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## THE SMALL BUSINESS EXCHANGE INTRODUCES NEW PROGRAMS IN 2013



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### SBE Planroom

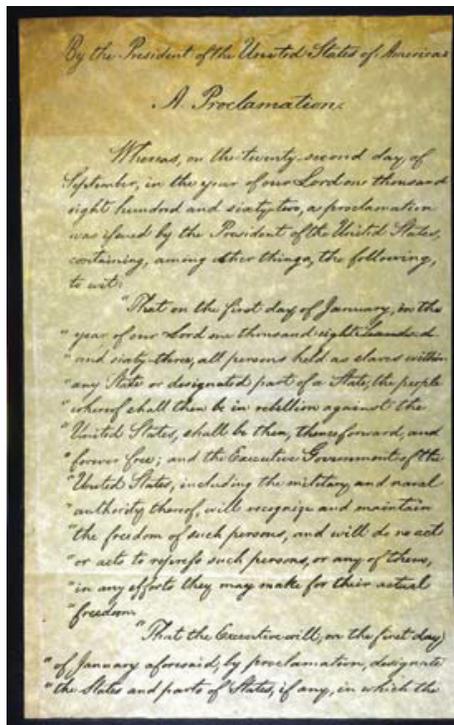
The Plan Room is designed to help Project Owners reach out to prospective contractors by having a program that allows contractors easier access to plans and specifications of each project for bidding purposes.

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
- MEET AND GREET REGISTRATION
- INTERACTIVE VOICE RESPONSE

# President Obama Recognizes 150 Anniversary of Emancipation Proclamation



January 1st, 1863, is the day that the 16th President of the United States of America, President Abraham Lincoln, issued the Emancipation Proclamation, proclaiming that all slaves in the Confederacy were "forever free" because these Southern states refused to rejoin the Union and were in "rebellion" against the United States of America.

Ironically, the Union states were allowed to maintain their slaves because President Lincoln did not want to risk friction among them. Subsequently, freedmen fled to the North to join the Union Army, and

slavery became the pivotal focus of the Civil War. The initial conflict began over various other reasons regarding states' individual rights, such as taxation, the South demanding control over their own political and socio-economic infrastructure, as well as states' resources.

With slavery perceived as the central issue, the Emancipation Proclamation has been lauded as a giant step for man-kind, when in fact, it was a strategic political and military move at best. At the time, William Seward, Lincoln's Secretary of State, was quoted as

Continued on page 7

### 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

**510-657-3686**

See page 3 for the Full Ad

### T1 ACJV

The Terminal 1 AECOM/CPM Joint Venture (T1 ACJV) is seeking qualified LBE Subcontractors/Suppliers firms for:

**Contract No. 9185.9: Program Management Support Services for Terminal 1 Redevelopment**  
**Location: San Francisco International Airport**  
**Bid Date: January 22, 2013**

Trades seeking:

- PS019 (Administrative Services)
- PS051 (Aviation Planning & Research)
- PS058 (Construction Management)
- PS007 (Technical & Misc. Writing/Editing Services)
- AE014 (Value Quality Engineering)
- AE019 (Architectural, Including Historical and Conservator Services)

**415-955-2810**

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

# Construction Spending Slips In November But Rises From Year-Ago Level

## Association Officials Predict More Private Spending, Less Public Funding

*Private Residential Construction Maintains Growth, Private Nonresidential Shows Mixed Pattern, While Public Spending Contracts; Association Urges Prompt Funding for Hurricane Sandy Reconstruction Efforts*

Construction spending dipped from October to November, but resolution of the uncertainty regarding federal taxes for 2013 should unleash more private construction investment, according to an analysis of new federal data released today by the Associated General Contractors of America. Association officials warned, however, that unresolved issues about federal construction spending, including storm relief for northeastern states, will hold down public construction spending.

"Preliminary data from the Census Bureau for November shows overall construction spending slipped 0.3 percent from October's total after seven months of steady gains," said Ken Simonson, the association's chief economist. "The more significant comparison, however, is with year-ago levels, and the November report shows a respectable 7.7 percent gain over the past 12 months."

Simonson noted that private single- and multi-family spending continued growing

strongly. Spending on new single-family houses climbed 1.3 percent for the month and 29 percent year-over-year, while multi-family spending rose 0.5 percent and 46 percent, respectively.

"Private nonresidential construction has been in a holding pattern for the past several months, but last night's passage of a tax bill should encourage many businesses to go ahead with projects they have held in reserve," Simonson predicted. "Despite a drop of 0.7 percent in November, the year-over-year total was up by 8.2 percent, and this figure appears poised to return to double-digit percentage gains in the next few months."

Simonson pointed out four categories of private nonresidential construction that posted increases of more than 10 percent between November 2011 and November 2012, although results for the latest month were mixed. Lodging construction declined 1.3 percent for the month but jumped 26 percent over 12 months. Office construction shrank 0.9 percent from October but grew 17 percent from November 2012. Private transportation construction, principally by rail and trucking companies, added 3.4 percent for the month and 16 percent year-over-year. Power and energy construction, including spending on oil and gas fields and pipelines, contracted 1.4 percent from October but rose 14 percent over 12 months.

Simonson observed that public construction spending, which has alternated between monthly increases and decreases in 2012, sank 0.4 percent in November and 2.6 percent year-over-year. He said the two biggest categories of public spending both rose for the month but declined from November 2011 levels. Highway and street construction spending was up 0.5 percent from October but down 6.0 percent from a year ago, while educational construction spending rose 0.1 percent for the month but fell 3.4 percent from year-ago levels.

Stephen Sandherr, chief executive officer for the construction trade association, urged Congress and the administration to make infrastructure investment a top priority in 2013. "Congress and the president have provided some tax certainty that provides a foundation for economic growth. But their jobs are far from completed. It is vital that the states devastated by Hurricane Sandy receive funding immediately for recovery work. In addition, lawmakers should not target construction spending for further cuts when they turn to spending decisions in the next two months."

*Source: The Associated General Contractors (AGC) of America*

## Anthony J. Vigil, SBA Deputy District Director Retires with 46 Years of Public Service



December 30, 2012.

