Security as a fully-operational agency on March 1, 2003.

## Mississippi River Bridge Project Snapshot

One of the goals of the Mississippi River Bridge (MRB) project is to create a diverse job site contractor workforce. For the week of November 10-24, 2012, there was an overall workforce of 28.5% minorities and 2.2% female on the MRB project. For more information, please visit <http://www.newriverbridge.org/>.

Source: Illinois Department of Transportation



# Create Your Business Plan

## Continued from page 2

your company’s organizational structure, details about the ownership of your company, profiles of your management team, and the qualifications of your board of directors.

Who does what in your business? What is their background and why are you bringing them into the business as board members or employees? What are they responsible for? These may seem like unnecessary questions to answer in a one- or two-person organization, but the people reading your business plan want to know who’s in charge, so tell them. Give a detailed description of each division or department and its function.

This section should include who’s on the board (if you have an advisory board) and how you intend to keep them there. What kind of salary and benefits package do you have for your people? What incentives are you offering? How about promotions? Reassure your reader that the people you have on staff are more than just names on a letterhead.

### Organizational Structure

A simple but effective way to lay out the structure of your company is to create an organizational chart with a narrative description. This will prove that you’re leaving nothing to chance, you’ve thought out exactly who is doing what, and there is someone in charge of every function of your company. Nothing will fall through the cracks, and nothing will be done three or four times over. To a potential investor or employee, that is very important.

### Ownership Information

This section should also include the legal structure of your business along with the subsequent ownership information it relates to. Have you incorporated your business? If so, is it a C or S corporation? Or perhaps you have formed a partnership with

someone. If so, is it a general or limited partnership? Or maybe you are a sole proprietor.

The following important ownership information should be incorporated into your business plan:

- Names of owners
- Percentage ownership
- Extent of involvement with the company
- Forms of ownership (i.e., common stock, preferred stock, general partner, limited partner)
- Outstanding equity equivalents (i.e., options, warrants, convertible debt)
- Common stock (i.e., authorized or issued)
- Management Profiles
- Experts agree that one of the strongest factors for success in any growth company is the ability and track record of its owner/management team, so let your reader know about the key people in your company and their backgrounds. Provide resumes that include the following information:
  - Name
  - Position (include brief position description along with primary duties)
  - Primary responsibilities and authority
  - Education
  - Unique experience and skills
  - Prior employment
  - Special skills

- Past track record
- Industry recognition
- Community involvement
- Number of years with company
- Compensation basis and levels (make sure these are reasonable -- not too high or too low)
- Be sure you quantify achievements (e.g. “Managed a sales force of ten people,” “Managed a department of fifteen people,” “Increased revenue by 15 percent in the first six months,” “Expanded the retail outlets at the rate of two each year,” “Improved the customer service as rated by our customers from a 60 percent to a 90 percent rating”)

Also highlight how the people surrounding you complement your own skills. If you’re just starting out, show how each person’s unique experience will contribute to the success of your venture.

### Board of Directors’ Qualifications

The major benefit of an unpaid advisory board is that it can provide expertise that your company cannot otherwise afford. A list of well-known, successful business owners/managers can go a long way toward enhancing your company’s credibility and perception of management expertise.

If you have a board of directors, be sure to gather the following information when developing the outline for your business plan:

- Names
- Positions on the board
- Extent of involvement with company
- Background
- Historical and future contribution to the company’s success

Next week we will publish the **Service or Product Line section of your plan.**



# SACRAMENTO, CALIFORNIA Infrastructure Report Card

## About the Section:

The Sacramento Section of the American Society of Civil Engineers serves the Civil Engineers of Northern California from Stockton to the Oregon border and from the Nevada border to the Coast Ranges. It is divided into four Branches: Capital, Central Valley, Feather River and Shasta. For more information please visit: [www.asce-sacto.org](http://www.asce-sacto.org)

## C- BRIDGES



Slightly less than 70% of bridges are structurally and functionally sufficient to meet the demands of regional traffic. Bridges which were constructed in earlier eras using standards for that time are challenged by today's commercial vehicles carrying larger, heavier loads in increased traffic volumes. Strengthening structures to prevent their collapse in earthquakes is ongoing as resources are available. Older structures over water are prone to problems with their foundations if scour due to moving water exposes their foundations.

## C DRINKING WATER SYSTEM



The Sacramento region's drinking water was evaluated by questionnaire to purveyors. A total of 25 purveyors responded ranging from very small (under 25 served) to the very large (over 2 million served). Drinking water was evaluated in terms of supply, treatment, and distribution. The Sacramento region is fortunate to have plentiful and high quality supplies. However, the distribution system is aging and requires improvements. Special emphasis should be placed on master planning for treatment and distribution systems.

## C FLOOD BYPASS SYSTEM



The flood protection grading sub-committee evaluated two flood bypass systems. These critical components of the regional flood control system have performed well with a few past problems. A failure of the Sutter Bypass flood control system in 1997 brought the ranking for this critical infrastructure component down to a C.

## C+ HEAVY RAIL



Rail corridors running North and South, East and West from Sacramento were evaluated based upon their operations, available right of way and the condition of their infrastructure. Rail freight traffic is rising and there

is a demand for rail passenger travel particularly on the corridor which travels West between Sacramento and the Bay Area. Studies indicate that availability of rail corridors helps temper traffic congestion.

## D- LEVEE SYSTEM



The levee systems suffer from age, erosion, and seepage issues. Routine maintenance activities have generally been performed very well by the State and Local districts based upon their levels of funding. Costly upgrades needed to enhance the design level of protection have been under-funded. As a result, the committee gave an overall grade for levees a D-.

