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THE SMALL BUSINESS EXCHANGE INTRODUCES NEW PROGRAMS IN 2013



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January 14, 2013**

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 KCAA 1050-AM
 5pm Mondays

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- Promote Your Business

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The Plan Room is designed to help Project Owners reach out to prospective contractors by having a program that allows contractors easier access to plans and specifications of each project for bidding purposes.

Set up fee for the plan room will be determined by the number of files uploaded. The drawings or Plans are generally uploaded as a single file meaning one drawing per file.

UNIVERSAL DIVERSITY COMMUNICATION

- A B2B DATABASE
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- INTERACTIVE VOICE RESPONSE

A Business Owner's Guide to a Happy Year: Nine "Resolutions" for Creating the Best Odds for Success in 2013

At the beginning of a new year, many business owners find comfort in performing a post-mortem of the year gone by. I'll explain why it is much more productive to look ahead at what needs to be done in the year to come.

By Bill McBean

The confetti has fallen, the ball has dropped, and the champagne has been popped—2012 is officially over, and 2013 is underway. For many business owners, that means doing a post-mortem on their businesses by looking back at what went right and what went wrong in the year gone by. The reason for doing a 2012 post-mortem is simple—it supplies an owner with current facts about their business and the market so they can use the information as they look forward and plan for 2013. I offer my advice on what you can do, starting now, to create success for *your* business this year.

When you run a business, there are always some certainties as you look into the future. In 2013, you know your best competitors will work to become better. You know your customers will demand more. You know you'll have to work smarter and harder every day to improve your bottom line. You should also know that this year brings with it new taxation and new regulations that may add expenses and affect the way you operate your business. And of course, you face the usual headaches and worries that come with the day-to-day business of *running a business*.

My new book, *i*, provides a great guide for any business owner to use year after year. As the title suggests, the book lays out seven of the most critical facts, which I consider foundational truths, for successful business owners to use to their advantage every day.

Often, entrepreneurs don't make the best planners. We are action-oriented people. But by taking a long hard look at a few critical pieces and putting a plan in place right now, you can have a much more prosperous year.

I suggest breaking down your 2013 planning into what you need to do internally—with processes, employees, *yourself*, etc.—and what you need to do externally—with customers, marketing campaigns, and so on. Below I provide a few tips:



Bill McBean author of *The Facts of Business Life: What Every Successful Business Owner Knows That You Don't*

Internal Resolutions

Evaluate your leadership. Entrepreneurs tend to be ready, fire, aim kinds of people. But the truth is, if you don't improve your leadership skills, there is little chance your business can improve. Being a great

Continued on page 2

SWIFT LEE OFFICE

Requesting subcontracting qualifications from DBE/MBE/WBE firms, or firms meeting the County of Los Angeles' CBE Program requirements for:

Project Name: RFP for As-Needed Architectural and Engineering Design and/or Design Review Services, Bid # AED7739833
Owner: County of Los Angeles
Bid Date & Time: January 17, 2013, 2:00 PM

323-257-8200 [See page 3 for the Full Ad](#)

SWINERTON BUILDERS

Requesting Sub Bids from All Qualified Subcontractors, Material Suppliers and Trucking Firms, including Small Business, Small Disadvantage Business, Woman Owned Small Business, Hub Zone Small Business, Veteran Owned Small Business, Service Disabled Veteran Owned Small Business

**JPL West Arroyo Design Parking Structure
 Jet Propulsion Laboratory, Pasadena CA ,91109
 ITB NO.RFP-AD-802499**

213.896.3407 [See page 4 for the Full Ad](#)

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified SBE, LBE and DBE companies for the following project:

Transbay Transit Center – Structural Steel Superstructure
Contract No.: 08-04-CMGC-000
Trade Package# TG07.1
SBE/DBE/LBE Goal: 24%
Bid Date: February 7, 2013 – 2:00PM

951-684-5360 [See page 5 for the Full Ad](#)

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

**African American
 Chinese
 Hispanic**

Employee or Independent Contractor: A Question of Control?

By Darryl K. Henderson, J.D.

An employee works for a company or employer. An independent contractor is self-employed.

An employer must withhold income taxes, withhold and pay FICA (Social Security and Medicare taxes), and pay unemployment taxes on wages paid to an employee. Those withholdings and taxes do not apply to the fee and expense payments made to an independent contractor.

For income tax reporting, an employee receives Form W-2, and an independent contractor receives Form 1099-MISC.

There are two primary standards used to classify workers as an employee or independent contractor:

- Common law doctrine (judicial decisions).
- IRS guidance (issued by the U.S. Internal Revenue Service).

Those two standards are often used together to determine worker classifications. Under each standard, the more "control" a company exercises over how, when, where, and by whom work is performed, the more likely the worker is an employee, not an independent contractor.

An example of common law doctrine is found in a recent decision of the Eighth Circuit Court of Appeals, *Fesler v. Whelen Engineering Company, Inc.*, No. 11-2666 (8th Cir. Aug. 16, 2012). The court ruled that to distinguish between an employee and an independent contractor, the primary focus is "the extent of control" that the employer has over the details of a person's work, while considering the following 10 factors: (1) the person's right to control the physical conduct and progress of work, except final results; (2) whether the person was on payroll; (3) the method of payment, whether by time or by job; (4) the person's obligation to furnish tools, supplies, and materials to accomplish the work; (5) the existence of a contract for the performance of a certain piece or kind of work at a fixed price; (6) the independent nature of the person's business; (7) whether the person employs and supervises assistants; (8) the time for which the person is employed; (9) whether the work is part of the regular business of the employer; and (10) the intent of the parties.

The IRS once used what was known as the "IRS 20 Factor Test". The agency has simplified the test by consolidating the 20 factors into three categories of evidence, including 7 factors. Details can be found at the IRS



Darryl K. Henderson, J.D.,
Street Articles Author

ment lawyer or the IRS. The consequences of misclassifying a worker as an independent contractor can be disruptive and expensive.

Website: www.streetarticles.com

Source: Copyright © streetarticles.com

A Business Owner's Guide to a Happy Year

■ Continued from page 1

leader begins with a self-analysis of your leadership ability. Next, you have to look carefully at what's working for your business and what isn't. Start with a post-mortem of 2012. Did you supply the business with what it needed to be successful—things like the right equipment, your focus and time, required capital, assigning responsibility and expectations, and so on? Did you have the right people in the right chairs? Are employees being paid based on what you want them to accomplish and expect from them? Did you let any bad habits slide that need to be addressed? Then, look ahead: What should you do differently this year?

Look at the leaders in your business. Are they all on the same page with you? Are you sure? Are they well trained, and do they know what success looks like? Do they get the expected results? Your answers may lead you to make tough choices. For example, just because Cynthia has been head of the customer service department for 10 years, doesn't mean she should remain in that position, especially if the job has changed due to market conditions and Cynthia isn't able to keep up.

Without effective leadership, your employees have no idea what is important, what to manage, or what success and failure look like. In order to have effective employees, your business first has to have effective leadership, and this starts with the owner.

Do a top-to-bottom walk-through of your systems and procedures. In essence, systems and procedures (processes) actually operate your business, though a lot of owners misunderstand this simple concept. Examine which processes are working, which need to be improved, and which processes are outdated and exist only because "it's the way it's always been done." For example, your inventory has to change with the market, as do your pricing policies. Inventory and pricing parameters change because what sold well a year or two ago may have little demand

today, and your competitors' pricing changes constantly and so must yours. Your systems and procedures must be able to keep up with these rapid changes. Or maybe your business has fallen into bad habits—for example, overlooking employees who don't perform as expected, or are continually negative and affect other employees' attitudes. In particular, look for inconsistencies in how employees handle tasks, especially those that directly impact customers and those that affect the data you use to make decisions about the business. These two important areas usually get overlooked.

It may not be politically correct to say so, but if you're not controlling your procedures and processes, you don't really "own" your business. You're just a spectator watching others play with your money. Great procedures and processes need controls, and these controls in turn create great results and skilled employees. In 2013, rededicate your business to upholding important processes, and your understanding that processes operate your business—and employees operate the processes.

Kick off a cost-cutting, gross-profit-building mission. This is a powerful weapon for an owner. Look for ways to increase gross profit and cut costs as they have a dramatic positive effect on profits and cash flow. For example, look for easy "to bolt on" gross profit opportunities, and get creative when looking at your costs.

Don't assume that you know how much things are costing you, or that your employees are reacting to new sales opportunities. Take a good look at your books. And know that sometimes you don't have to make cuts; you simply need to renegotiate vendor contracts. For example, maybe you can save money on shipping by renegotiating rates with your shipping company. Or get a discount in purchase for early payment. Ask yourself: What expensive mistakes did we make last year? How can we avoid them this year? And what

can we do to increase bottom line profits and increase cash flow?

I'm not recommending knee-jerk reactions like massive layoffs or switching to inferior-quality materials. Don't cut out the wrong things, but do look for smart, well-thought-out ways to save money and start building up your cash cushion and profits. We all have heard "Cash is king" and it is, especially when it's there when you need it.