Anthony Vigil began his tenure with SBA, in 1967 as a Loan Officer in the Denver Colorado District Office and advanced to the position of Policy Examiner for our Headquarters Office in Washington D.C. from 1973 to 1976. In 1976 he accepted a position in the Denver Regional Office, as Assistant Regional Administrator for Government Contracting and the 8(a) Business Development Program, servicing 6 states in Region VII.

Mr. Vigil subsequently relocated to San Diego, in 1983, and accepted the position of Assistant District Director for Finance & Investment in the San Diego District Office and in 1987, he was appointed as Deputy District Director.

His 46 years of dedication and stalwart leadership have made our district office and resource partners one of the top small business community supporters in Southern California.

When we asked Tony what life after retirement may be like for him, he assured us that he will be 100% retired. However, he will honor his wife's "Honey-do Lists" and be the "Valet, Chauffer and Go-fer" for his two grandchildren.

Anthony Vigil has earned the opportunity to enjoy more time with his family and grandchildren. Please join us in wishing him a happy and exciting retired life.

*Source: SBA December Newsletter - San Diego District Office*

It is with mixed emotions that we announce the retirement of Anthony J. Vigil, Deputy District Director of the U.S. Small Business Administration, San Diego District Office. Mr. Vigil's retirement concludes a career in Federal Government spanning over 46 years of dedicated public service. His effective retirement date was

## Advocacy Research Asks, "Do Entrepreneurs Invest in Retirement?"

by Kathryn Tobias, Senior Editor

As they start and grow their business plans, do small business owners invest in their own retirement? Two new Advocacy reports compare the retirement holdings of small business owners and workers. They focus on different databases and subgroups, but both find that small business owners continue to be significantly less likely to have traditional retirement plans than workers. The studies also show that small business owners' individual retirement accounts remain stable, despite the recession.

Research by Advocacy Economist Jules Lichtenstein finds that having an underwater mortgage does not have a significant effect on the likelihood that a small business owner invested in retirement assets or on the amount accumulated.

Lichtenstein uses 2009 Census data from the Survey of Income and Program Participation to compare retirement assets of small business owners and private sector workers. A key focus is the influence of wealth holdings on retirement assets. He finds that smaller and more financially vulnerable business owners have less invested in retirement assets than their larger or financially stronger counterparts. His study, Financial Viability and Retirement Assets: A Look at Small Business Owners and Private Sector Workers, is online at [www.sba.gov/advocacy/7540/372811](http://www.sba.gov/advocacy/7540/372811)

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ISSN 0892-5992

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# CALIFORNIA SUB-BID REQUEST ADS

**Requests  
EXPRESSIONS OF INTEREST**

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

**Description of Work:**

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

**Atkinson/Walsh, A Joint Venture**

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

**For additional information or assistance:**

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

To see plans, specs and addenda go to:

<http://www.rctc.org/doing-business/rfps-rfq-ifs/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%.

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**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](mailto:lmagruder@blockainc.com)

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

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER - CA LICENSE NO. 679326**

Sub Bids Requested From Qualified

**MBE/DBE/WBE**

Subcontractors & Suppliers for

**EBMUD -**

**Danville No. 1 Pumping Plant Improvements**

**Project No. 2054**

**Location: Danville, CA**

**Bid Date: January 16, 2013 @ 1:30 PM**

McGuire and Hester is seeking subcontractors for the above referenced project in the following trades: **trucking; reinforcing steel; electrical; painting; and asbestos/lead abatement.**

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/WBE/MBE certifications are 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: Duane Schulze**

**An Equal Opportunity Employer**

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](mailto:jwold@weberwaterresources.com)

**REQUESTING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:**

**Rt. 101 – Old Redwood Hwy • Contract #04-0A1854 • Sonoma County**

**Bids: January 8, 2013 at 2:00pm**

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

Ghilotti Bros. / C. C. Myers, Inc. a Joint Venture is willing to break down items of work into economically feasible units to encourage DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

**Ghilotti Bros. / C. C. Myers, Inc. a Joint Venture**

525 Jacoby Street  
 San Rafael, CA 94901  
 415-454-7011  
 Fax 415-454-8376

3286 Fitzgerald Rd.  
 Rancho Cordova, CA 95742  
 (916) 635-9370  
 FAX (916) 635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact Ghilotti Bros. / C. C. Myers, Inc. a Joint Venture for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

**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, Hydroseding, 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](mailto:matthew.p.hancsarik@usace.army.mil) with a CC to Anna Cayanan at [anna.r.cayanan@usace.army.mil](mailto:anna.r.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](mailto:mark.davidson@kiewit.com)

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

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# 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 Bernardino 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](http://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 92509

P: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Huriel Gonzalez • Email: [huriel.gonzalez@skanska.com](mailto:huriel.gonzalez@skanska.com)

## Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 45,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.



Call 1-800-800-8534  
or visit us at [www.sbeinc.com](http://www.sbeinc.com)



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](mailto: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**



**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](http://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



A Joint Venture in Association with LAN | TY Lin

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

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

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

EEO

# CALIFORNIA SUB-BID REQUEST ADS



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

200 Parr Blvd., Richmond, CA 94801  
510 234-0926, Fax: 510 237-2435 - www.overaa.com

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

**Paso Robles Wastewater Treatment Plant Upgrade  
Paso Robles, CA**

**Bid Date: January 23, 2013 before 2:00PM**

**Project Description:** The Work includes furnishing all labor, materials, equipment, services, startup and testing, permits, temporary controls and construction facilities, and all general conditions, general requirements and incidentals required to complete the Work for the 4.9 million gallon per day capacity Wastewater Treatment Plant Upgrade Project in its entirety as described in the Contract Documents, which includes, but is not necessarily limited to, the following: site work, building construction, facility demolition, installation of major process equipment, Supervisory Control and Data Acquisition (SCADA) system, and related systems and facilities.

The Work will generally include construction of new facilities and modifications and rehabilitation of existing facilities. Existing facilities will need to remain in service throughout construction. Refer to Section 01311 for construction constraints. The new major process equipment and facilities include a headworks facility, BNR basins, aeration system blowers, three secondary clarifiers, DAFT facilities, operations building, vehicle canopy, warehouse building, cogeneration facilities, RAS pump station, WAS equalization tank, scum pump station, chemical feed facilities, W-3 pump station, various hydraulic flow split structures, and effluent polishing channel. The work associated with existing structures includes rehabilitation of existing primary clarifiers, modifications to existing chlorine contact basins, and rehabilitation of existing primary scum pump station, and conversion of existing recirculation pump station to a primary effluent pump station.