## D+ ROADS



The region spends \$100 million less annually in roadway maintenance alone than what's needed to adequately maintain our roadway system. The current repair cost for the backlog of deferred maintenance work is around \$1.2 billion. A 1997 congressional decision allowing increased truck weights on freeways has further degraded our regions roadways, increasing road wear by 25 percent.

## C- TRAFFIC CONGESTION



Recent studies indicate that drivers in the Sacramento region spend 42 hours per year delayed by traffic congestion. Congestion in the Sacramento area costs commuters \$650 per person per year in excess fuel and lost time.



For more information visit  
[www.asce-sacto.org](http://www.asce-sacto.org)

2006 Report Card  
for ASCE Sacramento Region

## CALIFORNIA PUBLIC LEGAL NOTICES

### UC SAN FRANCISCO MEDICAL CENTER

#### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the undersigned, sealed bids for a Prime Trade Contract are invited for the following Work:

#### SCAFFOLDING DESIGN AND INSTALLATION

Moffitt/Long Hospital 4th Floor  
OR 29 Hybrid and OR 7 IOMRI

Project No.: 11-628 / Contract No.: MP0001/01  
UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO MEDICAL CENTER

The M/L 4th Floor OR 29 Hybrid and OR 7 IOMRI project will be constructed by multiple prime trade contractors, each working under a separate contract or contracts with the University. This procurement is for a prime contract to perform the Scaffolding design and installation work of the project. The contractor who is awarded the contract will be referred to as a "Prime Trade Contractor." This multiple prime contract method is described in more detail in the bidding documents. Visit <http://www.ucsfplans.com/> to view the complete advertisement.

DESCRIPTION OF WORK OF PRIME TRADE CONTRACT: The work of the Prime Trade Contract consists of:

Lump Sum Base Bid: Preconstruction Services - Preparation of engineered design drawings, including structural calculations and seismic anchorage for all scaffolding, stair towers, swing stage, and platforms. Engineered design drawings shall be pre-

pared and stamped by a California licensed structural engineer for review and approval by the Office of Statewide Health Planning and Development (OSHPD). Any corrections, modifications and/or resubmission of the drawings required by OSHPD shall be incorporated into the final design. **Maximum Acceptance Cost is \$35,000.**

Alternate No. 1: Furnish and install a complete scaffolding system, swing stage, stair towers, and platforms, including but not limited to the following: footings, guardrails, tie-backs, cross-bracing, mid-rails, platform, plywood decking, planking, stairs, guying ties, braces and any other controls or components necessary for a complete installation and in accordance with the approved OSHPD design drawings developed under the Lump Sum Base Bid. Acceptance of Alternate #1 to the contract is anticipated to occur August, 2013. **Estimated construction cost \$200,000.**

BIDDER QUALIFICATIONS: To be allowed to submit a bid, Bidders must have the minimum experience and certify their firm has not had more than one (1) Cal-OSHA fine in the Serious, Repeat or Willful categories within the past five (5) years of the bid opening date and 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.

Bidders must submit qualification documents in a sealed envelope at **3:00 PM, Tuesday December 18, 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 five (5) business days of the due date of the Contractor's Statement of Experience (Exhibit 13).

#### PROCEDURES:

Bidding Documents will be available to Bidders on **Tuesday December 4, 2012 at 10:00 AM** and will be issued from:

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 **12:00 Noon on Tuesday December 11, 2012**. For details, see <http://www.ucsfplans.com/>.

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, Thursday January 10, 2013**. And Bids will be opened after **2:05 PM**.

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 successful Bidder and its Subcontractors shall use University's purchased Labor Compliance Software, LCP tracker, to enter certified payrolls on a monthly basis.

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 State of California Contractor's license current at the time of submission of the Bid:

**LICENSE CLASSIFICATION:**  
**SCAFFOLDING CONTRACTOR**

**LICENSE CODE: D-39**

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

# ORANGE COUNTY, CALIFORNIA Infrastructure Report Card



## A Message from ASCE

“Continued investment in Orange County’s infrastructure is the key in sustaining its economic engine and maintaining our quality of life.”

## Report Card Summary

### B | Aviation

The aviation demand in Orange County will grow to about 37 million annual passengers in the next 15 years, while the current negotiated passenger limit is only 10.8 million. One solution may be to develop high-speed rail transportation to underutilized regional airports. The condition of John Wayne Airport is excellent.

### C+ | Energy

The energy needs of Orange County are served by regional systems involving infrastructure both internal and external to the County. The present state of system reliability is high and the supporting energy infrastructure can be characterized as adequate. However, there is concern that reliability may decline due to limited investment in system upgrades and replacement of aging infrastructure. Usage rates must match the demand for additional funding.

### C- | Flood Control and Levees

The backbone flood control and drainage systems serving Orange County, including channels, retarding basins, dams and pump stations, vary widely in condition and capacity to prevent flooding from major storms. Current funding shortfalls for needed upgrades to regional flood control facilities in the County are estimated to be in excess of \$2.5 billion.

### B- | Ground Transportation

Orange County infrastructure provides bus, rail, highway and freeway systems that move people and goods throughout the region. Improvements are needed to relieve congestion points. Income from Measure M sales tax provides considerable, but insufficient, funding for the capital and operating needs of these systems. Federal, state, local and private sources of funds are essential to building and maintaining an adequate system. High-speed rail is a promising way to meet longterm capacity needs.

