

SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984

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March 20, 2014

“When Women Succeed, America Succeeds”



Congresswoman Sheila Jackson Lee and Democratic Leader Nancy Pelosi hosted an economic agenda for women and families at the Young Women College Preparatory Academy (YWCPA) to address issues such as pay equality, work and life balance, wellness and childcare policies.

The Houston summit entitled “*When Women Succeed, America Succeeds*” focused on an economic agenda that will enable women to achieve greater economic security, raise wages for women and their families, and allow working parents to support and care for their families. It also addressed the need to ensure women get equal pay for equal work, and help ensure work and family balance by allowing working parents to support their families and care for their children. It recognized that expanding educational opportunities, increasing job training and investing in women entrepreneurs, as being essential for women’s success in our economy.

“Democrats have long led the way to address the health and economic security of women and families,” said Congresswoman Jackson Lee. “With the passage of the Affordable Care Act, beginning this year, being a woman can no longer be treated as a pre-existing medical condition. We have always fought and will continue to fight for the issues that are important to women in this country.”

Today, women play an expanded role in America’s workforce, with almost half of all workers in America being women and 40 percent of working women being the primary breadwinners in their families. Unfortunately women, and specifically unmarried women, are the most economically challenged today.

Here are some staggering facts concerning the economy and how it impacts women:

- Women account for two-thirds of minimum-wage workers
- Women-owned businesses continue to lag behind men-women business, with the average revenue of women-owned businesses being only 27% of the average revenue of men-owned businesses
- The poverty rate for women is 14.5 percent, which is the highest amongst women in two decades

■ Continued on page 16

Sub Bids Requested



Gallagher & Burk, Inc. is soliciting for SLBEs for the following project:

Street Rehabilitation At 17th Street Between Castro Street And Lakeside Drive, And Jackson Street Between

Location: Oakland, CA
Bid Date: March 27, 2014 @ 2:00 P.M

Gallagher & Burk, Inc.
344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Alan McKean

[See the full ad on page 3](#)

Public Legal Notice



Contract No. 3120V (ID No. FCP14096) CARL LARSEN PLAYGROUND RENOVATION

Class “A or C-27” license required to bid.
Subcontracting goal is 14% LBE
Project Manager, Melinda Stockmann
415-581-2548

San Francisco DPW
875 Stevenson St #420
San Francisco, CA 94103
(415) 554-6226

[See the full ad on page 10](#)

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Community Outreach

UCLA Anderson Addresses the Future

For over 60 years, the UCLA Anderson Forecast has provided forecasts for the economies of California and the United States. Founded by professor Robert M. Williams in 1952, the national forecast has been recognized as one of the most accurate, and has a reputation for being unbiased – a factor that the numerous corporate and Wall Street forecasts cannot lay claim to. The UCLA Anderson Forecast for California is the most widely followed and oft-cited in the state and was unique in predicting both the seriousness of the early-1990s downturn, and the strength of the state economy's rebound since 1993.

Quarterly conferences are attended by a cross-section of business, government and academic decision makers from all over California as well as the United States.

An upcoming event to be held on April 2, 2014 at the JW Marriott in downtown Los Angeles is themed "Solutions for Our City" and focuses on job readiness and job availability.

What can we do to ensure that our children will be ready for the jobs of the 21st Century?

What can we do to make sure that employers will be attracted to Los Angeles

Following issues will be addressed:

- Is this year's forecast different from last year's?
- What makes us feel better about next year?
- Is the sudden drop in stock prices signaling another slowdown in the economy?
- Or is it just the polar vortex across most of the country simply clouding the economic data for the December-February time period?
- Are long-term interest rates still on the road to 4%?
- What will draw innovators, entrepreneurs and wealth creators to Los Angeles?
- Where should the Los Angeles job market be 20 years from now, and how do we make it happen?

• What can be done about too many cars on our roads and not enough water in our reservoirs?

• How much of the city's job creation problem lies with the education system?

• Which industries in Los Angeles are competitive and growing, and which are not?

Los Angeles Mayor, Eric Garcetti, will deliver the keynote address.