Re-engage employees. In this economy, you need employees who care about your business as much as you do. And that's what you get with engaged employees. Engaged employees are energized. They handle problems on their own and actively look for ways to improve the business.

So how do you get engaged employees? Show them you care. Sometimes it's as simple as saying "thank you" for a job well done either verbally, with a handwritten note, or with a handshake with \$20 attached. Or you might allow them to take a paid afternoon off and give them movie passes. One thing that worked well for me in my businesses is supporting the activities my employees' kids were involved in. Also, make sure your employees have what they need to stay engaged. For example, eliminate the frustrations in their

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CALIFORNIA SUB-BID REQUEST ADS

PTEI request SOQ's from MBE/WBE for
LADWP's Owner's Representative Services for OTC Disablement Projects RFP.
 Send SOQ's to vrojas@ptei.net by 1/14/2013. Specs/plans and assistance for bonds & insurances are available by contacting our office.

Power-Tech Engineers, Inc

355 South Lemon Ave Suite A • Walnut CA 91789 • (909)595-5314 Office • (909)595-5394 Fax

**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 January 29, 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

Requests for Certified Small Business, DBE, WBE, HUBZone, Veteran-Owned Small Business & SDVOSB and all other Business Enterprise Subcontractor and/or Supplier Quotes:

**Owner: USACE – Sacramento District
 Project Name: Phase IV Folsom Joint Federal Project
 Project Number: W91238-13-R-0001
 City, California: Folsom, California
 Bid Date: February 8, 2013 @ 4:30 P.M.**

**Subcontractor and Supplier Quotes are due NO LATER THAN Tuesday, January 29, 2013.
 Kiewit requests the receipt of quotes completed on our supplied RFQ sheets.**

Request sub quotes for (but not limited to): Administrative Personnel, Aggregate Supply, Aggregate Surfacing, Asphalt Paving, Asphalt Supply, Barrier Rail (MBGR), Expansion Joints, Dry Blasting and Underwater Blasting, Concrete & Cement Supply, Concrete (Structural), Concrete Curb & Gutter, Concrete Pumping, Concrete Reinforcement Supply & Install, Concrete Work, Dewatering, Drainage, Drainage Culverts, Drug Testing, Electrical, Engineering, Environmental, Erosion Control, Falsework/Scaffolding, Fencing & Gates, Fuel Supply, Geotechnical Services, Hazardous Mat Management/Remediation, Hydroseeding, Landscaping, Lumber/Form Supply, Materials Testing (Laboratory) /Quality Control, Misc. Metal Supply, MOT Contractors/ Traffic Control, MOT Supply, Noise/Vibration Monitoring, Office Equipment, Office Supplies, Pipe Supply, Quality Assurance, Roadway Grinding & Milling, Rock Bolt/Rock Slope Stabilization, Safety Professionals, Safety Supplies, Sanitation Facilities, Signage, Site Security, Street Sweeping, Striping, Support of Excavation, Surveying, SWPPP, Temporary Power, Trash Service/Waste Disposal, Tree Removal, Trucking & Hauling, Utility Relocations, Water Truck, Waterway & Marine Construction.

IMPORTANT: The USACE has determined that all contract documents for this project are secured and cannot be shared outside your company. Request access to the Plans and Specifications as stated below.

To receive access to the contract documents it is required that interested bidders submit a request on company letterhead to Mr. Matthew Hancsarik via email at matthew.p.hancsarik@usace.army.mil with a CC to Anna Cayanan at anna.cayanan@usace.army.mil. This letter shall contain your formal request for access to the RFP documents and it should also indicate 2 emails the USACE can use to send you links for access to the documents. Once this request is received, log in instructions to the database will be provided.

All general inquiries to Kiewit should be directed to DBE Coordinator Mark Davidson at (707) 439-7381. 100% performance and payment bonds are required for this project.



KIEWIT INFRASTRUCTURE WEST CO.

Lic. #433176

Attn: **Mark Davidson** • Email: mark.davidson@kiewit.com

4650 Business Center Drive • Fairfield, CA 94534 • Phone: (707) 439-7300 • Fax: (707) 439-7301

An Equal Opportunity Employer

Requesting subcontracting qualifications from **DBE/MBE/WBE** firms, or firms meeting the **County of Los Angeles' CBE Program** requirements for:

Project Name: RFP for As-Needed Architectural and Engineering Design and/or Design Review Services, Bid # AED7739833

**Owner: County of Los Angeles
 Bid Date & Time: January 17, 2013, 2:00 PM**

A copy of the RFP can be provided upon request or downloaded at <http://dpw.lacounty.gov> Qualifications are requested for those disciplines enumerated in Articles 2.2 and 2.3 of the RFP. For information on bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

Swift Lee Office

Swift Lee Office, 1329 Colorado Blvd. • Los Angeles, CA 90041
 TEL 323-257-8200 • FAX 323-257-8276
 Contact: Nathan Swift

Sukut Construction, Inc.

Is requesting sub-bids from qualified MBE/WBE/OBE/SBE/LBE/DVBE subcontractors, suppliers, manufacturers, & truckers for the following (but not limited to) work:

Plastic Duct Bank, Dewater, Abandon Wells, Concrete Pavement, Minor Concrete, Retaining Wall, Articulated Block Revetment System, Rebar, Rock Slope Protection, Hydroseed, Remove Facilities, SWPPP, Quality Control Testing, Survey, Cement-Treated Base (Plant-Mixed, Class A), Aggregate Base, Geocomposite Drain, 18" HDPE, Ready Mix Concrete, Filter Sand, Drain Gravel

**Contra Costa County Public Works Department
 Contra Costa County Flood Control and Water Conservation District**

**UPPER SAND CREEK BASIN
 Project No. 7562-6D8518-10
 BID DATE January 29, 2013 @ 2:00 p.m.**

Sub & Supplier Bids Due Prior



Sukut Construction, Inc.

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: **Jerry Pabbruwee**

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: jpabbruwee@sukut.com

Plans and Specifications are available for viewing at our office – call for an appointment – or at C.C. County Public Works Dept. 255 Glacier Drive, Martinez, CA 94553 and are available for purchase through Owner at www.cccounty.us/pwprojects. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the public agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, Inc. An Equal Opportunity Employer

BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS FROM ALL QUALIFIED SUBCONTRACTORS AND SUPPLIERS, INCLUDING MBE, WBE, AND SBE FIRMS FOR THE FOLLOWING PROJECT:

**Danville No. 1 Pumping Station Improvements
 (Specification 2054)**

**OWNER: East Bay Municipal Utility District (EBMUD)
 BID DATE/TIME: January 16, 2013 – 1:30 PM**

Qualified Subcontractors and Suppliers, including MBE, WBE, & SBE firms, wanted for the following items, including, but not limited to: **Demolition, Lead/Asbestos Abatement, Pump Motor Replacement, Structural Steel Framing, Grating and Handrails, Mechanical Valves and Piping, Painting, Instrumentation, Bridge Crane**

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms.

Plans available for viewing at:

Blocka Construction, Inc.

4455 Enterprise Street, Fremont, CA 94538

Contact: **Lori Magruder**

Email: lmagruder@blockainc.com

P: 510-657-3686; F: 510-657-3688

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 With the Small Business Exchange Diversity Outreach Services
 Visit www.sbeinc.com and/or call 800-800-8534 for more information**

CALIFORNIA SUB-BID REQUEST ADS



Requesting Qualified, Certified, DBE Subcontractors and suppliers
County Project # C00028,

Porter Creek Road Bridge Replacement Project, In Sonoma County, Bids 1/17/2013

Services needed: This is a heavy highway project with the typical items of work associated. Myers and Sons Construction is requesting quotes from all qualified subcontractors, trucking firms and suppliers including certified UDDBE/DBE/SBE/DVBE firms for the following types of work, including but not limited to: **Prepare Water Pollution Control Program, Temp Erosion Control, Temporary Concrete Washout, Construction Area Signs, Traffic Control System, Type III Barricade, Striping And Markers, Portable Changeable Message Sign, Temporary Flashing Beacon, Temporary Railing (Type K), Alternative Temporary Crash Cushion, Mbgr, Underground, Dirt Work, Structure Ex And Backfill, Ab, Concrete Barrier, Electrical, Bridge Removal, Clearing And Grubbing, Roadway Excavation, Shoulder Backing, Erosion Control, Class 2 Aggregate Base, Hot Mix Asphalt, Rebar**

Requirements: 100% Performance and payment bonds may be required for the full amount of the subcontract price. Subcontractors must possess a valid contractor's license, current insurance and worker's compensation coverage meeting Myers and Sons Construction's requirements. Subcontractors will be required to sign the standard Myers and Sons Construction Subcontract Agreement. Quotations must be valid for the one hundred and twenty (120) days after the specified Contract Award Date by the Owner. Plans and Specifications are available for viewing at our Sacramento office. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies or visit our website at our website www.myers-sons.com for more information. Myers and Sons Construction intends to work cooperatively with all qualified firms seeking work on this project. Myers and Sons Construction is signatory to the Laborers, Carpenters, Cement Masons and Operating Engineers.