### C+ | Parks / Recreation / Environment

Between 2005 and 2008, there were improvements in park programs investment that brought the overall grade up from a C to a C+ in 2010. However, the changing economic conditions in 2008-09 stopped 110 projects totaling \$70 million dollars in Orange County. And, there is insufficient funding to meet the \$680 million necessary for new projects needed in the next five years.

### C+ | School Facilities

The condition and capacity of school facilities to serve the needs of Orange County have improved over the past 5 years due to investments available from bond funds. The majority of school districts’

enrollment have either decreased or remained constant, easing near-term demand to expand and add new facilities. Deferred maintenance and upgrading of older school buildings continues to be a daunting problem to solve.

### B+ | Solid Waste

Recycling and waste diversion are well established and significantly reduce the amount of waste that must be disposed in landfills. The three landfills in Orange County have a combined life of over 40 years. Income from tipping fees and other sources provide a well-funded system of public facilities. Privately owned transfer, recycling and transportation companies provide a well-run and sustainable system.

### D | Surface Waters

The combination of increased beach attendance, tourism, population growth, and urbanization have added pollution to urban runoff causing an impact on our waterways and coastline. The County must seek State and Federal support for new water quality projects. In 2008, bond proceeds for projects were frozen due to state budget cuts.

### B | Wastewater

The sewer and wastewater treatment systems in Orange County are generally well run and comply with state and federal requirements. Water reclamation is well advanced and additional facilities are planned or underway. Aging portions of the sewer infrastructure system must be replaced, and the funding and planning necessary to do so are being provided. Funding and reserves are generally adequate. User rates must be raised to meet future funding demands.

### B- | Water Supply

Orange County’s most vulnerable areas of risk are the long-distance conveyance and storage systems that are responsible for supplying most of the water used here. Local planning, construction and maintenance is sufficient and well managed. Water conservation and water recycling are essential ingredients for today’s water resources and will be more important in the future.

\*\*\*\*\*

### Orange County vs. the Nation

Competent and sustainable public infrastructure requires a few key ingredients: thoughtful planning, well-designed systems, wellconstructed facilities, proactive maintenance and reliable funding sources. Local and regional initiatives that are managed by local decision-makers are most likely to be responsive and relevant to the needs of the communities served. What are difficult to manage are initiatives that require multiple layers of decision-makers or remotely located decision-makers. This is not to say that statewide or national standards aren’t important - they oftentimes are - but once in place, the creative and discretionary decision-making of local authorities here in Orange County can be timely and focused.

Orange County’s infrastructure is faring better than the rest of the Nation for a number of reasons. First, severe freezing winter weather causes infrastructure to wear and age more quickly. Secondly, much of Orange County’s



## 2010 Orange County Report Card

	2002	2005	2010
Aviation	C+	B	B
Energy	-	-	C+
Flood Control and Levees	D	C-	C-
Ground Transportation	C	C+	B-
Parks/Recreation/Environment	C	C	C+
School Facilities	D	C+	C+
Solid Waste	B	B+	B+
Surface Water Quality	-	-	D
Wastewater	C+	C+	B
Water Supply	B	B	B-
OC's Infrastructure GPA	C	C+	C+

[www.eng.uci.edu/ocreportcard](http://www.eng.uci.edu/ocreportcard)

infrastructure is simply younger than what is found in the Mid-West and East Coast. Third, our willingness to provide locally derived funding for the construction or replacement of infrastructure is something we do well here. Passage of Measure M and the Measure M extension of a self-imposed half-cent sales tax by our citizens is testimony that this County is willing to pay for needed infrastructure.

The recently completed Groundwater Replenishment System (the World’s largest water reclamation plant) is a locally initiated project paid primarily with locally derived funds. Our landfills and water supply systems are in good shape because of long-term investment in them.

### Who Pays for Infrastructure?

Public infrastructure is a public asset. We all have a stake in its upkeep and operation, and we all share in the expense of construction and maintenance. Sometimes, infrastructure is paid for by those who actually use it most through tolls, utility bills, user fees or proportional

taxes paid on gasoline and airline tickets. But because infrastructure improvements affect us all by supporting our economy and providing fundamental community services, a portion of the cost is borne by general tax revenue derived from property tax, sales tax and income tax.

For years, federal and state government played a large role in collecting and distributing funds for large-scale infrastructure improvements. Increasingly, with the budgetary woes of federal and state government, more of the cost is borne by local government and by private enterprise. To some degree, this shift to local funding causes a beneficial effect: local decision-making accompanies local funding. When this happens, local needs can be addressed with more accuracy and more accountability. But we unfortunately take on more of a funding burden as the tax dollars we send to the state and federal governments are not finding their way home.

Website: [www.asce.org/reportcard](http://www.asce.org/reportcard)  
Source: American Society of Civil Engineers

## SAN FRANCISCO FICTITIOUS BUSINESS NAMES

### FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0347447-00

Fictitious Business Name(s):  
**Epic Leasing**  
 Address  
**227 Telegraph Hill Blvd, San Francisco, CA 94133**  
 Full Name of Registrant #1  
**Everett Chan**  
 Address of Registrant #1  
**227 Telegraph Hill Blvd, San Francisco, CA 94133**

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

Signed: **Everett Chan**

This statement was filed with the County Clerk of San Francisco County on **11/30/2012**.