You can register at the link below:

<https://s08.123signup.com/servlet/SignUpMember?PG=1522722182300&P=15227221911427573300>

UCLA Anderson Forecast Contact Info:

Phone: (310) 825-1623

Fax: (310) 206-9940

www.uclaforecast.com

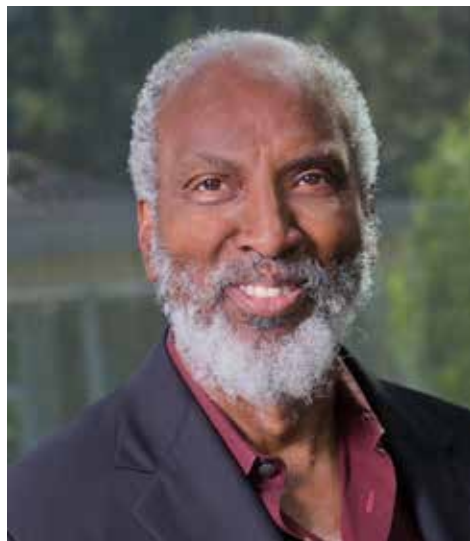
forecast@anderson.ucla.edu

Source: UCLA Anderson Forecast



**Eric Garcetti, Mayor,
City of Los Angeles**

Civil rights expert John A. Powell to deliver 25th annual Thurgood Marshall Lecture at UCLA



John A. Powell

By Rebecca Kendall

John A. Powell, an internationally recognized expert in the areas of civil rights and civil liberties and director of the Haas Institute for a Fair and Inclusive Society at UC Berkeley, will deliver this year's Thurgood Marshall Lecture at UCLA on Tuesday, April 1.

Powell, who also is a professor of law, African-American studies and ethnic studies at Berkeley, where he holds the Robert D. Haas Chancellor's Chair in Equity and Inclusion, has written extensively on a variety of issues, including structural racism, racial justice and regionalism, concentrated poverty and urban sprawl, voting rights, affirmative action, and the needs of citizens in a democratic society.

He is the author of several books, including, most recently, "Racing to Justice: Transforming Our Conceptions of Self and Other to Build an Inclusive Society."

"This year's lecture marks a milestone in a speaker series that has welcomed to UCLA an unparalleled array of iconic figures in the struggle for human rights and dignity," said Darnell Hunt, director of UCLA's Ralph J. Bunche Center for African American Studies and a professor of sociology. "It is fitting that we celebrate this year the work of John A. Powell, an internationally recognized expert on civil rights and civil liberties whose expansive body of work resonates deeply with Thurgood Marshall's contributions to social justice."

Powell's talk is part of an annual public lecture series named in honor of Marshall, the late U.S. Supreme Court justice. Founded in 1989, the series features a distinguished scholar, legal practitioner or activist who, like Marshall, has had a long and successful record of advocacy and who has made significant contributions to the struggle for civil rights.

The event, sponsored by the Bunche Center and the UCLA School of Law, will begin with a re-

ception at 5:30 p.m. at UCLA's Covel Commons Terrace, followed by Powell's lecture at 7 p.m. in Covel's Grand Horizon Ballroom (map). Powell will be available for media interviews between 5:30 and 6 p.m.

Powell is the former executive director of the Kirwan Institute for the Study of Race and Ethnicity at Ohio State University, where he held the Gregory H. Williams Chair in Civil Rights and Civil Liberties. He also founded and directed the Institute on Race and Poverty at the University of Minnesota, served as director of legal services in Miami, Fla., and was the national legal director of the American Civil Liberties Union, where he was instrumental in developing educational adequacy theory.

Powell has lived and worked in Africa, where he was a consultant to the governments of Mozambique and South Africa, and in India. He also has done work in South America and Europe.

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Mayor's Advisory Board,
Outstanding Achievement as a Vendor/Supplier

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Outstanding Entrepreneur

• BAY AREA CONTRACT COMPLIANCE

OFFICERS ASSOCIATION
Champion of Diversity

• NAMCSC

Minority Advocate

• 2014 Black History Month Award for
Commitment and service to the African American
community

Minority Advocate

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• San Francisco Human Rights Commission

703 Market Street, Suite 1000
San Francisco, CA 94103

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California Sub-Bid Request Ads

Storm Water Pump Station #5 Project Advertisement

Mission Bay Development Group, LLC is seeking Contractors for the Storm Water Pump Station #5 Project.

Scope of work for this project includes demolition, storm drain, sewer, deep excavation, structural concrete, electrical, and mechanical work.

This project has a 50% SBE/LBEs goal. One electronic set of bid documents will be distributed to each interested Contractor.