Myers and Sons Construction, LP

2554 Millcreek Dr. • Sacramento, CA 95833
 Phone: 916-649-4504 • Fax: 916-920-2246

Contact: Clinton Myers • Email: cwmyers@myers-sons.com

Myers and Sons Construction is an equal opportunity employer.

Requesting sub-bids from qualified
 MBE/WBE/DBE Subcontractors and Suppliers

J.F. Shea Construction, Inc. is bidding this project and solicits your participation in preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: **DEMOLITION, AC PAVING, READY-MIX CONCRETE, REINFORCING STEEL, MISCELLANEOUS METALS, PAINTING & COATINGS, EQUIPMENT, ELECTRICAL AND INSTRUMENTATION**

Turner Basin 1 Turnout Installation & Drop-Inlet Modification and Turner Basin Recharge Improvement

Location: Ontario, CA

Owner: Inland Empire Utilities Agency

Estimated Cost: \$1,250,000

Bid Date: January 24, 2013 @ 2:00 P.M.

J.F. Shea Construction, Inc.

(An Equal Opportunity Employer)

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

Phone: 909-595-4397 • Fax: 909-444-4268

Contact: Lori Olivas

Plans are available from: Free download via TheNetwork,
<http://www.govbids.com/scripts/TheNetwork/member/login/Default.asp>

Plans may also be viewed at the Dodge News Plan Rooms and at
J.F. Shea Construction offices,
 667 Brea Canyon Road, Suite 30 • Walnut, CA 91788

Bidders are required to read and understand owner's requirements including warranty requirements. Bidder's or manufacturer's standard warranties will not be accepted unless they comply fully with owner's requirements.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/DBE firms and intends to utilize the lowest responsive bidder.

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
County of Sonoma - Porter Creek Road Bridge Replacement Project
Project No. C00028

Location: Sonoma County, CA

Bid Date: January 17, 2013 @ 2:00 PM

McGuire and Hester is seeking trades for the above referenced project in the following: SWPPP, signs, fencing, cold plane AC pavement, lead compliance plan, AC paving, wood sound wall, concrete hand railing, crash cushion, concrete, barrier, striping, electrical, hydroseeding, prestressing cast-in-place concrete, bridge removal/demolition, joint seal, rebar, and CIDH piles.

McGuire and Hester will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Assistance in obtaining DBE certification is available, as well as plans and specifications for viewing.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: 510-632-7676 • Fax: 510-562-5209

Contact: Keith Ones

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SWINERTON BUILDERS

Requesting Sub Bids from All Qualified Subcontractors, Material Suppliers and Trucking Firms, including Small Business, Small Disadvantage Business, Woman Owned Small Business, Hub Zone Small Business, Veteran Owned Small Business, Service Disabled Veteran Owned Small Business

PROJECT INFO:

Project Name: JPL West Arroyo Design Parking Structure

Jet Propulsion Laboratory, Pasadena CA ,91109

ITB NO.RFP-AD-802499

BID DATE: February 7th,2013

OUTREACH GOALS

Outreach Goals for all types of Business Concerns 46% Small Business Concerns 25%

Small Disadvantage Business 4%, Woman Owned Small Business 6%

Service Disabled Veteran Small Business 3% Veteran Small Business Concerns 5%

Hub Zone Small Business Concerns 3%

DESCRIPTION

Demolition of existing Arroyo Loop Road, West Arroyo Parking lot, Building 322, Modular Offices 1714/1715, and East Arroyo Parking lot. Construction of a new four (4) level parking structure.

REQUIRED TRADES:

Demolition, Earthwork, Site Utilities, Asphalt Concrete Paving, Site Concrete, Concrete Reinforcing Steel, Landscape & Irrigation, Roofing , Structural Steel, Metal Decking, Miscellaneous Metals, Metal Stairs, Water Proofing, Painting, Flashing & Sheet Metal, Metal Door Frames, Fencing, Signage, Elevators, Fire Protection, Plumbing, HVAC, Electrical, Ceramic Tile, Striping, Modular Retaining Wall,

NAICS CODES

238910, 237990, 237130, 237310, 238910, 332312, 561730, 238160, 238120, 238170, 332322, 332323, 238390, 238320, 332321, 332321, 238990, 339950, 333921, 423990, 238220, 238220, 238210, 327122, 237310, 238110

PRE-BID MEETING – OUTREACH MEETING

There is an optional pre-bid meeting being held to the public on **Thursday January 17th , 2013.**

Location: Pasadena Public Library (Donald Wright Auditorium)

285 East Walnut Street, Pasadena CA, 91101

Please Do Not Park In Library Parking Lot

Parking Is For Library Guests Only

Registration: 9:30 am / Program: 10:00 am – 12:00pm

BID DOCS

Plans will be available after January 17th,2013. If interested, please contact:

Logan O'Brien via email: lobrien@swinerton.com phone: 213.896.3407 or fax: 213.896.0027
 Plans and specifications are also available for review and take-off at Swinerton Builders LA office

located at 865 S. Figueroa St, Suite 3000, Los Angeles, CA 90017

Subcontractors over one million must furnish a safety subcontractor plan

An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE subcontractors and supplies for the following project:

Dorsey Drive Interchange Project No. 05-20

City of Grass Valley – Department of Public Works

Engineer Estimate: \$14,000,000

DBE Goal: 6% - 250 Working Days

Bids: January 22nd @ 3:30 PM

Certified DBE firms are encouraged to provide a quote to RGW for all items of work listed on the bid list, particularly these: AC Dike, Cold Plane, Electrical, Fence, Erosion Control, Rebar, Signs-Structures, Striping/Markers, Surveying, Soundwall/Masonry Precast, Joint Seal, Raise Iron-Utilities, Concrete Barrier, Demolition/Bridge Removal, Fabric and Oils, Guard Rail, Landscaping, Post Tensioning/Pre-stressing, Clear and Grub, Roadside Signs, Precast Concrete Girders, CIDH Piles and Trucking.

RGW is willing to break out any portion of work to encourage DBE participation.

Scope of Work: Construction of a full interchange at Dorsey Drive and State Route 20/49, bridge widening, auxiliary lanes and improvements on Dorsey and Joerschke Drives.

RGW Construction, Inc.

Contractors License A/B 591940

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

Plans and Specs are available to view and copy at our office or from the City of Grass Valley, Engineering Division, 125 E. Main Street, Grass Valley, CA 95945. Plans may be downloaded free of charge from: <http://www.cityofgrassvalley.com/services/departments/engineering/overview.php>

Contact **Derrick Woods 925-606-2400** for any questions, regarding bonding, lines of credit, insurance or material & supplier information. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

An Equal Opportunity Employer

CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

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

For Construction on State Highway in San Bernadino County near Essex at Van Winkle Wash Bridge District 08 on Route 40
Contract No.: 08-0N5904
Bid Date: January 17, 2013 – 2:00PM

Quotes requested for supplies and services including, but not limited to: 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, Cold Place Concrete Pavement, Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Backfill, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, CIDH Concrete Piling, Structural Concrete (Bridge), Minor Concrete, PTFE Bearing, Bar Reinforcing Steel (Bridge), Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Furnish and erect Precast Bulb-Tee Girder

Plans and Specifications are available for view at our main office in Riverside or at the California Department of Transportation by calling 916/654-7028.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. 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 Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska is an equal opportunity employer.

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
 Ph: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Ken Epps • ken.epps@skanska.com

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified SBE, LBE and DBE companies for the following project:

Transbay Transit Center – Structural Steel Superstructure
Contract No.: 08-04-CMGC-000
Trade Package# TG07.1
SBE/DBE/LBE Goal: 24%
Bid Date: February 7, 2013 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside, or at www.transbaytransitcenter.org

Quotes requested for supplies and services including, but not limited to: Structural Steel, Bearings, Expansion Joints, Studs, Stay-in-place Forms, Welding, Trucking, Porta Sans, Fencing, QA/QC, Security, Surveying, Sound Monitoring,

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.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 925098
 P: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Huriel Gonzalez • Email: huriel.gonzalez@skanska.com

Requesting Sub-Bids from Qualified MBE/WBE/OBE Subcontractors/Vendors for:

CONSTRUCTION OF OWENS VALLEY WELL MODIFICATION PROJECT
Los Angeles Department of Water and Power
Bid Deadline: January 18, 2013 at 2:00pm

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

Weber Water Resources, LLC

Jeffery Wold, Sr. Project Manager

3200 Guasti Road, Suite 100 • Ontario, CA 91761 • Cell: (480) 229-0738 • Fax: (480) 961-1141
jwold@weberwaterresources.com

James E. Roberts-Obayashi Corporation
 is seeking proposals from all interested subcontractors and suppliers for the:

2175 Market Street Project
Project Loc.: 2175 Market St. (at 15th Street)
San Francisco, CA 94107
Bid Date: January 29th @ 2:00 P.M.
Start Date: March 2013 (17 month duration)

This project includes 88 market rate rental units over garage/retail spaces. Construction is two levels of Type I concrete with 5 stories of Type III wood frames above.

This is a prevailing wage project.

This project also includes LBE subcontracting goals and First Source hiring requirements.