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: Susanna Chin  
 Deputy County Clerk  
 11/30/2012

12/06/12 + 12/13/12 + 12/20/12 + 12/27/12

### 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



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

## 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

## Subscribe Today

- Access up-to-date business news
- Utilize SBE Bid services
- Utilize business resources

1 year subscription

# \$250



Call for more information

**800-800-8534**

# DIVERSITY OUTREACH SERVICES

- ★ **Win the Bid**
- ★ **Achieve Goals**
- ★ **Demonstrate Good Faith Efforts**

## Outreach Professionals

- Review and analyze specific requirements to ensure compliance with regulations
- Provide customized reports upon request
- Quick turnaround to ensure deadlines are met efficiently

## An Outreach Standard

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

## One Location... Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "CCR" listed businesses (nationwide)
- SBE maintains businesses certified by more than 50 local agencies

**SMALL BUSINESS EXCHANGE**

SMALL BUSINESS EXCHANGE, INC

Phone: (415) 778-6250  
 Fax: (415) 778-6255  
 Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
 Website: [www.sbeinc.com](http://www.sbeinc.com)



# CALIFORNIA PUBLIC LEGAL NOTICES



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

**REQUEST FOR  
QUALIFICATIONS  
APC13036 - AS-NEEDED**

Building Design and Construction (BDC), Department of Public Works (DPW), City and County of San Francisco (City) announces a Request for Qualifications (RFQ) for the provision of architectural services on an as-needed basis for public building projects, including, but not limited to renovation, relocation, adaptive re-use of existing facilities, modifications to life safety systems and other infrastructure, and new facilities.

Proposals will be received at 30 Van Ness Avenue, Suite 4100, 4th Floor, San Francisco, California 94102 until **2:30 P.M. Pacific Time, January 15, 2013**. Consultants shall submit proposals as required in the RFQ package. Late submittals will not be considered. Digital files of the RFQ Package may be downloaded at no cost at <https://stgint.sfdpw.org/biddocs>. Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other proposal changes will be distributed by email to Plan Holders.

Building Design and Construction is seeking to engage four (4) architectural firms and/or joint venture teams to be selected through this RFQ. The product of this RFQ and the selection process will be a Master Agreement (Contract) with each selected firm or team. Each Contract will have a five-year term. Individual Contract Service Orders (CSO) must be certified for services on specific projects during the first three years of the five-year contract. The final two years of the contract term may be used for completion of services certified during the first three years. The aggregate fee cap for all As-Needed Contracts is \$4,000,000; the fee cap for each Contract will be \$1,000,000. Work will be distributed based on the best match of qualifications and expertise to particular projects and ongoing performance in the Contract, at the discretion of the City.

As-Needed services will include, in general, the full range of professional architectural planning and design services including services of sub-consultants, typically required for architectural projects in the public sector. Core Disciplines required to be included in each proposal are as follows: Architecture (Prime Consultant), Structural, Electrical, Mechanical and Plumbing Engineering, Resource Efficiency (or LEED AP), and

Cost Estimation. Larger and more complex projects may require additional subconsultants, as described within the RFQ. Services requested under the as-needed contract may include one or more of the following: condition assessments, feasibility studies, architectural programming, design, construction documents on CAD or Revit, construction administration, cost estimation, scheduling, ADA compliance, historic preservation, and LEED Certification; as well as associated engineering and/or consulting services such as geotechnical, civil, structural, electrical, mechanical, elevator, fire protection, code compliance, waterproofing, roofing, landscape architecture, and interior design/facilities' furnishings.

Rating bonuses will be applied as per San Francisco Administrative Code Chapter 14B. Certified Local Business Enterprise (LBE) firms are encouraged to submit proposals. The LBE Subcontractant participation goal is **20%**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with Chapter 14B requirements, all Proposers, except those who meet the exception noted below, shall submit documented good faith efforts with their proposals and must achieve 80 out of 100 points to be deemed responsive. Proposers will receive 15 points for attending the pre-proposal conference (Proposers who attended the initial pre-proposal conference on October 11, 2012 need not attend the new conference on the date below, and will be awarded the good faith effort points). Refer to HRC Form 2B for more details. Exception: Proposers who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-proposal meeting will be held on **December 12, 2012 at 3:30 P.M.** at the Building Design and Construction, Main Conference Room, 30 Van Ness Avenue, 4th Floor, San Francisco, California 94102.

Questions regarding the RFQ must be submitted no later than 5 business days before the RFQ due date, by email to the Contract Manager, Mark Dorian at: [BDC-AsNeeded-RFQ@sfdpw.org](mailto:BDC-AsNeeded-RFQ@sfdpw.org).

In accordance with San Francisco Administrative Code Chapter 6, no proposal is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as (a) the Mayor or the Mayor's designee approves the contract for award and (b) the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

12/6/12  
**CNS-2415594#**  
**SMALL BUSINESS EXCHANGE**



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

**Contract No. 1900J  
(ID No. FCE13056)  
VAN NESS CORRIDOR  
PROJECT - FRANKLIN STREET  
FTA PROJECT NO. CA-55-0002-01**

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 P.M. on January 9, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 875 Stevenson Street, Room 420, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work is traffic signal upgrades along Franklin Street and includes furnishing and installing traffic signal wire, pull boxes and conduits; constructing curb ramps; traffic routing; and all other related work. The time allowed for completion is 380 consecutive calendar days. The Engineer's estimate is in excess of \$1,900,000. For more information, contact the Project Manager, Steven Lee at 415-558-5226.

Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

This Contract is to be financed with the assistance of a grant from the Federal Transit Administration. All work described in the Contract Documents shall be performed in accordance with Federal Transit Administration guidelines and regulations. The award of this Contract will be subject to the concurrence of the United States Department of Transportation (DOT). All Bidders

will be required to certify that they are not on the United States Controller General's list of ineligible contractors.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Small Business Enterprise (SBE) program. The SBE participation goal is **25%**. Bidder shall perform good faith efforts steps if Bidder cannot meet this goal. The HRC 10% Bid Discount is not applicable to this Contract. Call Selormey Dzikunu at 415-558-4059 for details.

A pre-bid conference will be held on **December 19, 2012, 1:30 pm**, at 30 Van Ness Avenue, 5th Floor.

Contractor shall perform not less than 20 percent of the original contract work with the Contractor's own organization.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

**Class "A or C-10"** license required at time of award.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Executive Director/CEO of Municipal Transportation Agency recommends the contract for award, and the Municipal Transportation Agency Board of Directors then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations and the Federal General Prevailing Wage Determinations of the Secretary of Labor under the Copeland Act. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

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

12/6/12  
**CNS-2416112#**  
**SMALL BUSINESS EXCHANGE**



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

**Contract No. 1972J  
(ID No. FCE13011)  
UNION SQUARE PUBLIC  
RIGHT-OF-WAY ACCESSIBILITY  
UPGRADES PHASE II**

Sealed bids will be received at 875 Stevenson St, Rm 420, San Francisco, California 94103 until **2:30 p.m. on January 9, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 875 Stevenson St, Rm 420, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices

regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work is is bulbout/curb ramp construction at the NE corner of Geary St and Powell St intersection and consists of AC grinding/paving, demolition, curb ramp/bulbout construction, base repair, drainage work, and all other appurtenant work. The time allowed for completion is 90 consecutive calendar days. The Engineer's estimate is in excess of \$405,000. For more information, contact the Project Manager, Kenneth Spielman at (415) 437-7002.

Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at (415) 558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will

receive 15 points for attending the pre-bid conference. Refer to HRC Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **December 13, 2012, at 1:30 pm**, at 1680 Mission St, 3rd Flr.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

**Class "A"** license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant

to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

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

12/6/12  
**CNS-2416216#**  
**SMALL BUSINESS EXCHANGE**



# CALIFORNIA PUBLIC LEGAL NOTICES

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR DESIGN BUILDER TEAM PREQUALIFICATION

Subject to conditions prescribed by the University of California, San Francisco (University), responses to the University's prequalification documents for a Design Build contract are sought from proposers for the following project:

#### MISSION BAY GENENTECH HALL 5TH FLOOR LAB CAV TO VAV CONVERSION

Project No.: M0552  
UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO

### PREQUALIFICATION OF PROSPECTIVE DESIGN BIDDERS:

The University's primary objective in utilizing the design build approach is to bring the best available integrated design and construction experience to this project. The University has determined that proposers who submit proposals on this project must be prequalified. Prequalified proposers will be required to have the following California contractor's licenses:

#### **B - GENERAL BUILDING AND C20 - WARM-AIR HEATING, VENTILATING AND AIR-CONDITIONING (HVAC)**

The Design Build contract will require the successful Design Builder, hereinafter referred to as "Bidder", to provide both engineering design and construction services in an occupied research laboratory. The Design Build Team must consist of the following: General Contractor (Bidder) who holds both General Contractor's Class B and C20 license and State of California licensed Mechanical Engineer of Record who is an employee of the Bidder. Furthermore the team must have control system design and integration capabilities, laboratory equipment installation, electrical and architectural capabilities and Testing and Air Balancing capabilities. The team proposed must have worked on similar projects together. The bidder must have the capability of modeling existing building conditions as well as new construction in BIM. In addition, the firm must comply with the laws of the State of California applicable to such firms. All information required herein shall be submitted within the following parameters: (1) the Proposer shall hold all required licenses; and (2) the Bidder shall be the financially responsible entity for bonding and insurance.

#### **GENERAL DESCRIPTION OF WORK:**

The project is to modify the chemical fume hood system from constant air volume to variable air volume. The project is located on the UCSF Mission Bay Campus, Genentech Hall north side of the 5th floor in the following spaces: Wet Chemistry Laboratory Room numbers N514, N516, N574, and N576 and the associated ancillary lab support rooms that adjoin the main labs. The total project area is 14,200 GSF and houses 72 constant volume chemical fume hoods.

The project site is occupied and fully operational.

The scope of work includes but is not limited to the modification and/or addition of exhaust air valves and controls, supply air valves and controls and integration with existing air handling supply and exhaust fans and the existing building management system. The Work includes new ductwork to be added and existing ductwork will be rerouted and modified as appropriate while limiting disruption to existing architectural and structural elements. The electrical scope of work is to provide power and infrastructure as needed for the new control systems. The electrical scope may also include light fixture relocations. The project modifies the existing 8" chemical fume hoods with horizontal/vertical sash combinations from constant volume operations to variable volume operation, adds zone presence sensors to fume hoods to reduce face velocity when hoods are unoccupied. The Work includes air balancing to rebalance the laboratories, support spaces and all other spaces and systems affected by the work and confirm operations at each chemical fume hood (max and min)

and labs (max and min).

The building's automation system is proprietary using the Invensys Building Systems (IBS) a Schneider Electric company. The Work includes control's configuration that requires system integration.

Bridging documents prepared by UCSF to illustrate the University's program and performance goals for the project will be provided with the proposal documents.

Design Build example projects for this prequalification will be considered to meet 'similar scope and values' if the projects include design and construction of a VAV fume hood project and associated controls involving the retrofit or installation of at least 20 fume hoods. Each example project should have a total construction cost of \$500,000 or greater at time of completion.