**Trades include but are not limited to:** Earthwork, demolition, underground pipe, concrete formwork, concrete reinforcement, concrete place and finish, grout, masonry, metal hand railing, grating, structural and misc. metals, rough carpentry, caulking, thermal insulation, masonry water repellent coating, doors & frames, finish hardware, glass & glazing, ceramic tile, flooring, painting and coatings, acoustical ceilings, toilet accessories, misc. specialties, pumps, digester equip., municipal equip., blinds, furniture, metal buildings, tanks, Special Construction, fire sprinkler systems, instruments, screw conveyors, pipes, valves, tubing, gates, cast-iron slide gates, plumbing, hydronic specialties, refrigeration systems, air distribution systems, building systems, electrical, low-voltage switchgear, 600 volt, single conductor lighting cable, power cable, shielded instrument cable and switchboards.

**Notes:** Project duration: 915 Days. Substantial Completion: 12/2014 / Final Completion 07/2015

**Engineer's Estimate: \$40,000,000      Prevailing Wages**

**Project funded in part by State Revolving Fund Loan Program. DBE Participation is encouraged.**

**Bid Walk:** December 18, 2012 at 9:00AM Located at 3200 Sulphur Springs Road, Paso Robles, CA 93446

**The Contract Documents** "City of Paso Robles - Wastewater Treatment Plant Upgrade Project" will be available electronically, at no cost, at www.ciplist.com.

Documents are also available for public inspection at Public Works Department at 1000 Spring Street, Paso Robles, CA & for viewing in the Overaa plan room at 200 Parr Blvd., Richmond, CA and on Isqft, login required.

If you have any questions, need additional information and/or clarification regarding this bid, please contact Larry Etcheverry for Architecture/concrete, Ben Evans or Rich Pappas for Underground Piping, Lupe Hernandez for Above Ground Piping, Equipment/Div 5/Plumbing/HVAC, Jeff Naff for Div 2 and Div 16 at (510) 234-0926.

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

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for

**County of Sacramento  
Marconi Avenue Street & Sidewalk Improvements  
Project No. 4131**

**Location: Sacramento, CA  
Bid Date: 1/17/2013 @ 2:00 PM**

McGuire and Hester is seeking trades for the above referenced project for the following: clearing, fencing, concrete, slurry seal, striping & signage, grinding, trucking, electrical & landscaping. McGuire and Hester will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Assistance in obtaining SBE 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: Robert Herrera  
An Equal Opportunity Employer

The Terminal 1 AECOM/CPM Joint Venture (T1 ACJV) is seeking qualified LBE Subcontractors/Suppliers firms for:

**Contract No. 9185.9: Program Management  
Support Services for Terminal 1 Redevelopment  
Location: San Francisco International Airport  
Bid Date: January 22, 2013**

**Trades seeking:**

PS019 (Administrative Services) • PS051 (Aviation Planning & Research)  
PS058 (Construction Management) • PS007 (Technical & Misc. Writing/Editing Services)  
AE014 (Value Quality Engineering) • AE019 (Architectural, Including Historical and Conservator Services)

**T1 ACJV**

300 California Street, Suite 600 • San Francisco, CA 94104  
Phone: 415-955-2810 • Fax: 415-796-8200  
Email: SFO-Terminal1@aecom.com  
Contact: Diane Dunmire

T1 ACJV is an Equal Opportunity Employer

Request for Quotes from Subcontractors and Suppliers for:  
**Folsom Dam Auxiliary Spillway-Project- Joint Federal Project (JFP) Phase IV  
Including Approach channel, Chute, and Stilling Basin  
Solicitation No. W91238-13-R-0001**

**Owner  
U.S. Army Corps of Engineers, Sacramento District  
Folsom Dam Road  
Folsom, CA 9560**

**Bid Date: Friday February 08, 2013**

**Please submit quotes by February 01, 2013 for timely review and evaluation**

Dragados-USA is seeking quotes from all qualified subcontractors and suppliers including certified and qualified SBs, SDBs, WOSBs, HUBZone, Veteran Owned Small Business and Service Disabled Veteran Owned Small Business (SDVOSB) subcontractors and suppliers who can perform any of the following work items:

SWPPP and Environmental Plans and Implementation, SWPPP Inspection, Surveying, Demolition, Exploratory Boring, Excavation, Rock Bolts, Upper Chute Concrete, Stepped Chute Concrete, Stilling Basin Concrete, Reinforcing Steel, Shotcrete, Underdrains, Marine Survey and Controls, Dredging, Diving, Temp. Embankment Dam, Embankment Fill, Concrete Cutoff Wall Secant Pile, Instrumentation, Approach Channel Walls and Slab, Spur Dyke Embankment, Dewatering, Turbidity Curtains, Access Roads / Aggregate Base and AC Paving, Traffic Control, Lighting / Electrical, Fencing, Cofferdam, Blasting, Geotechnical Monitoring, Noise Monitoring, Vibration Monitoring, Seismic Specialist, Trucking, Signing & Striping, Drainage and Utilities, Aggregates, Rock Crushing, Concrete, Asphalt, Cement, Secant Pile Drilling, Concrete Plants, Concrete Pumps, Concrete Conveyors, Metal Railing, Miscellaneous Metals, Painting/Coating, Corrosion Protection, Cathodic Protection, Site Security, Diesel Supply, Crane Rental, Equipment Rental, Quality Control Testing and Inspection, and Jobsite Office Trailers and Furnishings, Construction Schedule, Curb & Sidewalk, Earthwork, Grading, Ground Improvement, Landscaping, Sanitation, Security, Soil Disposal, Anchor Bolts, Shoring.