Please contact **Cathy Serrano** of **Townsend Management, Inc.**, at (415) 355-6644 to pick up set. A pre-bid conference will be held at 410 China Basin Street, San Francisco, CA on **Thursday, March 13, 2014 at 10:00 AM.**

DBE SUBCONTRACTORS REQUESTED RFP PS053133275

PRIVATE INVESTIGATIONS, Los Angeles, CA
BID/PROPOSAL SUBMITTAL DATE:

APRIL 7, 2014

OWNER: LA COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (METRO)

THIS ADVERTISEMENT IS IN RESPONSE TO METRO'S DBE PROGRAM. PASSANISI INVESTIGATIONS INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. INTERVIEWS WILL BE CONDUCTED MARCH 24TH - 28TH

PLEASE RESPOND FOR: TRANSLATION & TRANSCRIPTION SERVICES

CONTACT: OWNER, TONY PASSANISI - 800-566-9888

DeSilva Gates-Flatiron West, a Joint Venture of DeSilva Gates Construction, L.P. and Flatiron West, Inc., is soliciting for DBEs for the following project:
CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY IN BURLINGAME FROM 0.3 MILE NORTH OF ANZA BOULEVARD TO 0.9 MILE SOUTH OF MILLBRAE AVENUE OVERCROSSING - ROUTE 101,
Contract No. 04-235844
Federal Aid Project ACNHP-Q101(237)E

Owner: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816

BID DATE: APRIL 15, 2014 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or material quotation for the following types of work including but not limited to:

DESILVA GATES CONSTRUCTION -

Estimator: Victor Le - Phone No. 925-829-9220 Fax No: 925-803-4263:

ADL BURIAL LOCATION REPORT, AERIALY DEPOSITED LEAD (TYPE Z-3), CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, EMULSION SUPPLIER, JOINT PLAIN CONCRETE PAVEMENT, LEAD COMPLIANCE PLAN, LEAD CONCRETE BASE, LIME STABILIZATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, PREPAVING GRINDING, SLURRY SEAL, STRIPING, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, HOT MIX ASPHALT (OPEN GRADED) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

FLATIRON WEST -

Estimator: Jeff Wells - Phone No. 707-742-6018 Fax No: 707-746-1603:

CONSTRUCTION AREA SIGNS/ROADWAY SIGNS, BRIDGE DEMO, EROSION CONTROL, LANDSCAPING/IRRIGATION, CIDH, JOINT SEAL ASSEMBLY, PRESTRESSING, REBAR, OVERHEAD SIGNS, PAINTING/CONCRETE STAIN, FENCING, METAL RAILING, MBGR, BRIDGE CONCRETE BARRIER, ELECTRICAL, CELLULAR CONCRETE, FURNISH/ERECT PRECAST GIRDERS, DSM WALLS SOIL CEMENT, STRUCTURE BACKFILL PERMEABLE MATERIAL, READY MIX, CONCRETE PUMPING, CONCRETE PILING, 24" STEEL PIPE PILE, WELDED STEEL PIPE, MISC. METALS, SWPPP PLAN (ENVIRONMENTAL COMPLIANCE), SWPPP MATERIALS, GEOTEXTILE MATERIALS, BRIDGE BEARINGS, FORMLINER, STREET SWEEPING, NOISE MONITORING.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates-Flatiron West, a Joint Venture. DeSilva Gates-Flatiron West, a Joint Venture will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates-Flatiron West's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates-Flatiron West, a Joint Venture

11555 Dublin Boulevard
P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Website: www.desilvagates.com

An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

NELSON LANE WIDENING PROJECT, CIP Project 361

Owner: CITY OF LINCOLN - City Hall, 600 Sixth Street, Lincoln, CA

BID DATE: APRIL 2, 2014 @ 3:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to: BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE RETAINING WALL, CONSTRUCTION AREA SIGN, ELECTRICAL, EROSION CONTROL TEMPORARY, EROSION CONTROL PERMANENT, FENCE REMOVAL, FENCE, GUARDRAIL REMOVAL, GUARDRAIL, GRIND PCC PAVEMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, STRIPING, SWPPP PREPARATION, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DESILVA GATES CONSTRUCTION, L.P.

11555 Dublin Boulevard
P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: Steve Lippis
Website: www.desilvagates.com

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Sukut Construction, LLC

Is requesting sub-bids/supplier quotes from qualified DBE/MBE/WBE/DVBE Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work:
SWPPP and Installation, Pressure Testing, CCTV, Cathodic Testing, Minor Concrete Structures, CML&C Pipe, PVC Pipe, Ductile Iron Fittings, Bulk Fuel, Concrete Materials, Sand & Aggregates

RMV REALTY, INC.