The estimated construction cost is approximately \$1,000,000. The maximum acceptance cost will be established when the Request for Proposal (RFP) is issued. The tentative start dates for the design and construction are as follows:

Design – start April 2013

Construction – start May 2013; 3 months duration

The start dates, durations and maximum acceptance cost will be further clarified in the RFP.

#### **UCSF PROJECT GOALS:**

UCSF is utilizing the design build approach to bring the optimal available integrated design and construction experience to this project. UCSF have identified the following goals on which this project will be deemed successful.

1. Deliver an energy efficient project with safe laboratory operation.
2. Ensure there is minimum disruption to existing laboratories during design and construction phases and maintain a functioning HVAC system with required controls during the construction phase.
3. Provide seamless air balance and commissioning phase with minimum disruption to laboratory occupants ensuring project area is properly balanced maintaining required pressurization between spaces and does not change or effect overall building pressurization.

#### **PREQUALIFICATION PROCESS**

The prequalification process will result in the selection of finalists who will be prequalified and will be issued Request for Proposal (RFP) documents for this Project. The prequalified proposers will submit price and technical proposals. The technical proposals will be scored according to an established scoring system. The price will be divided by the score to determine a price per technical point. The prequalified proposer submitting the lowest price per technical point will be the apparent low proposer for the Project.

#### **PREQUALIFICATION SCHEDULE:**

Prequalification Documents will be available beginning **December 5, 2012 at 10AM** by requesting via e-mail to [prequal@ucsf.edu](mailto:prequal@ucsf.edu) with the following information: Company name, address, phone and fax nos. Please reference Project No. M0552 in the subject line.

**An Optional Prequalification Information Meeting** will be conducted on **December 10, 2012** beginning promptly at **11AM**. Participants shall meet at **UCSF Mission Bay Campus, Mission Bay Genentech Hall Building, 600 16th Street, Room N536A, San Francisco, CA.**

Any questions or requests for clarification or interpretation of the Prequalification Documents must be submitted in writing to Conor Neville, Construction Manager – Facilities Management, UCSF Facilities Management, at email address ([Conor.Neville@ucsf.edu](mailto:Conor.Neville@ucsf.edu)) by **3:00 PM, December 12, 2012**. Questions received after the above-noted deadline may be answered at the discretion of the University.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

Prospective proposers shall submit **Four (4) sets** of the completed Prequalification Questionnaire and required attachments **in a sealed envelope identified** with the Project name, Proposer's name and address to the office of UCSF Minnesota Street, Finance Service Center, Attn: Contract Services, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94143-0894 (use 94107 if not sending by US Mail) by **3:00 PM, January 8, 2013**.

No Prequalification documents will be accepted after **January 8, 2013, 3:00 PM**. However, the University reserves the right to request, to receive, and to evaluate supplemental information after the above time and date at its sole determination.

The exact dates, times, and location will be set forth in an **"Announcement To Prequalified Proposers"** as to when the Proposal Documents will be available and when proposals will be received.

#### **PREQUALIFICATION POLICIES**

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

Proposal Security in the amount of 10% of the lump sum price proposal, excluding alternates, shall accompany each proposal. The surety issuing the Bid Bond shall be, on the proposal deadline, an admitted surety insurer as defined in the California Code of Civil Procedures Section 995.120.

Prospective proposers desiring to be prequalified are informed that they will be subject to and must fully comply with all of the proposal conditions including 100% payment and 100% performance bonds.

The successful proposer and its subcontractors will be required to follow the nondiscrimination requirements set forth in the proposal documents and to pay prevailing wage rates at the location of the work.

This project will be insured under an University Controlled Insurance Program ("UCIP") providing workers' compensation and employer's liability insurance coverage, commercial general liability insurance coverage, and excess liability insurance coverage for Work performed on or at the Project site ("UCIP Coverages"). All insurance policies required to be obtained by Proposer shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent rating by Standard and Poor's or Moody's.

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

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 REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO  
**Conor Neville**, FM Construction Manager  
(415) 476-8285  
December, 2012

City and County of San Francisco  
December 2012 Monthly

Request for Proposals (RFP) for  
Site Office Management, Outreach, and, Administrative Support to  
the Hunters Point Shipyard Citizens Advisory Committee

The Successor Agency to the Redevelopment Agency of the City and County of San Francisco is seeking qualified respondents to submit proposals for **Site Office Management, Outreach, and, Administrative Support to the Hunters Point Shipyard Citizens Advisory Committee**. Proposals will be accepted until **December 17, 2012, 4:00 p.m.** To obtain a copy of the RFP, or if you have questions, contact Amabel Akwa-Asare at (415) 749-2592 or by email at [Amabel.Akwa-Asare@sfgov.org](mailto:Amabel.Akwa-Asare@sfgov.org). The RFP is also available on the Agency's website: [www.sfgov.org](http://www.sfgov.org), in the Jobs & Contracting Opportunities section.

Mayor's Office of Housing  
Notice of Availability of Request for Proposals (RFP)

The Mayor's Office of Housing (MOH) is pleased to announce the availability of the RFP for 2013-2014 programs under the following funding sources and program areas:

- Community Development Block Grant (CDBG): Capital Projects, HOPE SF Community Building Services, Housing Development, Planning and Capacity Building and Public Space Improvements; and
- Housing Opportunities for Persons With AIDS: Capital Projects and Supportive Services and Operating Subsidies.