If interested in bidding this work please contact Jason Doyle via email @ jasond@jerocorp.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 the project procurement website: www.usa.skanska.com/I805North

Bid Packages available are: Striping, Grinding, Sawcutting

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site. If you need assistance, please contact Dave Sharpnack at 951-684-5360. UDBE and Non-UDBE subs are encourage to participate.

Skanska is an Equal Opportunity Employer



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

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

Requesting bids from: SBE/DVBE subs/suppliers
Project: State of California, Department of General Services/ Riverside Campus
Project Department of Education California School For The Deaf
Project # Work Items: 124637, 120302, 122190 & 122192
Project Address: 3044 Horace St., Riverside, CA 92506
Bid Date: January 31, 2013 @ 2:00 PM

SCOPE OF WORK: The project consists of: Construction of four different buildings. Each building has its own set of plans and specifications and will need to be priced separately. Please note spec 007300 for scheduling and phasing requirements. Bldg 1) Renovation of Academic Support Cores and Construction of a New Bus Loop, Bldg 2) Construction of New Career and Technical Education Complex and Service Yard, Bldg 3) Renovation and construction of the Kitchen and Dining Hall, Bldg 4) Construction of New Gymnasium and Pool Center. All buildings have associated sitework.

TRADES: Survey, HAZMAT, Demo, SWPP, Earthwork, Fencing, Site Concrete, Site Utilities, AC Paving, Asphalt Striping, Landscaping, Concrete, PreCast Concrete, Concrete Formwork, Rebar, Masonry, Structural Steel, Misc. Steel, Metal Deck, Finish Carpentry, Rough Carpentry, FRP, Sheet Metal, Insulation, Roofing, Waterproofing, Joint Sealers, Firestopping, Doors, Glazing, Painting, Flooring, Tile, Drywall, Acoustical Ceilings, Plaster, Projectors, Window Treatments, Toilet Partitions/Accessories, Signage, Lockers, Pest Control, Corner Guards, Fire Extinguisher, Misc. Specialties, Food Service Equipment, Swimming Pools, Fire Protection, Plumbing, HVAC, Fire Alarms, Electrical, Voice Data, Security Surveillance and Television Systems, Etc.

PREVAILING WAGE RATES APPLY.

WEO is an Equal Opportunity Employer. If SBE/DVBE bidders need assistance regarding bonding, insurance, or equipment please feel free to contact us prior to the bid date. Plans/Specs Availability: Plans and Specs are available on CD, viewing in our Planroom and at www.bidmail.com - please contact kpatlan@weoneil.com for access.



W.E. O'Neil Construction Co. of California
 9485 Haven Ave. • Rancho Cucamonga, CA 91730 • Ph: 909-466-5300 • Fax: 909-466-0643
 Contact: Kristi Patlan

WE ARE AN EQUAL OPPORTUNITY EMPLOYER



Senator Price Voted "2012 Senate Small Business Legislator Of The Year" By California Small Business Association And Roundtable

Senator Curren D. Price, Jr. has been recognized by the California Small Business Association and the California Small Business Roundtable for his strong record of advocacy for small businesses in the California Legislature, receiving their coveted "2012 Small Business Legislator of the Year" award.

The prestigious honor, inaugurated in 1995, has been awarded to a prestigious list of California legislators who have "demonstrated leadership of behalf of small business." "We would like to applaud Senator Price for his continued support of small business before the Legislature," said Betty Jo Toccoli, President of the California Small Business Association. "The small business community can always count on Senator Price to promote policies that help small businesses thrive in California."

Specifically the association cited these reasons for Senator Price's selection:

- **Small Business Advisory Council:** Price partnered with CSBA to hold an advisory council in his district and was responsive to small business leadership.
- **Small Business Platform/Awareness:** Price's office considers small business an important constituency by honoring small business owners in his district.
- **Legislation:** Price authored small business bills and assisted small businesses in securing amendments on small business issues.
- **Access and Availability:** Price's staff was accessible, enthusiastic and informed on the importance of collaboration between Sen. Price and CSBA/CSBR.

Senator Price has been the recipient of numerous business awards including:

- The "Freedom Fighter of the Year" award from the California Disabled Veteran Business Alliance for his "strong leadership and support to California Veterans and Disabled Veteran Entrepreneurs, 2012"
- Small Business Advocate Award from the Greater Los Angeles African American Chamber of Commerce (GLAAAC) in 2010
- Small Business "Champion Award" from the Sacramento Black Chamber of Commerce in 2011
- The President's Award, California Black Chamber
- Legislator of the Year, California Dental Association, 2012
- Artistic License Award, Arts Council and California Lawyers for the Arts
- President's Award, California Association of Museums 2011
- Glass Award, Honorary Lifetime Member, California Black Chamber, 2010

Senator Price is a strong advocate for creating new opportunities for small business enterprises and has authored legislation to increase opportunities for small businesses to compete for state contracts and offer incentives for creating new jobs. He has held small business and economic development forums and town halls in his district since being elected to the Legislature in 2006.

The Senator's passion to serve his constituents, the public, and California small businesses leads him to host many events. For example, last year, he hosted a Small Business Access to Capital and International Trade Forum as well as an event to explore opportunities and disparities in State Contracting, including the multi-billion dollar major California High Speed Rail project.

In previous years, he held a Small Business Empowerment Expo of key business leaders to discuss the survival of small businesses; a series of town hall meetings on major issues impacting the state, and hosted one of the largest regional job fairs in the state, with over 3,000 attendees, including more than 50 employers offering several hundred jobs. He also sponsored a major Southern California Economic Recovery Summit, consisting of business executives, labor leaders, economists, academicians, and civic leaders, to discuss economic development and the creation of new jobs in Los Angeles.

Emphasizing his commitment to developing international trade opportunities with sub-Saharan Africa, Senator Curren D. Price, Jr. has co-hosted the African Diaspora Marketplace Road Show (ADM), an informational forum that educated interested parties about a business plan competition and financial support available for businesses seeking to develop innovative enterprises on the African Continent.

Website: <http://sd26.senate.ca.gov/>

California Attorney General Kamala D. Harris Administers Oath of Office to Supervisor London Breed

Former Executive Director of the African American Art and Culture Complex Pledges to bring Independent Leadership to City Hall, Prioritizes Community

California Attorney General Kamala Harris administered the Oath of Office to Supervisor London Breed in front of a standing room only crowd of over 500 community members, elected officials, and District 5 residents in San Francisco City Hall's South Light Court. In attendance were Mayor Ed Lee, Former Mayor Willie Brown, State Senator Leland Yee, as well as many of her fellow Board colleagues and other city officials.

Supervisor Breed, 38, was elected on November 6, 2012, to represent the Fifth District on San Francisco's Board of Supervisors. The Fifth District includes, among other neighborhoods, Haight Ashbury, Fillmore, Western Addition, Japantown, Inner Sunset, Cole Valley, and Hayes Valley.

Amelia Ashley-Ward, mentor to Supervisor Breed and publisher of the Sun Reporter Newspaper, served as Mistress of Ceremonies, introducing Jarie Bolander to offer the opening prayer and Beronica Zelaya to sing the National Anthem.

Supervisor Breed's address highlighted her upbringing in District 5, as well as her first hand knowledge of the issues impacting the District every day:

"I grew up in the Western Addition. When I was a kid I lived in Plaza East public housing just a mile away from here. And I can tell you back then it was no walk in the park, and over 18 years later since my family and I were displaced, it still isn't. I know firsthand what it is like to grow up in a community rocked by violence, held down by unemployment, held back by neglect. I've lost friends; I've lost family, to gunfire's, to drugs, to hopelessness," Breed said.



London Breed, Fifth District on San Francisco's Board of Supervisors and **Kamala Harris**, California Attorney General

She continued, "I can tell you what it is like to try to do your homework when people are arguing outside your window. I can tell you what it is like to try to share a family meal only to be

Continued on page 10

SMALL BUSINESS EXCHANGE RADIO TALK on KCAA 1050 AM



**You'll find
valuable resources like:**

- Forms
- Contract listings
- SBA Resource information
- Certification Requirements
- Certification Assistance
- Marketing articles, workshops,
- Ad space to promote your certified status
- Inclusion in our Nationwide Database
- Comprehensive Bid opportunities
- Online Plan room
- Complete Diversity Outreach Services

**Supporting
Business Opportunities...**

For over 28 years, the Small Business Exchange Inc. has been a central location connecting small, minority-owned, women-owned and disabled veteran-owned, HUB Zone or DBE businesses with Prime Contractors and Agencies needing their services.

SBE creates links between buyers and sellers, so everyone wins. With print, online, and now on-air resources, Businesses can find potential partners, and access resources on marketing, Certification, and Contract opportunities

With access to the largest non-public database in the nation of over 500,000 businesses in the construction, commodities, business services, and professional services industries, we can help businesses find the Subs they need to make sure they meet diversity goals and comply with contract requirements.

Since Small Business Exchange is a recognized trade/focus publication, many companies advertise in the Print or Online Marketplace as an integral part of growing and protecting their business.

**Whether you're a Small business
looking for more opportunity,
or a Prime Contractor
not willing to risk a Fine...**

**The Small Business Exchange has
the resources you need to succeed.**

**Increase Your Visibility, And Learn How
to Participate in Contracts Worth Millions**

- Call us today to get started!