The Ranch - Planning Area 2
SMWD Improvements for
Cow Camp Road Phase 1B
County of Orange, CA
BID DATE April 18, 2014 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Mike Greenlee or Estimating
Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office - please call for an appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

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

Sukut Construction, LLC
An Equal Opportunity Employer



Gallagher & Burk, Inc. is soliciting for SLBEs for the following project:

STREET REHABILITATION AT 17TH STREET
BETWEEN CASTRO STREET AND LAKESIDE DRIVE, AND JACKSON STREET BETWEEN
11TH STREET AND LAKESIDE DRIVE, OAKLAND, CA
City Project No. C464540.

OWNER: CITY OF OAKLAND -
1 Frank H. Ogawa Plaza, Room #101, Oakland, CA 94612

BID DATE: March 27, 2014 @ 2:00 P.M

We hereby encourage responsible participation of local Small Local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

COLD PLANE, CONSTRUCTION AREA SIGN, FENCING, STRIPING,
SURVEY/STAKING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING,
MINOR CONCRETE, ELECTRICAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Alan McKean
Website: www.desilvagates.com

An Equal Opportunity Employer

California Sub-Bid Request Ads

Request for DBE Quotes *****THIS PROJECT HAS A 8.2% DBE GOAL *****

PROJECT: Route 15-Baseline Road Interchange Improvements

LOCATION: Rancho Cucamonga, CA

IFB NO.: 13145

BID DATE: March 25, 2014 · BID TIME: 2:00 P.M.

Please respond by 5:00 p.m., March 24, 2014

We are seeking quotes from DBE Subcontractors & Suppliers for the following, but not limited to, work items: Construction Area Signs, Traffic Control, Barricades (Type II, III), SWPPP, Sweeping, Fencing, Irrigation & Landscape, Roadside Signs, Cold Plane AC, Clear & Grub, Excavation, Plastic Pipe, Erosion Control, Hydroseed, Class 2 Aggregate Base, HMA, Lean Concrete Base, Place AC Dike, Tack Coat, Liquid Asphalt (Prime Coat), PCC Aggregates, Spalled Joints, Grind Concrete, CIDH Piling, Minor Concrete (Minor Structure), Fractured Rib Texture, Precast PS Concrete Girders, Joint Seal Assembly, Bar Reinforcing Steel, Sign Structures, Sign Panels, Reinforced Concrete Pipe, Alternative Pipe Culvert, Manhole, Rock Slope Protection, Slope Paving, Metal Beam Guard Rail, Concrete Barrier, Striping & Marking, Electrical.

e-mail inquiries/quotes to: estimating@coffmanspecialties.com
or send via fax (858) 586-0164

Coffman Specialties, Inc.

9685 Via Excelencia, Suite 200 • San Diego, California 92126
Phone (858) 536-3100 • Bid Fax (858) 536-3131

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans are available through SANBAG and our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

Candlestick Point in San Francisco

Opportunity to Perform MATERIAL MANAGEMENT / FEASIBILITY STUDIES during the development of CANDLESTICK POINT in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform MATERIAL MANAGEMENT /

FEASIBILITY STUDIES for Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7761>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

March 12th at 10:00 AM

LENNAR URBAN

**One California Street, Suite 2700
San Francisco, CA 94111**

Proposals must be submitted by
April 1, 2014 @ 2:00 PM (PST).

Candlestick Point in San Francisco

Opportunity to Perform HPS 1 - Hilltop Regional Parks and Pocket Parks 15 & 16 Construction during the development of CANDLESTICK POINT in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform HPS 1 - Hilltop Regional Parks and Pocket Parks 15 & 16 Construction for Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7825>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

March 27, 2014 @ 10:00 AM

HUNTERS POINT SHIPYARD

Building 101

101 Horn Ave

San Francisco, CA 94124

Proposals must be submitted by
April 15, 2014 @ 2:00 PM (PST).

Candlestick Point in San Francisco

Opportunity to Perform CONSTRUCTION MANAGEMENT during the development of CANDLESTICK POINT in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform

CONSTRUCTION MANAGEMENT for Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7738>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

March 4th at 10:00 AM

LENNAR URBAN

One California Street, Suite 2700

San Francisco, CA 94111

Proposals must be submitted by
March 18, 2014 @ 2:00 PM (PST).