The RFP will be available electronically on MOH's website at [www.sfgov.org/moh](http://www.sfgov.org/moh) on **Monday, November 19, 2012. Proposals must be submitted electronically by 5:00 pm on Tuesday, December 18, 2012.** Please visit [www.sfgov.org/moh](http://www.sfgov.org/moh) for more information.

Port of San Francisco Pier 38 Rehabilitation Project  
REQUEST FOR PROPOSALS (RFP)

The Port of San Francisco is seeking submittals on proposals to rehabilitate and re-tenant the Pier 38 bulkhead structure and a limited portion of the Pier 38 shed. Contact John Doll at: [john.doll@sfpport.com](mailto:john.doll@sfpport.com)

RFP Submittal Deadline: February 22, 2013

Grants for the Arts/San Francisco Hotel Tax Fund

Support San Francisco's vibrant arts community by donating to the Voluntary Arts Contribution Fund (VACF). Since its inception in 1984, the VACF has provided \$1.2 million in vital support to hundreds of the city's most beloved arts organizations, serving every San Francisco neighborhood. Your gift will make possible important artistic programs and services, including safety improvements and facility upgrades.

Be part of why San Francisco is known around the world as an extraordinary arts destination – support the VACF. For more information, and to make a donation, visit [www.sfgfta.org](http://www.sfgfta.org) or call 415.554.6710. The VACF is a program of Grants for the Arts/San Francisco Hotel Tax Fund.

Department of the Environment

The SF Department of the Environment introduces **RecycleWhere** ([www.sfenvironment.org/recyclewhere](http://www.sfenvironment.org/recyclewhere)). Whether you're working or living in San Francisco, Palo Alto, San Jose, Contra Costa, or Alameda, the online tool **RecycleWhere** provides the latest and most convenient recycling, reuse, and disposal options for everything from plastics to couches, and much more! **RecycleWhere** is a collaboration among local government agencies to help each and every person reduce waste.

Time for an oil change? The 3,000 mile rule no longer applies to most vehicles. You can Check Your Number by reviewing your owner's manual or go to [www.checkyournumber.org](http://www.checkyournumber.org)

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

SBE Weekly Newspaper is  
ALSO in an electric version  
Visit [www.sbeinc.com](http://www.sbeinc.com)  
to download the latest SBE  
Newspaper and Newsletter



# BANKING \$ FINANCE

## Wireless terminals give you extra points of sale wherever you need them

Need some extra help for the holidays? Wireless mobile terminals, like the FD 400 and PAYware Mobile, can help you generate more sales, quickly and conveniently, right when you need it most: during your busy holiday season. Many businesses are already using mobile terminals to engage customers and give personal service throughout their stores.

Give your sales staff the tools they need to close sales quickly and efficiently:

- Add additional terminals when and where you need them
- Customers won't have to wait in long lines
- Engage customers with personal service, and increase customer satisfaction

### The First Data™ FD400 Wireless terminal

The FirstData FD 400 Wireless is a compact, ergonomically-designed, handheld wireless terminal with a touch screen interface and a full range of payment options. It's a flexible solution that can be used any time from virtually any location, on or off site, in retail stores, restaurants, taxi and limo services, takeout delivery, charity and sports events, or trade shows. 3G technology gives you multiple options to connect wirelessly, for fast data transmissions with greater coverage. A carrying case and car charger are available for sales on the move.

The FD 400 accepts credit, debit, gift cards, TeleCheck®, and electronic benefits transfers (EBT). It offers speed and security with fast, efficient information downloads, plus store-and-forward capability to help ensure card-present rates if there's no signal at time of transaction.

### The VeriFone PAYware Mobile terminal



The PAYware Mobile card reader works with your existing iPhone, and adding PAYware Mobile service to your existing merchant account is fast and easy. (Mobile access with data plan required.)

With a PAYware Mobile card encryption sleeve and the free downloadable app, you can swipe a card, capture a signature, and increase sales — securely and reliably — wherever you have a cellular signal: in the store, on the road, or at a trade show.

- For iPhone 3, 4, and iPod Touch models
- Accepts payments for Visa®, Discover®, MasterCard®, and American Express®
- Customer data is encrypted immediately when swiped
- A stylus allows signature capture
- Receipts can be emailed to customers
- Gateway access can be remotely deactivated if an iPhone is lost or stolen

Plus, it comes with VeriShield Protect which offers end-to-end security: sensitive, unencrypted cardholder data never enters the iPhone.

**Find out more about wireless terminals to help increase your sales and service capability**

**Contact your Wells Fargo Merchant Services Relationship Manager, or call 800-430-3292**

**Monday–Friday, 9 am–6 pm, Eastern Time**

Source: Wells Fargo Merchant Connect

## Small Business Holiday Checklist

A helpful checklist to help with your business planning for the holiday season

❑ **Order supplies now. Don't run out. Get free standard shipping** through 12/31/12 on payment processing supplies like roll paper for the busy holiday season. To order supplies, call Customer Service at 800-451-5817 Mon-Fri 5am-7pm PT or order online 24/7 at [www.shopmerchantsupplies.com](http://www.shopmerchantsupplies.com)

Create a new online ordering account with:  
Membership ID: Wells Membership Password: Fargo123

❑ **If you plan to add additional equipment**, like wireless mobile terminals to help increase sales, be sure to allow about 6 weeks to install, test and train.

❑ **Invest time in training.** Take time to thoroughly train your temporary seasonal employees on your terminals, to prevent costly errors, reduce chargebacks, and be alert for potential fraud. Preventing errors before they happen can save you time and money later on.