In Addition to Your Print Advertising, Radio Visibility Offers:

- A new audience you may not reach otherwise—local, and interested in area resources
- Your sponsorship inclusion with up to the minute programming information of value
 - Alignment with programming targeted to your exact prospects
 - Multi-media positioning to supplement any print or online advertising you may be doing
 - An opportunity to showcase your company in the content of the programming
 - A chance to take a leadership role in maximizing the many opportunities the industry offers—new projects, new contracts, new partnerships.

To Advertise Your Business please call
1-800-800-8534 and ask for
OTIS JACKSON
or email your ad to us at
sbe@sbeinc.com
Website: www.sbeinc.com

“Bringing Business To You...”

Upcoming Program Topics:

The new opportunities in the Construction industry as a result of additional project funding, and infrastructure expansion means there is a lot of news to share about how to be prepared to capitalize on the billions of dollars of contracts to be released in the coming years.

On “Bringing Business To You” you’ll hear in-depth discussions of topics like:

- **Changing Federal Regulations**—what do they mean for your business?
- **Partnering**—how to connect with other businesses to maximize your success
- **Technology tools**—how to streamline your business for better results
- **Be Prepared to Win**—how to position your business for success
- **Commercially Useful Function**—how to make sure you’re in compliance
- **Certification Basics**— how to make sure you’re qualified to participate
- **Finding opportunities**—resources you can use to identify your greatest potential wins

Business Resources...Creating Results and Revenue

Over the years, SBE has built an increasingly comprehensive selection of resources you can use to grow your business.

Our experts can help identify the best solutions for your business—whether you’re a small business looking for opportunity, or a Prime Contractor eager to find qualified subs for your projects.

Through consistent use of our publication, our online resources, and now our radio programming, you’ll have access to the latest information, and tools to streamline your processes, and help you reach your goals faster, easier, and more cost effectively.

KCAA 1050AM Inland Empire / Los Angeles News and Information Resources

In addition to visibility as part of our local presence with our ‘offline’ publication, and our ‘online’ website, we now also offer businesses the chance to sponsor our ‘on air’ radio program on KCAA 1050AM—aired every Monday at 5pm, in the heart of drive time.

Recognized for both its local coverage, as well as its NBC News affiliation, the station reaches a diverse, mature adult listener base eager to know what’s ‘news’ in their area.

Our program offers a focus on the local business community, featuring industry experts and major Prime Contractors, and will highlight current and future Contract opportunities on projects throughout the Region.

Your support of the program will showcase your business, and provide a unique opportunity to participate in our business promotional platform.

**Take part in the Construction
industry’s amazing opportunities
in the largest market in the nation.**

Radio Visibility Means Business!

In today’s environment, it’s more challenging than ever to meet contract goals. Imagine facing a protest on a contract you’ve just won, on grounds that your outreach efforts were lacking.

Most Primes fear non-compliance that can result in losing a bid, or worse, facing fines or liquidated damages. With more protests, and changing regulations, it’s a very real threat.



CALIFORNIA PUBLIC LEGAL NOTICES



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2013-FT-8, Larkspur Ferry Terminal Parking Lot Improvements**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, February 5, 2013, at 2:00 p.m., PST**, at which time bids will be publicly opened and read.

This Public Works Project consists of, in general, repaving and striping of the existing parking lot and perimeter road and related work items within the existing asphalt concrete parking and perimeter road areas for the Larkspur Ferry Terminal located at 101 East Sir Francis Drake Boulevard, Larkspur, CA..

A non-mandatory pre-bid conference will be held at the Larkspur Ferry Terminal Administration Building, 101 East Sir Francis Boulevard, Larkspur, CA on **Tuesday, January 22, 2013, at 10:00 a.m., PST**.

This is a Public Works contract. Bidders bidding as the prime contractor shall possess a valid **State of California Class A General Engineering Contractor's License**. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades.

District reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding procedure. No Bidder may withdraw its bid for a period of ninety (90) days after the date of opening bids.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress payments (retention) during the Project.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. The prevailing wage rates established by the California Department of Industrial Relations can be viewed at the District's Engineering Office, and are available at <http://www.dir.ca.gov/DLSR/#PWD>.

To inspect and obtain Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2013-FT-8. Bid Documents are also available from the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, 94129-0601 by telephone at (415) 923-2223, or by e-mail at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013. There is a non-refundable purchase price of fifty dollars (\$50) for hard copies of the Bid Documents. Full sized Contract Plans, not available for download, will be available for purchase upon request for an additional fifty dollars (\$50).

/s/ Janet S. Tarantino, Secretary of the District
Dated: January 10, 2013

1/10, 1/17/13
CNS-2428737#
SMALL BUSINESS EXCHANGE

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ANNOUNCEMENT TO PREQUALIFIED DESIGN BUILDERS AND ADVERTISEMENT FOR BIDS

MB HDFCRB 4TH FLOOR BUILD OUT
Project No.: M9474 / Contract No.: DB0017
UNIVERSITY OF CALIFORNIA, SAN FRANCISCO

Proposal Documents will be available beginning January 8, 2013 at 10:00 AM and can be purchased from UCSF Documents, Media & Mail:

Log into <http://www.cpfm.ucsf.edu/contracts/index.htm> Click on the UCSF Documents, Media & Mail button (Use the same website above to view complete Advertisement).

Only prequalified proposers will be allowed to submit a Proposal. The following proposers have been prequalified to submit a proposal.

DESIGN BUILDERS

Herrero Contractors, Inc.
Level 10 Construction
XL Construction Corporation

Sealed proposals are to be received on **January 28, 2013 at 3:00 PM** and opened at **3:05 PM** at Campus Life, Facilities & Administrative Service FAS Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343.

DESCRIPTION OF WORK:

The Design Build Team shall design and construct an interior build-out of the 4th floor of a building completed in 2009, approximately 22,000 gross square feet. This project will house offices and L-occupancy research (wet) laboratories for faculty working in the Helen Diller Cancer Research Building on the UCSF Campus Mission Bay location. The existing building is a five-story building, and all other floors are built-out and fully occupied. The fifth floor above this project is an occupied Vivarium. The third floor is occupied by a similar wet laboratory & office configuration to this project.

Maximum Acceptance Cost: \$12,600,000

Target Contract Amount: \$12,100,000

The Bidding mode will be a Design Build contract. Selection shall be based upon a "best value" approach which will be calculated on a "cost per point" basis. The proposer with the lowest cost per point "Best Value" will be selected by the University as the lowest responsible proposer.

CONTRACTOR'S LICENSE:

B - GENERAL BUILDING



SAN FRANCISCO HOUSING AUTHORITY

REQUEST FOR QUOTES AS NEEDED LEAD-BASED PAINT AND ASBESTOS CONTRACTOR SERVICE SAN FRANCISCO HOUSING DEVELOPMENTS Solicitation No: 12-620-QTE-041

The San Francisco Housing Authority will receive sealed quotes for as needed hazardous material abatement contractor services at San Francisco Housing Developments. Scope of work requires an asbestos and lead based paint abatement Worker and supervisor.

Responses are due at 1815 Egbert Avenue, San Francisco, at 5:00 P.M. on Thursday, January 24, 2013. To obtain a set of the QTE Document, please download at: <http://www.sfha.org/Procurement-bids.html>

For download questions, please contact Ms. Brenda Moore, at (415) 715-3170, e-mail moorebr@sfha.org. For Technical questions, please contact Project Manager, James Mark, at 415-715-5940.

Request for Proposal Calero and Guadalupe Dams Seismic Retrofits Project



Who: Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of, and providing wholesale water reliability to, Santa Clara County's 1.8 million residents.

What: The water district is soliciting proposals from consultant firms to provide planning and environmental professional services for the Calero and Guadalupe Dams Seismic Retrofits Project. This project will remediate seismic deficiencies at Calero and Guadalupe Dams. The consultant will be responsible for the development of and preparation of planning study documents, including the Problem Definition Report, Planning Study Report and environmental (CEQA) documents, to meet the objectives of the Project.

An optional pre-proposal meeting and site visit will be held on the date, time and place specified in the RFP Schedule posted in the water district's Contract Administration System (CAS). RSVP is required two working days in advance to Bal Ganjoo, Senior Project Manager.

For complete and updated information on this Request for Proposal (RFP) requirements and deadlines, please go to the water district's web portal at <http://cas.valleywater.org>.

Please submit your proposals electronically in CAS by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When creating an account in CAS, select the expertise code "GE11 - Geotechnical Engineering" and add contact information as necessary. If you need assistance with creating a CAS account, please call (408) 265-2607, ext. 2992, or e-mail questions to ContractAdministration@valleywater.org.

Contact: General questions regarding this RFP are accepted by email to Bal Ganjoo, Senior Project Manager, at: rganjoo@valleywater.org.

1/2013_KT

SAN FRANCISCO FICTITIOUS BUSINESS NAMES

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0347732-00

Fictitious Business Name(s):

Auto Tint

Address

1454 Van Dyke Avenue, San Francisco, CA 94124

Full Name of Registrant #1

Jin Yuan Zhou

Address of Registrant #1

1454 Van Dyke Avenue, San Francisco, CA 94124

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/17/12**.