Sub Bids Requested From Qualified MBE, WBE, DBE, UDBE Subcontractors & Suppliers for

EBMUD - I-80/San Pablo Dam Road Pipeline Relocation

Project #2082

Location: San Pablo, CA

Bid Date: March 26, 2014 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: welding; trucking; sawcutting; striping; traffic control; and pipe abandonment.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

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

Contact: Travis O'Connor

An Equal Opportunity Employer

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Cold Plane Overlay, Ludlow

Caltrans Contract No.: 08-0K2804

District 08 on Route 40

DBE Goal: 5%

Bid Date: April 10, 2014 - 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Pavement Marking, Temporary Traffic Stripe, Portable Changeable Message Signs, Metal Beam Guard Railing, Cold Plane Asphalt Concrete Pavement, Fiber Rolls, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Strip, Paint Traffic Stripe, Pavement Marker, Asphalt Rubber Binder, Minor Concrete (Minor Structure), Biologist, Inertial Profiler, Shoulder Rumble Strip.

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

Skanska is an Equal Opportunity Employer

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

Ph: (951) 684-5360, Fax: (951) 788-2449

Email: joe.sidor@skanska.com

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www.sbeinc.com

California Sub-Bid Request Ads

SKANSKA

Sub-Bids Requested From Qualified MBE, WBE, SBE Subcontractors & Suppliers
East Contra Costa BART Extension Project - Trackwork, Systems and Facility Finishes
eBART Contract No.: 04SF-130
SB Goal: 22%
Availability Percentages MBE 23% - WBE 12%
Technical Qualification and Price bid due to BART: March 18, 2014 - 2:00 PM
Subcontractors scope due on or before April 1, 2014 - 1:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified SB/MBE/WBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or at plan centers, builders exchanges or from BART directly:

510-464-6100. (<http://www.bart.gov/ocr>). Bid documents can also be found at the following link:
https://www.dropbox.com/sh/2vxp8r5ue0t24no/a2PR5qCFn_?m=

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Scheduling, security services, quality control test, surveying, traffic control, demolition, concrete form, accessories, reinforcing steel, concrete supply, pumping, placing and finishing, precast concrete, structural steel, metal decking, metal framing, handrail, trench covers, decorative metal and railings, Arch casework, Thermal and moist protection, waterproofing, insulation, metal wall/soffit panels and trim, membrane roofing, roof hatches, firestopping, joint protection, expansion joint cover assembly, Metal doors/frames, access doors/panels, overhead coiling doors, overhead coiling grilles, aluminum storefronts, door hardware, glazing, louvers, Gypsum board, acoustical ceilings, resinous epoxy flooring, painting, graffiti coating, epoxy wall coating, signage, toilet access., safety specialties, lockers, train wash, work stands, washer, air comp, sand trailer, painting booths, bicycle racks/lockers, elevators, gangway, car hoist, bridge cranes, bogie turntable, Pipe insulation, underground ductwork, systems work and integration, Fire suppression, Plumbing, HVAC, LEED commissioning, TAB, Elect, Communications, Access control, CCTV, Earthwork, clear and grub, dewatering, excavation shoring, Aggregate, asphalt paving, concrete paving, pavement marking, tactile warning tile, detect warning tile, traffic barriers, chain link fence/gates, Utilities, direct drilling, fueling facility, trunked radio system, track work, signaling, signal houses, auto train protect, carborne signaling, signage, fare collection syst.

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

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Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 • Ph: (951) 684-5360, Fax: (951) 788-2449
 Email: michael.randall@skanska.com

DBE, MBE/WBE, SBE Subcontractor - Material Suppliers

Subcontractor/material supplier certifications accepted from USEPA, SBA, CUCP, Tribal, State & Local Governments, independent private organization certifications. (Note: Entities can no longer self-certify and contractors and subcontractors must be certified at bid opening).

Water Pollution Control Facility Aeration System Retrofit CIP 12-02

Owner: City of Woodland

Location: City of Woodland, CA

Bid Date: 4/29/2014 @ 2:00 PM

TRADES: Fiberglass Reinforced Plastic Hand-rail and Guardrail, Hollow Metal Doors and Frames, Chemical Tank Mixers, Peristaltic, Submersible, Sump Pumps, Sub. Horizontal Axial Flow Pumps, Direct Drive Hi Speed Turbo Blower Sys., Diffused Aeration System, Welded SS Aboveground Storage Tanks, Mechanical (Pipe, Valves and Fittings), Electrical, Aggregates, Demolition, CLSM, AC Paving, Fences & Gates, Paving, Concrete Accessories, Door Hardware, Glazing, Painting, HVAC, Evaporative Coolers, Concrete Reinforcing, CIP Concrete, Mortar & Masonry Grout, Structural Steel, Structural Aluminum, Steel Decking, Metal Fabrication, Floor Access Doors, Overhead Coiling Doors, Safety Equipment, Vertical Shaft Mixers, Gravity Ventilators, Fiberglass Reinforced Plastic, Sheet Waterproofing, Water Repellents, Roof & Deck Insulation, Membrane Roofing, Flashing & Sheet Metal, Roof Specialties & Access., Roof Hatches, Joint Sealants, High-performance Coatings, Aluminum Covers

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763 • Phone: (916) 351-0457 • Fax: (916) 351-1674 • Contact: **Karen Reichenberger**

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Plans and specs are available for review at Syblon Reid office and upon request will provide assistance with drawings and specifications.