❑ **Take control and stay informed.** Sign up for Business Track online reporting at no extra charge. With Business Track, you can have immediate access to statements and transaction information 24 hours a day. To enroll in this convenient service, visit [businesstrack.com](http://businesstrack.com).

❑ **Order your business Holiday Gift Cards early!** Gift cards for your business can help bring in sales well after the holiday season is over. If you plan to sell gift cards during the holiday season:

- Place orders by 10/8 for an estimated 11/10 delivery date
- Place orders by 11/9 for an estimated 12/13 delivery date

### To place your gift card order:

- Call 800-430-3292, Monday-Friday, 9am-6pm Eastern Time
- Or contact your Wells Fargo Merchant Services Relationship Manager

❑ **Plan your strategy for high volume sales days** that are important for your business like Black Friday or Cyber Monday. Decide whether you

will offer discounts, free wrapping or shipping. Review your competitors' strategies from the previous year.

❑ **Decide how you will promote your expanded hours.** Each year, stores open earlier and stay open later — and you may not want to give up sales by not matching your competition. Review your previous years' sales.

❑ **Plan to prevent employee theft**, particularly for seasonal hires. Expanded hours and stretched supervision can expose you to having people with little personal investment in your business with opportunities to steal.

❑ **Plan your mobile strategy and social media strategy well in advance.** Up to 65% of shoppers now confirm store hours and compare products and prices on mobile devices before visiting a store. Over half your shoppers use their phones to check competitive information while they are in a store. They may also expect to use their devices to make the purchase. You'll want to respond to changing consumer shopping habits to maximize sales

Source: Wells Fargo Merchant Connect



Image Credit by:  
<http://www.searchenginejournal.com>

## Marketing ON A Shoestring

### A CUSTOMIZED MARKETING PUSH

SBE offers an effective, low cost, customized marketing campaign service that gives small businesses an opportunity to effectively present themselves to a targeted market.

### Reach your market through SBE's 4-step process

- Deliver your message through email, fax, or mail to targeted market
- Print and electronic advertising
- Telephone follow-up
- Reports

**Call us today 1-800-800-8534 for more information**





**28 YEARS OF LEADERSHIP**

**SBE has been designated as an Outreach for the City of San Francisco**

- |   |   |
|---|---|
| <p><b>2009</b><br/>Bay Area Contract Compliance Officers Association - 25 Years of Service to the Women and Minority Business Community</p> | <p><b>2007</b><br/>National Assn. of Minority Contractors of Southern CA - Minority Business Advocate of the Year</p> |
| <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>   |

"I have always had the peace of mind knowing that the Small Business Exchange has been 100% in compliance with the minority regulations from the various Owners that we bid projects with. The Small Business Exchange has a professional and competent staff and I have nothing but the highest praise for the Small Business Exchange."  
- Skanska USA Civil West  
California District Inc

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

"SBE's documentation is superb!"  
- IKON

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

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

"I know that when a representative of SBE, indirectly represents McCarthy contacts subcontractors - it is always with professionalism."  
- McCarthy Building Companies, Inc.

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

**Contact Us Today**

703 Market Street, Suite 1000, San Francisco, CA 94103  
Phone: 415.778.6250 or 800.800.8534 • Fax: 415.778.6255  
sbe@sbeinc.com • www.sbeinc.com • UCP DBE cert # 5988  
DBE Certs: CA DOT • NY DOT • New Orleans RTA

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

**TO FIND MORE ABOUT THE CALIFORNIA HIGH SPEED RAIL AUTHORITY CONSTRUCTION PROGRAM VISIT [WWW.SBEINC.COM](http://WWW.SBEINC.COM)**

<b>FIND</b>	<b>REACH</b>	<b>ADVERTISE</b>
Subcontractors, Vendors, and Suppliers	Diverse Audiences of Various Ethnicity, Race, & Gender	Sub-Bid Request Ad

SBE Newspaper boasts a weekly readership of **45,000** SBE Delivers competent, competitive, and certified subcontractors, vendors, and suppliers

**ORDER NOW**  
Toll Free: 800-800-8934  
Phone: 415-778-6250  
Fax: 415-778-6255  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://www.sbeinc.com)

You can also go to this link to download the ad order form in a PDF format: <http://tinyurl.com/98so2ld>



Small Business Exchange, Inc.

**AD ORDER FORM**

FAX completed form to (415) 778-6255

**INFORMATION TO APPEAR IN AD**

SUB-BIDS REQUESTED FROM QUALIFIED:  MBE  WBE  DBE  DVBE  OBE  LBE  UDBE

PROJECT: \_\_\_\_\_

PROJECT LOCATION: (City, County, or District) \_\_\_\_\_

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

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

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

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

CITY/STATE/ZIP \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

FURTHER DESCRIPTION OR INFORMATION: \_\_\_\_\_

AEOE

**PUBLICATION DATES** (please check publication AND indicate date(s) to run ad in the space provided):  
 SMALL BUSINESS EXCHANGE - Publishes every Thursday \_\_\_\_\_  
 SBE TODAY - Publishes every Monday & Thursday \_\_\_\_\_  
 INTERNET - [www.sbeinc.com](http://www.sbeinc.com) \_\_\_\_\_

**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.  
**CHECK IF REQUIRED:**  ORIGINAL mailed Tearsheet @ \$2.00 ea.  REDUCED mailed copy @ \$1.00 ea.  WEBSITE Audit Statement @ \$1.00 ea.