**Dragados -USA**

3200 Park Center Drive, Suite 600 • Costa Mesa, CA 92626  
Phone – 657-229-7818 • Fax- 657-229-7637

**Contact: Ron Leach**

Plans and Specifications are available directly from the U.S. Army Corps of Engineers To receive access to the documents it is required that interested bidders submit a request on company letterhead to Ray Greenheck (raymond.r.greenheck@usace.army.mil) with a CC to Anna Cayanan (anna.r.cayanan@usace.army.mil). This letter shall contain your formal request for access to the RFP documents and indicate 2 emails that the access shall be sent to.

**FedBizOpps website www.fbo.gov Solicitation No. W91238-13-R-0001**

**100% Performance & Payment bond may be required**

**Dragados will pay for bond premiums up to 1.5%**

**Please call Dragados for assistance with Bonding, Insurance,  
Necessary Equipment, Materials, and / or Supplies**

**Dragados is willing to break out any portion of work to encourage SB participation.**

**An Equal Opportunity Employer**

Requesting Sub-bids from Qualified  
**DVBE/DBE/MBE/WBE**

Subconsultants for Architectural team for:

**As Needed Architectural and Engineering Design and/or Design Review Services  
County of Los Angeles  
Department of Public Works  
Bid deadline: December 26, 2012**

For information on the Request for Proposals and policy concerning assistance to subconsultants in obtaining bonds, lines of credit, and/or insurance, please contact our office:

**Jubany-NACIArchitecture**

Contact Person: Suzanne Ali  
3951 Medford Street, Los Angeles, CA 90063. Phone: 323.859.3100 • Fax: 323.859.3110  
Email: Sali@nacarchitecture.com

Advertisewith the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need. [www.sbeinc.com](http://www.sbeinc.com)

# SMALL BUSINESS EXCHANGE RADIO TALK on KCAA 1050 AM

## 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' ra-dio 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.



## 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  
**Valerie Voorhies**  
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.



## 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!**

# Emancipation Proclamation

■ **Continued from page 1**  
sarcastically stating:

“We show our sympathy with slavery by emancipating slaves where we cannot reach them and holding them in bondage where we can set them free.”

It was not until June 19th, 1865, that word of freedom reached the majority of southern states. General Gordon Granger arrived in Galveston, Texas to force slave-owners to comply with the new law — only to find that the slaves had no idea they were free.

Still, we continue to celebrate the widely recognized symbol of the dissolution of slavery. And in honor of the 150 anniversary of the historic occasion, during which tentative strides were made towards freedom, President Barack Obama has issued the following proclamation.

**BY THE PRESIDENT OF THE  
UNITED STATES OF AMERICA A  
PROCLAMATION**

On December 31, 1862, our Nation marked the end of another year of civil war. At Shiloh and Seven Pines, Harpers Ferry and Antietam, brother had fought against brother. Sister had fought against sister. Blood and bitterness had deepened the divide that separated North from South, eroding the bonds of affection that once united 34 States under a single flag. Slavery still suspended the possibility of an America where life and liberty were the birthright of all, not the province of some.

Yet, even in those dark days, light persisted. Hope endured. As the weariness of an old year gave way to the promise of a new one, President Abraham Lincoln issued the Emancipation Proclamation — courageously declaring that on January 1, 1863, “all persons held as slaves” in rebellious areas “shall be then, thenceforward, and forever free.” He opened the Union Army and Navy to African Americans, giving new strength to liberty’s cause. And with that document, President Lincoln lent new moral force to the war by

making it a fight not just to preserve, but also to empower. He sought to reunite our people not only in government, but also in freedom that knew no bounds of color or creed. Every battle became a battle for liberty itself. Every struggle became a struggle for equality.

Our 16th President also understood that while each of us is entitled to our individual rights and responsibilities, there are certain things we cannot accomplish on our own. Only a Union could serve the hopes of every citizen, knocking down the barriers to opportunity and giving each of us the chance to pursue our highest aspirations. He knew that in these United States, no dream could ever be beyond our reach when we affirm that individual liberty is served, not negated, by seeking the common good.

It is that spirit that made emancipation possible and codified it in our Constitution. It is that belief in what we can do together that moved millions to march for justice in the years that followed. And today, it is a legacy we choose not only to remember, but also to make our own. Let us begin this new year by renewing our bonds to one another and reinvesting in the work that lies ahead, confident that we can keep driving freedom’s progress in our time.

NOW, THEREFORE, I, BARACK OBAMA, President of the United States of America, by virtue of the authority vested in me by the Constitution and the laws of the United States, do hereby proclaim January 1, 2013, as the 150th Anniversary of the Emancipation Proclamation. I call upon all Americans to observe this day with appropriate programs, ceremonies, and activities that celebrate the Emancipation Proclamation and reaffirm the timeless principles it upheld.

IN WITNESS WHEREOF, I have hereunto set my hand this thirty-first day of December, in the year of our Lord two thousand twelve, and of the Independence of the United States of America the two hundred and thirty-seventh.

**BARACK OBAMA**

Source: NewsOne.com

# Emancipation Day

Emancipation Day is celebrated in many former British colonies in the Caribbean and areas of the United States on various dates in observance of the emancipation of slaves of African origin. It is also observed in other areas in regard to the abolition of serfdom or other forms of servitude.

**Caribbean**

The Slavery Abolition Act 1833 ended slavery in the British Empire on August 1, 1834. Emancipation Day is widely observed in the British West Indies during the first week of August. In many Caribbean countries the Emancipation Day celebration is a part of Carnival, as the Caribbean Carnival takes place at this time (although Carnival in Trinidad and Tobago takes place in February or March according to Ash Wednesday, not near August).

**August**

**Barbados:** Emancipation Day in Barbados is part of the annual “Season of Emancipation” which runs from April 14 to August 23. The Season, includes the anniversary of the Slave Rebellion led by the Right Excellent

Bussa, National hero, in 1816, National Heroes Day on April 28, the Crop Over Festival, the Day of National Significance on July 26 (in commemoration of the social unrest of 1937) and International Day for the Remembrance of the Slave Trade and its Abolition on August 23. Emancipation Day celebrations usually feature a Walk from Independence Square in Bridgetown to the Heritage Village at the Crop Over Bridgetown Market on the Spring Garden Highway. At the Heritage Village, apart from a concert, there is also a wreath-laying ceremony as a tribute to the ancestors. Traditionally, the Prime Minister, the Minister responsible for Culture and representatives of the Commission for Pan African Affairs are among those laying wreaths.