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide assistance with plans and specifications or help meet other requirements.

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers
State Rt 5 HOV Lane, Orange County
Caltrans Contract No.: 12-0F96C4
District 12 on Route 5
DBE Goal: 11%
Bid Date: March 27, 2014 - 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website:
http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: LEAD COMPLIANCE PLAN, CONST AREA SIGNS, TEMP TRAFFIC STRIPE, TEMP PAVEMENT MARKER, TEMP CRASH CUSHION MODULES, PREPARE SWPP, RAIN EVENT ACTION PLAN, STORM WATER SAMPLING & ANALYSIS, STORM WATER ANNUAL REPORT, TEMP EROSION CONTROL, STREET SWEEPING, TEMP CONC WASHOUT, TEMP FENCE, ADL BURIAL LOC REPORT, TREATED WOOD WASTE, REM GUARDRAIL, REM IRRIGATION, REM PAINTED TRAFFIC STRIPE & MARKINGS, REM ROADSIDE SIGN, REM SIGN STRUCTURE, BRIDGE REMOVAL (PORTION), CLEARING AND GRUBBING, GROUND MONITORING PROGRAM, ROADSIDE CLEARING, LANDSCAPING & IRRIGATION, EROSION CONTROL, LEAN CONC BASE, LEAN CONC BASE RAPID SET, PLACE HMA DIKE, JOINTED PLAIN CONC PAVEMENT, CIDH CONC PILING, CIDH CONC PILE (SIGN FOUNDATION), PRESTRESSING CAST-IN-PLACE CONC, MINOR CONC (MISC CONSTRUCTION), MINOR CONC (MINOR STRUCTURE), DRILL AND BOND DOWEL, DRILL AND BOND DOWEL (CHEMICAL ADHESIVE), JOINT SEAL, REBAR, STRUCTURAL SHOTCRETE, FURN SIGN STRUCTURE, INSTALL SIGN STRUCTURE, FURN LAMINATED PANEL, FURN SINGLE SHEET ALUM SIGN, ROADSIDE SIGN - ONE POST, ROADSIDE SIGN - TWO POST, SOUND WALL (MASONRY BLOCK), ACCESS GATE (SOUND WALL), STORM DRAIN, GEOCOMPOSITE DRAIN, GRATED LINE DRAIN, ROCK SLOPE PROTECTION, CONC (DITCH LINING), SLOPE PAVING (ROCK BLANKET), SLOPE PAVING (RANDOM SLATE PATTERN), ROCK SLOPE PROTECTION FABRIC (CLASS 8), MISC IRON AND STEEL, MISC METAL, GUARD RAILING, FENCE, CONC BARRIER, STRIPING, ELECTRICAL, SIGNAL AND LIGHTING, CLOSED CIRCUIT TELEVISION SYSTEM, RAMP METERING SYSTEM, TEMP COMMUNICATION SYSTEM, MODIFY COMMUNICATION SYSTEM, SYSTEM TESTING AND DOC.

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

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1995 Agua Mansa Rd, Riverside, CA 92509 - Ph: (951) 684-5360, Fax: (951) 788-2449
 Email: tom.mehas@skanska.com

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

HUNTER'S POINT SHIPYARD PHASE I, BLOCK 49

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

Hunter's Point Shipyard
350 Friedell Street
San Francisco, CA 94124
Bid Date: 4/21/14 @ 2 PM

Voluntary Pre-bid Meeting on 4/3/14 at 10 AM at Construction Assistance Program Trailer located at 690 Hudson Ave., Trailer "B", San Francisco, CA 94124.

CAHILL CONTRACTORS, INC.
 Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600.

Visit www.sbeinc.com to download the latest SBE Newspaper and Newsletter



California Sub-Bid Request Ads

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Interstate 15/Base Line Road Interchange Improvement Project

The City of Rancho Cucamonga

SANBAG IFB No.: C13146

DBE Goal: 8.2%

Bid Date: March 25, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. 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.

Plans and Specifications are available for view at our main office in Riverside or can be ordered from A&I Reprographics – (909) 514-0704.