Signed: **Jin Yuan Zhou**

This statement was filed with the County Clerk of San Francisco County on **12/17/12**.

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
12/17/2012

12/20/12 + 12/27/12 + 1/3/13 + 1/10/13

City and County of San Francisco - January 2013 Monthly 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 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 or call 415.554.6710. The VACF is a program of Grants for the Arts/San Francisco Hotel Tax Fund.

San Francisco Municipal Transportation Agency ("SFMTA")

In accordance with requirements of the U.S. Department of Transportation (DOT) as set forth in 49 CFR Part 26 (Part 26), the SFMTA hereby notifies the public that it intends to establish a goal of eleven percent (11%) participation by Disadvantaged Business Enterprises (DBEs) on the Central Subway Project, to be attained by racial-neutral measures. In Part 26, DOT sets forth regulations pertaining to how a recipient should establish an overall goal. The regulations also include provisions regarding how a recipient should, at the direction of the DOT, express an overall goal as a percentage of funds for a project. To facilitate participation by DBEs without regard to race, ethnicity and gender, SFMTA will implement a small business enterprise participation goal on the Central Subway.

Information pertaining to this proposed DBE goal is available for inspection 8:30 A.M. to 5:00 P.M., Monday through Friday, at the SFMTA Contract Compliance Office (CCO) at One South Van Ness Avenue, 6th Floor, San Francisco, California 94103, for thirty (30) days following this publication. Comments will be accepted for forty-five (45) days from date of publication. Comments may be sent to the SFMTA CCO at the above address. CCO can be contacted at 415-701-4443.

Department of the Environment

The SF Department of the Environment introduces **RecycleWhere** (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 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

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.

CALIFORNIA PUBLIC LEGAL NOTICES

UC IRVINE

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine (UCI)** from General Contractors (GC) wishing to submit bids for a lump sum contract for the **UC Irvine Medical Center B22C, CDDC EXPANSION, PROJECT NO. 994014.**

PREQUALIFICATION: The University has determined that bidders must be prequalified for this project.

DESCRIPTION OF WORK: Renovate and expand levels 1, 2 and 3 of the UC Irvine Medical Center Chao Comprehensive Digestive Disease Center. Work includes expansion of all three floors by a total of 14,100 sf, addition of stairs and an elevator to serve the expanded space, renovation/remodeling of existing spaces on all three floors, HVAC and other utility upgrades, and provision of a new patient entrance. Project completion time: 28 months

ESTIMATED COST: \$14,000,000

PROCEDURES: *Wednesday, 1/16/13, 2:00PM*, Prequalification Questionnaires available at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697. Contact David Donovan, (949) 824-6582, ddonovan@uci.edu.

MANDATORY PREQUALIFICATION CONFERENCE: *Wednesday, 1/23/13*, at UCIMC Building 22A, Room 2107 (Library Auditorium), 101 The City Drive, Orange, CA 92868, beginning *promptly at 10:00AM.*

QUESTIONNAIRE DUE DATE: Questionnaires must be received by *Wednesday, 2/6/13, 4PM* only at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697.

BIDDER QUALIFICATIONS: Must meet license, insurance, bonding, safety, financial and claims history requirements. Must have **completed** a minimum of one (1) renovation project requiring Infection Control constructed in a fully operational/occupied hospital or outpatient facility, w/ minimum \$10,000,000 construction cost, one (1) project involving the expansion of an existing multi-story building, w/ minimum \$10,000,000 construction cost, and at least one (1) project involving the construction or renovation of inpatient/outpatient surgery rooms, prep/recovery spaces, exam rooms, and consult rooms w/ minimum \$5,000,000 construction cost, at least one (1) renovation project in an OSHPD III building w/ minimum construction cost of \$5,000,000. **Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.**

LICENSE REQUIREMENT: Current and active **"B" General Building Contractor CA contractor's** license.

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. 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 Proposer may be required to show evidence of its equal employment opportunity policy

For other opportunities:
www.designandconstruction.uci.edu

UC IRVINE

NOTICE INVITING SUBCONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine (UCI)** from Concrete, Electrical, Glazing, HVAC, Plumbing, and Structural Steel subcontractors wishing to bid on **UC Irvine Medical Center B22C, CDDC EXPANSION, PROJECT NO. 994014.**

DESCRIPTION: Renovate and expand levels 1, 2 and 3 of the UC Irvine Medical Center Chao Comprehensive Digestive Disease Center. Work includes expansion of all three floors by a total of 14,100 sf, addition of stairs and an elevator to serve the expanded space, renovation/remodeling of existing spaces on all three floors, HVAC and other utility upgrades, and construction of a new patient entrance. Project completion time: 28 months

PROJECT DELIVERY: Traditional design-bid-build

ESTIMATED CONSTRUCTION COST: **\$14,000,000.**

COST ESTIMATES FOR LISTED TRADES: Concrete: **\$700,000**; Electrical: **\$1,400,000**; Glazing: **\$600,000**; HVAC: **\$2,000,000**; Plumbing: **\$1,000,000**; Structural Steel: **\$1,000,000**

PROCEDURES: Prequalification questionnaires will be available electronically at **2 PM on Wednesday, 1/16/13** from UCI Design & Construction Services.

Optional Subcontractor Prequalification Conference will be held at **10 AM on Wednesday, 1/23/13** at UCIMC Building 22A, Room 2107 (Library Auditorium), 101 The City Drive, Orange, CA 92868.

Questionnaires must be received by 4 PM on Wednesday, 2/6/13 only at UCI Design & Construction Services, 101 Academy, Suite 200, Irvine, CA 92697.

Prequalification is solely for the purpose of determining which subcontractors are qualified to successfully perform the type of work included in this project. Prequalified subcontractors will be listed in the RFP Documents.

The University reserves the right to reject any or all responses to this notice and to waive non-material irregularities in any response. 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. Respondents may be required to show evidence of their equal employment opportunity policy.

Subcontractors will be subject to and must fully comply with all proposal conditions including state prevailing wages, bond and insurance requirements.

Contact David Donovan, (949) 824-6582, ddonovan@uci.edu. for the questionnaires.

For other opportunities:
www.designandconstruction.uci.edu



UCLA

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a Job Order Contract are invited for the following work:

TELECOMMUNICATIONS STRUCTURED CABLING JOB ORDER CONTRACT - MEDICAL & OFF-CAMPUS 2013
Project Number ITSJOC-2013-01

DESCRIPTION OF WORK: University is seeking to hire a contractor to self-perform without subcontractors telecommunications structured cabling work that will be delivered by Job Order Contracting (JOC). As described in more details in the Bidding Documents, Work under the JOC will be limited to the following:

1. Intra-building telecommunications structured cabling construction involving low voltage systems trade work where the value of each job performed is between \$1.00 and \$300,000.00, and where work is performed only in the following locations:

- a. On-Campus: Ronald Reagan UCLA Medical Center, 200 Medical Plaza, and 300 Medical Plaza; and
- b. Off-Campus: All University-owned off-campus buildings (except as excluded below).

The following scope is excluded from this contract:

- 1. The UCLA Wilshire Center building located at 10920 Wilshire Boulevard, Los Angeles, CA 90095; and
 - 2. The UCLA Westwood Center building located at 924 & 936 Westwood Boulevard, Los Angeles, CA 90024; and
 - 3. The UCLA Lake Arrowhead Conference Center in Lake Arrowhead, California; and
 - 4. All buildings purchased by University after the date that this Project's bidding documents become available to bidders; and
 - 5. Structured cabling maintenance work, and provisioning of copper and/or fiber patch cables/cords.
 - 6. Inter-Building structured cabling construction involving low voltage systems trade work.
- The Job Order Contract will have a Maximum Contract Value of \$750,000.00 for the 1-year Base Term, and \$750,000.00 during each 1-year Option Term, if exercised by University.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on January 3, 2013 and will be issued at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501

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

2. Bidders may view the Bidding Documents online at the ARC PlanWell Public Plan Room, and purchase digital and/or hard copies of the Bidding Documents by contacting ARC as indicated above. All parties will make

arrangements with and payment to ARC directly. (NOTE: Bidding Documents will not be issued at the University's office.)

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

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

and must be received at or before:

2:00 p.m., January 31, 2013

MANDATORY PRE-BID CONFERENCE:

A mandatory Pre-Bid Conference will be conducted on January 10, 2013 beginning promptly at 10:30 a.m. Only bidders who participate in the Conference in its entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:30 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact Zachary Patalingjug at 310-267-4444.

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

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

C-07 License (Low Voltage Systems) OR
C-10 License (Electrical)

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

3:00 p.m., January 17, 2013

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

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
(Visit our website at: <http://www.capital.ucla.edu>)

California Attorney General Kamala D. Harris

Continued from page 6

interrupted by gunfire hoping that it wasn't your brother who got shot. I know the kids that are in trouble who seem destined to create more trouble. I grew up with them and I have spent the last 15 years trying to reach them. I know the guys who hang out at the corners with no job prospects and none on the way. You know, that housing project is only a mile away from this beautiful building we are standing in today, but in some ways it is worlds apart."