**Bermuda:** Celebration usually occurs on August 2, despite August 1 being the national holiday. On the island the holiday is better known as the first day of “Cupmatch”, an annual two-day cricket competition between the St. George’s and Somerset cricket clubs.

Continued on page 10

## SMALL BUSINESS EXCHANGE

- WIN the bid
- ACHIEVE goals
- DEMONSTRATE Good Faith Efforts

### Small Business Exchange DIVERSITY OUTREACH SERVICES

**Outreach Professionals...**

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

**An Outreach Standard...**

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

**ONE LOCATION...Thousands of Certified Businesses**

- SBE imports State DOT DBE’s (nationwide)
- SBE imports US SBA “CCR” listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies

We use our proven four step Diversity Outreach Process to provide you with competitive subcontractors and suppliers.

Faxed Broadcasts to targeted\* businesses

1

Advertising in SBE print and electronic publications

2

Telephone Follow-up Calls

3

Computer Generated Reports

4

\*Companies are targeted by Focus Group, Industry, and Location.

**SMALL BUSINESS EXCHANGE, INC**  
p. (415) 778-6250 f. (415) 778-6255  
e. sbe@sbeinc.com  
**www.sbeinc.com**

# CALIFORNIA PUBLIC LEGAL NOTICES



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](http://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>)

## 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

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0347662-00

Fictitious Business Name(s):

**Smart Chiropractic**  
Address  
2665 Ocean Avenue, Suite C, San Francisco, CA 94132  
Full Name of Registrant #1  
**Calvin J. Wong**  
Address of Registrant #1  
1483 Sutter Street #1403, San Francisco, CA 94109

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/1992**.

Signed: **Calvin Wong**

This statement was filed with the County Clerk of San Francisco County on **12/11/2012**.

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

Filed: Susanna Chin  
Deputy County Clerk  
12/11/2012

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

## CHANGE OF NAME

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME  
CASE NO. CNC 12-549150

PETITIONER OR ATTORNEY

**Sungra Cheon**  
125 Cambon Drive #10E, San Francisco, CA 94132

TO ALL INTERESTED PERSONS:

1. Petitioner **Sungra Cheon** for a decree changing names as follows:

**Sungra Cheon** changed to **Sarah Sungra Cheon**

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

### NOTICE OF HEARING

Date: **February 14, 2013** Time: **9:00 AM** Dept.: **514**

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

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

ELIAS BUTT, Clerk  
DATED - December 11, 2012

12/13/12 + 12/20/12 + 12/27/12 + 1/03/13

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@sport.com](mailto:john.doll@sport.com)  
RFP Submittal Deadline: February 22, 2013

Grants for the Arts/San Francisco Hotel Tax Fund

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

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

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

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

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



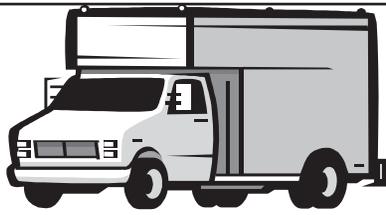
### CALIFORNIA LOTTERY Request for Proposal #1985 Player Rewards Program

The California Lottery (Lottery) is releasing Request for Proposal (RFP) #1985 to invite bid responses from qualified firms to design, develop and manage a points-based Player Rewards Program with the objective of maximizing Lottery sales for the benefit of California public schools.

1.) Have established (minimum one year since launch) Rewards Programs (points accumulation) with at least two (lotteries and/or casinos). Program must be accessible from personal computers; and 2.) Have a minimum one year experience in developing highly innovative and fully integrated Rewards Programs where creative/functionality strategy is aligned with existing corporate strategy from the beginning, and the user experience leverages the inherent value of the program to drive sales; and 3.) Have a minimum one year experience building and sustaining brands through the introduction and development of a Rewards Program; and 4.) Have a minimum one year experience in developing and executing highly innovative and creative Rewards Programs to expand player/customers base; and 5.) Have a minimum one year experience performing prize fulfillment and customer service for a client Rewards Program; and 6.) Have a minimum one year experience leveraging digital and social media (with emphasis in Facebook and Twitter) in support of the Rewards Program; and 7.) Have the ability to fully support transaction volumes, order fulfillment volumes, customer service needs and web traffic that our player base of 2.5M players will generate and be scalable for increased registrations, and an anticipated volume of 250,000 to 350,000 ticket code submissions per day; and 8.) Have a minimum of \$25 Million in annual revenue; and 9.) Is a legal business entity and licensed to do business in California; and 10.) Have successfully integrated their system into at least two client's existing technology; and 11.) Provide Reward Program's research, tools and analytics including tracking user flow or navigation to inform, evaluate and optimize the Rewards Program and offer the ideal points/prize mix; and 12.) At time of contract execution, all Data Centers that contain the Lottery's data must be physically located in the Continental United States; and 13.) Have experience interfacing with data housed in third party systems via Representational State Transfer (REST) Application Programming Interface (API); and 14.) Meet the requirements specified in Article II, section A, Phase I submittals.

The RFP is scheduled tentatively for release on January 11, 2013 or shortly thereafter, and will be available to download on the Lottery website at [www.calottery.com](http://www.calottery.com) under "Vendors". **The Lottery will not distribute paper copies of the RFP.**

# CALIFORNIA PUBLIC LEGAL NOTICES

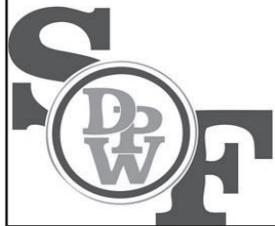


## WE'RE MOVING!

**DPW Business Services Division**  
(Accounting & Contract Administration)  
will be moving on  
*January 18th, 2013* to:

1155 Market Street,  
2nd & 4th Floors  
San Francisco, CA 94103

The BSM Permits Cashier will remain in Stevenson until **January 25th, 2013**



For questions, please contact [K2Systems@sfdpw.org](mailto:K2Systems@sfdpw.org) or (415) 554-4051

### UNIVERSITY OF CALIFORNIA SAN FRANCISCO

#### RE-ADVERTISEMENT FOR BIDS

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

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

Project No.: M8408 / Contract No.: L00434

#### DESCRIPTION OF WORK:

The contract scope of work consists of surcharging two areas on the campus and the construction of a parking lot on a portion of Block 18. The contractor will coordinate with PG&E to have electrical service disconnected in the surcharge area and reconnected to serve the campus.