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, CIDH Concrete Piling, Prestressing, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Minor Concrete, Soundwall Barrier, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Rock Slope Protection Fabric, Miscellaneous Iron and Steel, Reset Survey Monument, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Ramp Metering System, Modify Closed Circuit TV system, Asbestos Plan, Landscape, Irrigation Grind PCCP, Precast Girders, Waterline, Sewer.

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

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Email: joe.sidor@skanska.com

SKANSKA Stacy and Witbeck A Joint Venture

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Sixth Street Viaduct Replacement Project

City of Los Angeles

Department of Public Works

DBE Goal: 23.95%

Subcontractors scope due on or before March 25, 2014 – 1:00PM

The City of Los Angeles is replacing the existing Sixth Street Viaduct over the Los Angeles River and U.S. 101. The 3,500-foot long Viaduct was constructed in 1932, but in the last 80 years concrete elements of the Viaduct have cracked and deteriorated as a result of an internal chemical reaction known as ASR. Skanska-Stacy and Witbeck a Joint Venture (SSW) will construct a Viaduct replacement to current standards utilizing a unique design by HNTB. SSW was selected as the CM/GC for the project.

SSW is interested in soliciting in Good Faith all qualified contractors, including certified Disadvantaged Business Enterprises (DBEs), for subcontract opportunities tied to early work on the project. The early work specifically includes enhancements at several street intersections surrounding the Sixth Street Viaduct to accommodate traffic detours that will occur during the construction period.

All interested contractors are encouraged to view plans and specifications for the early work and to consider submitting bids/quotes to SSW for all, or distinct elements of, the early work scope. SSW will consider breaking out scope packages and adjusting schedules to help permit maximum DBE participation. Plans and specifications are available for review at SSW's main office in Riverside or by download through the internet.

You can request a link to access the download, or to visit the Riverside office plan room, by emailing your contact information to RSV4SSW@JHCAgency.com.

Quotes requested for contractors, suppliers and service providers include, but are not limited to:

Security services, quality control testing, surveying, traffic control, demolition, concrete forming, concrete supply, pumping, placing and finishing, trench covers, signage, electrical and traffic signal, earthwork, tree planting and removal, asphalt paving, concrete paving, pavement marking, tactile warning tile, detectable warning tile, traffic barriers, chain link fence/gates, utility relocation, construction area signs, temp fencing, cold plane, storm water pollution prevention, iron workers and electricians.

Key Subcontracting Requirements:

- Insurance:
 - ✓ Commercial General Liability (GL): \$1M each occurrence
 - ✓ Commercial Auto Liability: \$1M
 - ✓ Workers Compensation: \$1M
- Performance / Payment Bonds:
 - ✓ Full subcontract amount (SSW will pay bond premium up to 2%)
- Tradesworkers:
 - ✓ SSW is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters & Teamsters.
 - ✓ Weekly Certified Payroll required.

Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies.

SSW is an Equal Opportunity Employer

For questions about this project, including how to submit a bid, please contact SSW's Community Liaison:
Joe Hernandez - (626) 791-5070 • Email: joe.hernandez@skanska.com

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

MISSION BAY STORM WATER PUMP STATION #5, SF Mission Bay Development Group

Bids: March 27, 2014 @ 10am

Subcontracting Goal – 50%

Proven Management, Inc.

712 Sansome Street, San Francisco, CA 94111-1704

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

Sitework; Dewatering; Excavation/Shoring; Earthwork; Stone Retention; Grouted Riprap; Landscape/Irrigation; Concrete Formwork; Rebar; Drilled Dowels; CIP Concrete; Structural Steel; Misc. Metals; Special Metal Fabrication; Sheet Membrane Waterproofing; Painting/Protection Coatings; Pumps; Storm Water Treatment Device (CDS Unit); Mechanical; Piping Systems; Ductile Iron/Plastic Pipe; Valves & Accessories; Electrical; Instrumentation; Fire Extinguishing System.

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

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Sub Bids Requested From Qualified
SBE and SF LBE

Subcontractors & Suppliers for

Mission Bay Development Group -

Storm Water Pump Station #5

Location: San Francisco, CA

Bid Date: March 27, 2014 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: Concrete; Rebar; Electrical; Trucking; Shoring; Misc. Metal; Underground; Pumps; Paving; and HVAC.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

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

Contact: Duane Schulze

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Sub Bids Requested From Qualified
DBE and UDBE

Subcontractors & Suppliers for

MacArthur Transit Community Partners, LLC -

Frontage Road MacArthur Transit Village

Location: Oakland, CA

Bid Date: March 27, 2014 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: Concrete; Rebar; Asphalt; Aggregate Base; Drainage Base; Electrical; and Striping.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

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

Contact: Charlie Thome

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Looking for
Subcontractors, Vendors,
and Suppliers?