"San Francisco is a prosperous city, a wealthy city; a city of culture, of beauty. And it is a place of opportunity. I'm proof of that. But that's not all San Francisco is. San Francisco is a crazy quilt of neighborhoods of communities, of people living all sorts of lives. And some of those lives aren't always beautiful. They aren't always cultured and are definitely not always prosperous."

As the Supervisor for one of San Francisco's most unique and diverse districts, Supervisor Breed has prioritized public safety and economic revitalization as key areas where the City must improve:

"We have a great police department in this city and I want to help them do their job by making our communities healthier and less dangerous. The lack of opportunity, the lack of hope is what threatens our public safety, and the solution isn't keeping poor people isolated in parts of the city or pricing them out of San Francisco. The solution is to expand economic and

social opportunities for everyone in the city. My agenda isn't moderate or progressive; it's about real people and real life," she said.

"To help the residents in Cole Valley and the Inner Sunset catch the N Judah to get to their jobs downtown on time, to help the Lower Haight merchants keep their businesses open, to keep the streets of the Haight-Ashbury safe and clean, to maintain emergency response time in the Western Addition. To revitalize the Fillmore district the same way we have been able to revitalize the Divisadero corridor," Supervisor Breed continued.

"To give back to the city that has given so much to me while at the same time making sure that City Hall doesn't forget about the city either—the city I grew up in—and I assure you, I will be an independent voice for the residents of District 5."

"District 5 is not about ideology," remarked Supervisor Breed, "It is about opportunity."

Supervisor Breed was born and raised by her grandmother in the Fillmore neighborhood of District 5. She served for 10 years as the Executive Director of the African American Art & Culture Complex. In 2010, she was appointed by then-Mayor Gavin Newsom to serve as a commissioner on the San Francisco Redevelopment Agency. Prior to her election, she served as a member of the San Francisco Fire Commission.

Source: *The California Group*

A Business Owner's Guide to a Happy Year

Continued from page 2

job, make sure they have the latest safety equipment, and train employees to know how to handle emergencies or workplace accidents. It's these simple things that all add up to developing an engaged staff—who want to work for you and are proud to do so.

Set some realistic, specific goals for the year ahead. Then, dial up the "aggression factor" just a little bit more. In other words, aim high but be specific. If your goals aren't measurable, you won't be able to gauge your progress and eventually you'll stop pursuing them. Setting realistic goals, putting a plan in place, and routinely checking in with employees to gauge their progress—because what gets measured gets done!—is the best way to be successful.

And don't be lulled into complacency or let the continued talk of doom and gloom handcuff you. Successful owners know they have to fight not only to win market share but to retain it as well. You have to constantly be setting and reaching goals to keep your business moving forward. If you take your focus off of improving your business, competitors will step in and take what you have worked so hard for. It's just the law of the marketplace jungle.

External Resolutions

Boost your product/service offerings. The products and services you offer are the core of your business. Think about what you can do to squeeze out another product or service offering with what you already have in place. For example, if you own an auto parts store, there is no law saying you can't sell fast moving or maintenance parts for the marine industry, especially if you're located on a lake resort. People need what they need, when they need it. Make it easy for your customers to get what they want. And don't ignore the power of impulse purchases or convenience items, even if they are not matched up with your core products. Always be looking to make new and better offerings to your customers. Doing so provides added value for your customer and for you. A true win-win.

Revamp your marketing campaign. Think about who your customers are. Are you marketing to them in a way that makes sense? For example, if your customers are mostly elderly, email marketing might not be the best way to reach them. Or if they're younger, advertising on a classical music station might not make sense. Would the money you're pouring into ad placement be better spent on direct mail? Does a huge social media campaign really make sense for your company, or are you tweeting fruitlessly into cyberspace just because everyone else is doing it?

It takes marketing to bring customers in and it takes marketing to keep them. Many companies see marketing as an expense, but it's actually an investment and deserves your focused attention. And remember, your attention should be focused on what products are selling, where your customers go for information, who purchases your products, who are the easiest customers to attract, and which products bring the most gross profit.

Find new ways to impress loyal customers. In business, few things are as important as your customer base. That's why it's essential that you find ways to protect yours by developing very loyal customers. Of course, the first step is offering great products and services and delivering those products and services via a very helpful, engaged staff.

To go a step further, consider what would keep customers continually coming to your business. Remember, habits are hard to break. The more customers come to your business, the stronger relationship they create with it and your employees, and the more

comfortable they feel. Find the answers to this and you'll quickly find your sales and profits are increasing regardless of the market. You can't ignore the market and what your competitors are doing to keep their customers, but the prize goes to the owners who become more creative and don't offer just the expected.

Heck, it can even be as simple as posting a sign by your cash register asking customers to go to your website to register for monthly or weekly prizes, or to sign up at the point of sale—everyone likes to win something! This is where the term "think outside the box" really applies because the only limit is your imagination.

Get knowledgeable about economic/tax changes and how they'll affect you. The slow-to-recover economy and the fiscal cliff

positions with GM, in 1981 he accepted a position with the Bank of Nova Scotia (ScotiaBank) as manager of a sizeable commercial lending portfolio. Two years later, however, GM approached him about opening a new automobile dealership in Yorkton, Saskatchewan, and, along with ScotiaBank, offered to lend him the required capital. Accepting the offer, Bill began his first business as a "start-up" the following year, beginning with ten employees.

Over the next decade, Bill grew the Yorkton business, which became one of the most profitable GM dealerships in the region. Following his success in Canada, Bill was presented with an even greater opportunity in the United States. With his friend Bill Sterett, he purchased an automotive dealership in Corpus Christi, Texas, in 1992.

Applying his business expertise, Bill turned the company around, increased sales revenue fivefold, and raised the employee count from 70 to almost 300. He also rearranged the local marketplace by acquiring a large portion of the market share from his competitors and by buying weakened competitors over a period of 11 years. During that period, the manufacturers he represented continually awarded him and his company honors for sales, service, customer retention, and financial excellence. Because of his company's financial success and industry reputation, it attracted the interest of several major public companies and in 2003 was purchased by AutoNation, the world's largest automotive retailer.

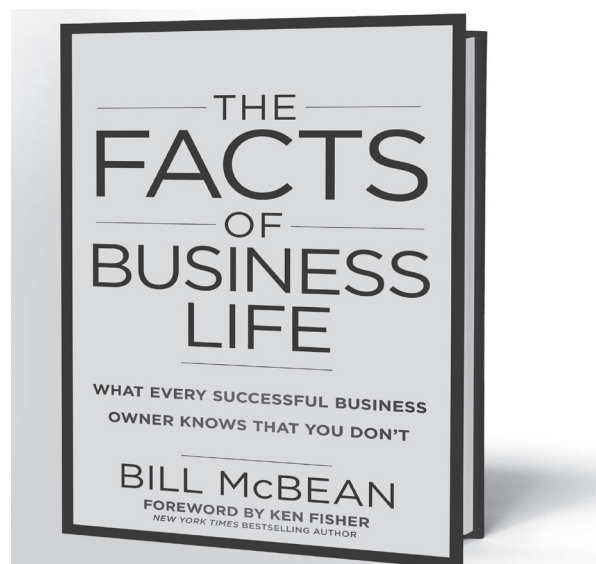
Both before and since selling the group, Bill has started several successful businesses outside the automotive industry, applying his business concepts and knowledge to other industries. He is currently general partner of McBean Partners, a family-owned investment company. He is also partner and chairman of Our-Mentors, a company that works with owners to improve their businesses for long-term success, and Net Claims Now, which provides companies in the restoration industry with invoicing, accounts receivable collections, cash flow services, business coaching, and business lead generation services.

About the Book:

The Facts of Business Life: What Every Successful Business Owner Knows That You Don't (Wiley, October 2012, ISBN: 978-1-1180949-6-9, \$24.95, www.FactsOfBusinessLife.com) is available at bookstores nationwide, from major online booksellers, and direct from the publisher by calling 800-225-5945. In Canada, call 800-567-4797.

Founded in 1807, John Wiley & Sons, Inc., has been a valued source of information and understanding for 200 years, helping people around the world meet their needs and fulfill their aspirations. Wiley's core business includes scientific, technical, and medical journals; encyclopedias, books, and online products and services; professional and consumer books and subscription services; and educational materials for undergraduate and graduate students and lifelong learners. Wiley's global headquarters are located in Hoboken, New Jersey, with operations in the U.S., Europe, Asia, Canada, and Australia.

The Company's Web site can be accessed at www.wiley.com. The Company is listed on the New York Stock Exchange under the symbols JWa and JWb.



debacle have taught us the importance of staying one step ahead when it comes to the economy and how it's going to affect your business. Be proactive and seek out a trusted financial advisor. Ask him or her what upcoming tax changes will mean for your business. He or she will be able to point you in the right direction and uncover ways to save when it comes time to file your taxes. Or, ask your banker about your overall market, which industries are showing strength, and which are struggling. This can give you a look into the future on what products may have increased demand and which ones may lag.