The surcharge work includes demolition of existing concrete and asphalt concrete pavements, demolition and removal of the existing Site Development Trailer, clearing and grubbing, site preparation, installation of prefabricated vertical wick drains, monitoring instrumentation, construction of site grading fill and surcharge fill embankments. The contract scope of work will be divided into two phases, Phase 4 and Phase 5, to be constructed over a 12 to 18 month period ahead of proposed Campus utility and building projects. Approximately 395,000 linear feet of wick drains will be installed within the surcharge areas.

The parking lot will require construction of an access

road, lighting, fencing, and the import of aggregate base-rock.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualification documents as an attachment to the Bid Form.

#### PROCEDURES:

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

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103  
Contact Persons: Ben La (415) 476-5030 (9:00 AM – 5:00 PM)  
Customer Service Line (415) 514-2054 (before & after working hours) Fax No. (415) 476-8278  
Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>

Click on the UCSF Documents, Media & Mail button

**A NEW mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk** will be conducted on **January 3, 2013** beginning promptly at **10:00AM**. **All Bidders who attended the previous mandatory Pre-Bid Conference on December 5, 2012 must also attend this mandatory Pre-Bid Conference on January 3, 2013. Only those Bidders who attend the mandatory Pre-Bid Conference on January 3, 2013 will be allowed to submit a Bid to the University. Participants shall meet at UCSF Mission Bay Construction Trailer, 1750 3rd Street, San Francisco, CA 94158.** Only bidders who participate in both the

Conference and the Job Walk in their entirety will be allowed to bid on the Project as prime contractors. For further information, contact University's Project Manager **Mark Smolley at (650) 815-5840**.

Bids will be received and opened only at Minnesota St. Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343. Bid Deadline: Sealed bids must be received on or before **3:00 PM, January 17, 2013**.

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

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

**LICENSE CLASSIFICATION: General Engineering**

**LICENSE CODE: A**

**ESTIMATED CONSTRUCTION COST:**  
**\$2,200,000 - \$2,500,000**

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

### "Do Entrepreneurs Invest in Retirement?"

#### Continued from page 2

A second report compares how well small business owners and workers who are nearing retirement age are prepared for retirement. *Retirement, Recessions, and Older Small Business Owners* by Tami Gurley-Calvez, Kandice Kapinos, and Donald Bruce, uses the 1992-2010 Health and Retirement Study conducted by the University of Michigan. It finds that small business owners are less likely to have retirement plans, but those with IRAs and Keogh accounts are likely to have larger amounts of assets in them than workers do. It also finds that older small business owners report thinking about retirement less frequently than workers in the same age group.

This study also finds both the probability of having a retirement plan and the value of IRA or Keogh accounts to be unchanged through recessions. The report is online at [www.sba.gov/advocacy/7540/372751](http://www.sba.gov/advocacy/7540/372751).

Source: U.S. Small Business Administration

**SMALL BUSINESS EXCHANGE**

# SBA and U.S. Labor Department Announce New Website to Help States Implement Self-Employment Assistance Programs

The U.S. Small Business Administration and the U.S. Department of Labor today jointly announced a new website to support state workforce and unemployment agencies in implementing or enhancing Self-Employment Assistance programs. Today's announcement expands on guidance issued in May, which included \$35 million in funding for states to implement or expand these programs made possible through the Middle Class Tax Relief and Job Creation Act of 2012.

"Our job at the SBA is to provide access and opportunity to entrepreneurs who want to start, grow or expand their business," said SBA Administrator Karen Mills. "For entrepreneurs who find themselves unemployed, the SEA website and toolkit will help them turn small business ownership into a reality and possibly put others back to work at the same time – a win-win scenario."

Participation in Self-Employment Assistance programs is voluntary for eligible Unemployment Insurance recipients,

and enables them to receive financial assistance equal to their Unemployment Insurance benefits while they receive important entrepreneurial training and resources to help launch their own businesses. The new website provides tools and technical assistance to states that are considering implementing or enhancing a Self-Employment Assistance program, and additional resources to help savvy entrepreneurs launch their businesses and create new jobs.

"Small businesses are the country's economic engine, and programs like Self-Employment Assistance will encourage more Americans to pursue their dreams of becoming entrepreneurs," said Secretary of Labor Hilda L. Solis. "This new website will expand access to Self-Employment Assistance so that those who are unemployed today can become successful business owners tomorrow."

A key component of the new website is the SBA toolkit, which contains several free, online resources available

through the SBA to support new entrepreneurs. Helping budding entrepreneurs gain access to SBA's partners and its many resources is key to operating a successful Self-Employment Assistance program. Through the site, the SBA continues to offer free online business courses on topics such as How to Prepare a Business Plan, Franchising Basics, Government Contracting, Green Business Opportunities and more. Entrepreneurship and Business Planning, Entrepreneurial Marketing and Finding Money to Start a Business are some of the other courses available through this new website. The site also highlights successful practices from states currently operating Self-Employment Assistance programs to assist new states as they implement or enhance their programs.

The new Self-Employment Assistance website can be found at <https://sea.workforce3one.org>.

**Source: U.S. Small Business Administration**

## Emancipation Day - Continued from page 7

### Guyana

### Jamaica

### Saint Vincent and the Grenadines

### Trinidad and Tobago

### Turks and Caicos Islands

### St. Lucia

### First Monday in August

Some countries observe the holiday as August Monday.

**Anguilla:** In addition to commemorating emancipation, it is the first day of "August Week", the Anguillian Carnival celebrations. J'ouvert is celebrated on this morning, as Carnival commences.

**The Bahamas:** Celebrations are mainly concentrated in Fox Hill Village, Nassau, a former slave village whose inhabitants, according to folklore, heard about their freedom a week after everyone else on the island. There is also a celebration beginning on August 1 and lasting several days held in the charming settlement of Hatchet Bay on the Bahamian island of Eleuthera known as the Bay Fest, as well as the settlement of Tarpum Bay also on the island of Eleuthera known as Back to The Bay.