There's no reason 2013 can't be the best year yet for your business. But in order for that to happen, you have to look ahead. You have to think about where you need to improve this year and what challenges might pop up to slow your progress. By taking the time right now to plan for the year ahead, you're making big opportunities possible for your business.

About the Author:

Bill McBean is the author of *The Facts of Business Life: What Every Successful Business Owner Knows That You Don't* (Wiley, October 2012, ISBN: 978-1-1180949-6-9, \$24.95, www.FactsOfBusinessLife.com). A graduate of the University of Saskatchewan in Saskatoon, and Mount Royal College in Calgary, Alberta, Bill began his career with General Motors of Canada Limited in 1976. After holding several management

BANKING \$ FINANCE

SBA Licenses First Fund In Early Stage Capital Initiative

Hatteras Venture Partners of Durham, N.C. is the first licensee in the Early Stage Innovation Funds initiative, a part of the U.S. Small Business Administration's (SBA) Small Business Investment Company (SBIC) capital investment program.

Hatteras Venture Partners (HVP) (www.hatterasvp.com), a venture capital firm based in Research Triangle Park, N.C., focuses on seed and early stage opportunities in biopharmaceuticals, medical devices, diagnostics, and related opportunities in human medicine.

HVP was selected because it demonstrated that it has a strong team with a clear, focused strategy and a track record investing in an undercapitalized region.

"The New Year is the perfect time to celebrate new businesses and win-win opportunities like the Early Stage Initiative," said SBA Administrator Karen Mills. "The Early Stage Innovation Funds initiative promotes American innovation and job creation by encouraging private sector investment in early stage small businesses. And by licensing funds like Hatteras Venture Partners IV, we can expand entrepreneurs' access to capital at no cost to taxpayers."

High-growth, early stage companies commonly experience a gap in the availability of funding between \$1 million and \$4 million levels. This gap is often referred to in the ven-

ture capital industry as the "Valley of Death." Since January 2006, less than 10 percent of all U.S. venture capital dollars went to seed funds investing at those levels, and approximately 70 percent of those dollars went to just three states: California, Massachusetts, and New York.

The Early Stage Innovation Funds initiative targets this gap by licensing and guaranteeing leverage to funds focused on early/seed stage investments. SBA's improved licensing times under its SBIC debenture program complement the Early Stage Innovation Funds initiative.

SBA has committed up to \$1 billion in SBA-guaranteed leverage over a five-year period for selected Early Stage Innovation Funds using its current SBIC program authorization. Licensed Early Stage Innovation Funds can receive up to a maximum of \$50 million in SBA-guaranteed funding to match their privately raised capital. Early Stage Innovation Funds must invest at least 50 percent of their investment dollars in early stage small businesses.

Recently, SBA called for applications from fund managers for year two of the five-year initiative. The deadline for filing the Management Application Questionnaires (MAQs) for year two of the Early Stage Innovation Fund program is March 1, 2013, 5:00 p.m. EST.

Application details are in the call notice published in the Federal Register: <https://www.federalregister.gov/articles/2012/12/18/2012-30431/small-business-investment-companies-early-stage-sbics>.

SBICs are privately-owned and managed investment firms that are licensed and regulated by SBA. SBICs use a combination of funds raised from private sources and money raised through the use of SBA guarantees to make equity and mezzanine capital investments in small businesses. There are nearly 300 SBICs with more than \$18 billion in capital under management.

More information on the Early Stage Innovation Funds initiative and the regulations governing these SBICs may be found at www.sba.gov/inv/earlystage.

For more information about the SBA's Investment Division, SBIC program, Impact Investment Initiative and Early Stage Innovation Funds, go to www.sba.gov/INV. The web site offers much useful information including segments for: SBIC Applicants, SBIC Licensees, Private Partners & LPs, and Entrepreneurs & Small Business Owners. The site also includes useful SBIC forms, up-to-date news and reports, and detailed information and descriptions of the Impact Investment Initiative and Early Stage Innovation Fund.

Website: <http://www.sba.gov/about-sba-services/7367>

Source: U.S. Small Business Administration

A "layered security" approach can help prevent data theft

You may think that if you follow PCI Compliance guidelines, and you have EMV, plus encryption and tokenization, you've done all you can to protect your sensitive data. But in fact, data thieves are working every day to invent new ways to get around your best defenses.

That's why a layered approach to security can provide extra protection — additional "hurdles" to block thieves from their goal. It's sometimes referred to as a layered defense strategy, and it makes good common sense. It's an approach that can be used by smaller companies as well as large, complex corporations, no matter how many terminals or computers you use.

Here's what you can do, whether your company is large or small:

- **Overprotect.** Use more than one security program to protect your system. A password-protected computer is not enough. Instead, use a combination of a firewall, an anti-virus program, and anti-malware software, so that if one is breached, another may still block your thief.
- **Update your software.** Set up your anti-virus, anti-malware, and firewall to perform regular automatic updates to protect yourself from the latest viruses as soon as protection becomes available.
- **Back it up.** Frequent backups of your financial data should never be delayed or neglected. Set up automatic backups, and during seasons when your sales increase, be sure to back up more frequently.
- **Protect your mobile devices.** A lost laptop can be a gift of data to a thief. Always use unique startup passcodes, not the default passcodes initially provided with

new software and equipment. Encrypt any data stored on your laptops, tablets, and smartphones. Download regular security updates. Turn devices off when not in use. Never be casual with your business devices, and physically secure all items, including removable media/thumb drives, wherever you travel.

- **Never browse the internet** using your business devices, since you can pick up a piece of malware without knowing it. Never link your business device to unknown wireless networks. Password protect your own router and wi-fi network to prevent unauthorized users, and change passwords frequently.
- **Train and re-train your staff, especially seasonal hires.** Educated employees are an important part of your defense against fraud. Make your staff security-conscious, and instill respect for your security procedures. Prevent access to your sensitive data by unauthorized employees, and do background checks on new hires. Require each employee to use a unique password.
- **Use common sense.** Don't leave your computers, laptops, tablets, smartphones and other devices turned on when you're not using them. You're just giving thieves more time to try to break your passcodes.
- **Don't make it easy. Install strong physical deterrents.** Install secure locks on doors and windows, a burglar alarm, and instruct your staff on locking up at closing. Walk through your property with a security expert for suggestions.

Source: Wells Fargo Merchant Connect

Mobile payments give you new ways to make sales and satisfy customers

The universe of mobile payments is expanding so quickly, you may feel overwhelmed by all the possibilities. But you should start thinking about how these changes could improve your business. The term "mobile payments" is an overall umbrella for a variety of new and exciting ways to move money electronically — quickly, effortlessly, and securely, using mobile devices:

- POS card readers attached to a wireless smartphone or tablet
- Contactless terminals and PIN pads with NFC (Near Field Communication) identity recognition
- Mobile wallets, like PayPal Wallet, ISIS Mobile Wallet, or Google Wallet, that can gather customers' credit cards and coupons into their smartphones for fast "tap & pay" contactless transactions

Accepting mobile payments and contactless transactions can make selling fast and easy, in stores or in person:

- Wireless terminals can add extra points of sale wherever you need them
- Contactless payments can help shorten lines with fast, secure transactions from mobile wallets and EMV chip cards
- Customers can choose the way they want to pay

Here are some mobile solutions you can start using now:

They're simple to use, and affordable to try. Contact Wells Fargo Merchant Services, 1-800-430-3292, Option 4.

1. The First Data™ FD400GT EMV Wireless Terminal is a lightweight, hand-held terminal with a printer and keypad. You can take it anywhere in your store — or anywhere you need to go, if your business is remote.
2. The First Data™ FD35 EMV PIN Pad is an NFC card reader that connects to existing wired terminals in your store, to add EMV and contactless capability.

Both the FD400GT and the FD35 accept all kinds of payments: EMV chip cards, contactless payments, mobile wallets, key fobs, gift cards, PIN and non-PIN cards, as well as traditional magnetic stripe credit cards.

3. The VeriFone® PAYware Mobile card reader lets you swipe cards instantly on-site, wherever you go, with your existing iPhone 3 or 4. Mobile access with data plan is required.

Start familiarizing yourself with all the options, and investigating how these new methods may apply to your business. Don't be swayed by hype. You want a secure, reliable, and practical solution that will fully integrate with all your systems. As a leader and participant in developing these programs, Wells Fargo will keep you informed about optimal solutions for your business.

Learn about the mobile options available today

Call Wells Fargo Merchant Services at 1-800-430-3292, Option 4

Source: Wells Fargo Merchant Connect



28 YEARS OF LEADERSHIP

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

- | | |
|---|---|
| <p>2009
Bay Area Contract Compliance Officers Association - 25 Years of Service to the Women and Minority Business Community</p> | <p>2007
National Assn. of Minority Contractors of Southern CA - Minority Business Advocate of the Year</p> |
| <p>2005
U.S. Dept. of Commerce Minority Business Development Agency - Minority Media Cornerstone Award</p> | <p>1995
Black Business Association of Los Angeles - Outstanding Entrepreneur Award</p> |
| <p>1990
LA Mayor's Advisory Board, Office of Small Business Assistance - Mayor Tom Bradley</p> | <p>1990
Minority Business Enterprise of the Year Award</p> |

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

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