**British Virgin Islands:** The first Monday, Tuesday, and Wednesday of August are celebrated as "August Festival".

**Saint Kitts and Nevis:** The first Monday and Tuesday are celebrated as "Emancipation Day" and also Carnival in Nevis.

**Dominica:** The first Monday is celebrated as August Monday.

### March

**Puerto Rico** celebrates Emancipation Day, an official holiday, on March 22.

### Canada

The Slavery Abolition Act 1833 ended slavery in the British Empire on August 1, 1834, and thus also in Canada. However, the first colony in the British Empire to actually abolish slavery was Upper Canada, now Ontario. A British army officer and later the first Lieutenant Governor of Upper Canada (1791–1796), John Graves Simcoe, passed an Act Against Slavery in 1793, which led to the abolition of slavery in Upper Canada by 1810. It was then superseded by the Slavery Abolition Act 1833.

While the date of the First August Monday holiday in Canada is historically linked to the abolition of slavery in the British Empire in 1834; not all of provinces' commemorate the holiday as such.

### Ontario

In 2008, the Province of Ontario dedicated its August Monday holiday as "Emancipation Day," which had been called "Civic Holiday" in Ontario & names celebrating Pride in Our Province elsewhere: "BC Day," "Alberta Heritage Day," etc.

Toronto, the capital city of Ontario, also hosts the "Caribana" Celebration which occurs the first Monday in August in Toronto. It is the largest Caribbean festival in North America and was started in 1967. A two week celebration culminating in the long weekend with the Kings and Queens Festival, "Caribana" parade and Olympic Island activities.

Locally, the August Holiday in Toronto has been designated as "Simcoe Day" to commemorate Ontario's first Lieutenant Governor John Graves Simcoe who made Upper Canada, now Ontario, the first jurisdiction in the British Empire to abolish slavery.

### United States

#### Florida

The state of Florida observes emancipation in an unofficial commemoration on May 20. In the capital, Tallahassee, Civil War reenactors playing the part of Major General Edward McCook and other union soldiers act out the speech General McCook gave from the steps of the Knott House on May 20, 1865. This was the first reading of the Emancipation Proclamation in Florida.

#### Washington, D.C.

The District of Columbia celebrates April 16 as Emancipation Day. On that day in 1862, President Abraham Lincoln signed the Compensated Emancipation Act for the release of certain persons held to service or labor in the District of Columbia.[4] The Act freed about 3,100 enslaved persons in the District of Columbia nine months before President Lincoln issued his famous Emancipation Proclamation. The District of Columbia Compensated Emancipation Act represents the only example of compensation by the federal government to former owners of emancipated slaves.[5]

On January 4, 2005, Mayor Anthony A. Williams signed legislation making Emancipation Day an official public holiday in the District. Although Emancipation Day occurs on April 16, by law when April 16 is a Saturday, Emancipation Day is observed on the preceding Friday. [6] Each year, a series of activities will be held during the public holiday including the traditional Emancipation Day parade celebrating the freedom of enslaved persons in the District of Columbia. The Emancipation Day celebration was held yearly from 1866 to 1901, and was resumed as a tradition and historic celebration in 2002[5] as a direct result of years of research, lobbying and leadership by Ms. Loretta Carter-Hanes.[citation needed]

In 2007, the observance of this holiday in Washington, D.C. had the effect of nationally extending the 2006 income tax filing deadline from April 16 to April 17. The 2007 date change was not discovered until after many forms went to print.[7] In 2011, the tax deadline was extended to Monday, April 18, since the observed date for the holiday was Friday, April 15.[8] In 2012, because Emancipation Day fell on Monday, April 16, and the normal tax deadline of April 15 fell on a Sunday, the tax deadline was Tuesday, April 17.

#### Mississippi

In Columbus, Mississippi, Emancipation Day is celebrated on May 8, known locally as "Eight o' May". As in other southern states, the local celebration commemorates the date in 1865 when African Americans in eastern Mississippi learned of their freedom.

#### Texas

In Texas, Emancipation Day is celebrated on June 19. It commemorates the announcement in Texas of the abolition of slavery made on that day in 1865. It is commonly known as Juneteenth.

#### Kentucky

Emancipation Day is celebrated on August 8 in Paducah and McCracken County, Kentucky. According to the Paducah Sun newspaper, this is the anniversary of the day slaves in this region learned of their freedom.

#### U.S. Virgin Islands

The United States Virgin Islands celebrates Emancipation Day, an official holiday, on July 3. It commemorates the abolition of slavery by Danish Governor Peter von Scholten on July 3, 1848.

**Source: Wikipedia**

# BANKING \$ FINANCE

## Does Your Business Have a Digital Story?

As a business owner, you've watched your business grow from the ground up. You were there when you earned your first dollar, opened your first location and you even know many of your customers on a first-name basis. The stories you could tell about what you and your business have been through are fantastic, and if you could share them with every consumer on the planet, there's no doubt that people would be flocking to do business with you – but how do you get your story out there for all to see?

### Social Media is the Key

In most cases, the key to telling your story to the world is social media. Unlike traditional online marketing tactics, including websites that sound like sales pitches, social media invites customers and potential customers to become intimately engaged in your business and all of its successes. Through the use of social media platforms, you can not only document where you've been, but also where you're headed.

### Reaching Out

Social media is also great for reaching out to people who have never heard of your business or its products or services. Essentially, social media allows your current customers and fans to spread your marketing messages to their friends or

family members, all without much effort on your part. Think of social media marketing as digital word-of-mouth advertising. Your business gets virtually unlimited exposure around the clock, and it's all done by people who are trusted by the people they contact, not by some sales pitch on a website.

### Telling Your Story

If you choose to use social media to tell your story, don't forget to include plenty of rich media content. This means including pictures, videos, animations and more. The purpose of doing this is to not only engage customers in a more personal way, but also to entice them to share your story and media with their contacts on their own social media sites. According to information from our marketing experts at <http://www.522digital.com>, rich media content allows you to not only reach people who are currently aware of your business, but also importantly those who may not be.

### Experience Matters

If there is any downside to social media marketing, it's that you need to have experience with it in order to run a campaign effectively and efficiently. Even if you've run traditional marketing campaigns in the past, you may not have a firm grasp on the concepts and landscapes that exist in social

media and web marketing, meaning you might find yourself in over your head very quickly. To remedy this, most business owners choose to partner with web marketing professionals in order to handle all of their social media marketing needs. These professionals can work with business owners to tell their stories, reach more people and attract more business.

Remember, your story is worth telling. You have worked the long hours, the holidays and you've built your business from the ground up – you deserve to be successful and have consumers know about all of your hard work. The products and services you provide to the local community and the world are worth knowing about, so don't let them sit unnoticed. Contact a social marketing professional today to get started on getting your story known.

Writer Shelby Warden researches small business marketing trends, and is a contributing author for 522 Digital LLC. 522 Digital is a women-owned marketing firm in the DC area that has been offering a full range of digital marketing services for businesses since 2004. Sharing your unique story via the top social media outlets is a great way to reach future clients from all around the world.

*Source: SBALoans-123.com*

## Wells Fargo Asset Management Makes a Strategic Investment in the Rock Creek Group

Wells Fargo Asset Management (WFAM) announced that it had acquired a minority ownership stake in privately held The Rock Creek Group (Rock Creek), a Washington, D.C.-based fund of hedge funds firm with approximately \$7 billion in assets under management. The financial terms of the transaction were not disclosed.

Rock Creek provides commingled and customized multi-manager alternatives and long-only investment solutions to institutional clients. The firm designs and implements customized fund of hedge funds and emerging market portfolios through top-down asset allocation and manager selection, leveraging Rock Creek's sophisticated, proprietary analytics platform Rock Creek Solutions.

Rock Creek was established in 2002 by Afsaneh Beschloss, who serves as President and Chief Executive Officer of the firm. Previously, Beschloss was the Treasurer and Chief Investment Officer of the World Bank, responsible for managing \$65 billion in assets and a \$30 billion funding strategy, as well as \$160 billion in derivatives and structured products. In this position, she was instrumental in developing the World Bank's portfolio of alternative investments and private equity investments.

"We are pleased to be partnering with one of the world's leading and most respected diversified financial services firms," Beschloss said. "We believe this strategic partnership with Wells Fargo Asset Management will further enhance our ability to offer industry leading solutions and services to our clients, while maintaining our corporate culture and institutional investment process."

WFAM is making this investment through the Affiliated Managers Division, which is headed by Tom Hoops and employs a multi-boutique asset management model. The 50-member Rock Creek team will remain independent with no change in its structure, investment philosophy or process, team and investment committee composition, or location; all day-to-day management will reside with the current Rock Creek team, which will continue to be led by Beschloss.

WFAM will take a minority ownership stake, with the Rock Creek management team and employees having a majority equity stake in the firm. This partnership further increases the long-term alignment of interests between Rock Creek and its clients as it involves a broadening of the equity ownership among Rock Creek's team. WFAM may acquire additional ownership interests in Rock Creek through long-term put and call arrangements in subsequent years, subject to customary conditions.

Michael Niedermeyer, Chief Executive Officer of Wells Fargo Asset Management, said, "We are very excited to be partnering with The Rock Creek Group, a well-respected and growing global investment firm with an outstanding reputation in the hedge fund industry. Our clients have expressed their desire for increased alternative investment solutions, and this partnership allows us to meet those needs. Rock Creek's expertise across asset classes and in asset allocation is complemented by their strong portfolio transparency, commitment to risk

management, and enhanced reporting and analytics—capabilities that not only serve their clients well but also closely align with our philosophy and culture."

Lazard acted as financial advisor to Rock Creek on the transaction and Sullivan & Cromwell LLP acted as legal counsel to Rock Creek and K&L Gates LLP acted as legal counsel to Wells Fargo Asset Management.

### About Wells Fargo Asset Management

With more than \$450 billion in assets under management as of September 30, 2012, Wells Fargo Asset Management (WFAM) has over 35 autonomous investment teams with specialized expertise and proven processes; 1,700 dedicated team members, including more than 500 investment professionals; and a global reach with offices and clients around the world. Wells Fargo Asset Management comprises Wells Capital Management, Wells Fargo Funds Management, LLC (advisor to the Wells Fargo Advantage Funds®), and the Affiliated Managers Division which includes several other boutique investment managers, including ECM Asset Management, Ltd., stable-value manager Galliard Capital Management, Inc., and quantitative manager Golden Capital Management, LLC.

Wells Fargo & Company is a nationwide, diversified, community-based financial services company with \$1.4 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores, 12,000 ATMs, the Internet ([wellsfargo.com](http://wellsfargo.com)), and has offices in more than 35 countries to support the bank's customers who conduct business in the global economy. With more than 265,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo was ranked No. 26 on Fortune's 2012 rankings of America's largest corporations. Wells Fargo's vision is to satisfy all our customers' financial needs and help them succeed financially.

### About The Rock Creek Group

The Rock Creek Group (Rock Creek) is a leading investment and advisory firm focused on investing in multi-manager portfolios of alternative investments as well as in emerging markets. It is one of the largest fund of hedge funds in the U.S. with 100% institutional assets. Rock Creek's investors include premier institutional investors including pension plans, sovereign wealth funds, endowments, and foundations. It uses a sophisticated internally-developed Rock Creek Solutions platform to advise clients and to build portfolios that create long-term value. The Rock Creek Group was founded by Afsaneh Beschloss who was the Treasurer and Chief Investment Officer of the World Bank. Rock Creek manages more than \$7 billion and approximately three quarters of assets are in customized portfolios to meet specific client objectives.

*Source: Wells Fargo*



**28 YEARS OF LEADERSHIP**

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

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

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

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

"SBE's documentation is superb!"  
- IKON

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

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

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

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

**Contact Us Today**

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

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

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

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Small Business Exchange, Inc.

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

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

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

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

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

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

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

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

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

AEOE

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

**PUBLICATION INFO:** Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.  
**STANDARD SIZE:** AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.  
**BILLING INFO:** The invoice will be sent to the above address unless otherwise specified.  
**CHECK IF REQUIRED:**  ORIGINAL mailed Tearsheet @ \$2.00 ea.  REDUCED mailed copy @ \$1.00 ea.  WEBSITE Audit Statement @ \$1.00 ea.