Advertise your Sub-Bid Requests in the
Small Business Exchange.
With a monthly readership of 75,000,
SBE reaches a diverse audience, cutting
across ethnic and gender lines as well
as traditional industry segments.



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

Business Toolkit

Integrating your Business into the World of Social Networking

By Leo Sun

In times of rapidly evolving technologies, digital divides have fragmented many companies' abilities to keep up with the advent of social networking via sites such as Facebook and Twitter, which offer new dimensions to viral advertising, product support and rapport with the customer. Traditional, old guard tech companies such as Dell and Nokia have branched out from their typical web page store fronts into frontier social networks in an attempt to bridge the distance between themselves and the consumers. The jury is still out on the impact of these attempts to become more readily accessible and more transparent to end users; however, with Facebook surpassing Google as the most visited site on the Internet, businesses are scrambling to their battle stations to rethink their net strategies to harness the maximum potential of this lucrative but wild market. Let's examine how businesses have traditionally conducted business on the Internet.

The Traditional Way

In the traditional, web-based business model prevalent since the mid-1990s, companies follow these basic steps to expose themselves to a web audience.

- Hire a designer to create a website introducing the company's products, with general contact information and an online payment system to make purchases via the website.
- Attempt to boost search engine results through search engine optimization.
- Pay advertisers such as Google or Yahoo for display and targeted ads in the hope that traffic will be funneled their way.
- Have the designer update the website through e-mail correspondence, or in house, accordingly.

This method is time-consuming, costly, and offers no guarantee of increased traffic or purchases. Often times a small company still needs to rely heavily on trade shows and other promotional activities in order to attract a word-of-mouth interest to build a client and customer base.

The New Way

Forward-thinking companies who liberally use Facebook, Twitter and Youtube have changed web business with several effective measures.

1. Companies now use their Facebook pages as real-time forums and tech support areas, and use the "Like" button to connect to users' news feeds to their latest news, product launches and exclusive discounts. This in turn promotes the company's product to all the users' friends via the news feed, spreading through the social network with a viral effect, for free.
2. Viral advertising effects from Facebook in the form of games, and video clips on Youtube freely offer companies a much more viable alternative to spending money on advertising which may or not reach their intended targets.
3. Companies connected to the social network tend to have a much faster reaction time to bad news and criticisms than traditionally modeled Internet storefronts. In this regard, users often feel a higher degree of familiarity with the company, as its status appears in a news feed alongside their social networking friends and tend to foster a more positive opinion of the company and its products.

Arming Yourself for the Final Frontier

While this new way of conducting web business has its clear advantages, the shock of the sudden, direct and uncensored exposure to the wilderness of the social networking jungle may be jarring for any business attempting this shift. So how can you, as a business owner, make this transition with your company's reputation intact?



1. Before registering your Facebook and Twitter pages, make sure your company knows its position on hot button issues, such as criticized products or controversial business decisions. Rehearse how to react to such criticisms, and make sure the staff in charge of the social networking branch of your operations is on the same page.
2. Consult with your advertising or PR department regarding the online persona your company wishes to personify online, and maintain professional consistency. Is your company fun, caring, or cutting edge?
3. Keep up a high frequency of social status updates to maintain followers' interest. Staying in the news feed weekly keeps social networkers

engaged by staying on top of the dogpile of updates the average user receives daily.

4. Be able to react quickly to Facebook comments or Twitter tweets to create a close personal presence to the customer.
5. Hire app designers to create Facebook applications which promote your product, or pay Facebook game designers such as Zynga or Playfish to include your company's virtual products in the game for instant viral advertising.

Social Networking in the Workplace

Now that your business has dipped its toes in the fast shifting maze of social networks, it may

■ Continued on page 15

Planning a Successful Product Launch

By Leo Sun

Now that your company has a finished product ready to hit the market, a gargantuan, dreaded task remains – the product launch. For some successful companies it appears lightweight and effortless; for others, it is clunky, ill-timed and dead on arrival at huge costs. How can you make sure your product hits the ground running and captures the intended target audience?

Look Before You Leap

Here are some major issues to consider before launching your newly finished product:

- Has the market demand changed since the initial development of your product? This is always a major concern to technology companies, where fast shifting currents can change a company's fortune on a dime. Market research is absolutely necessary at this stage.

- Is your product ready and thoroughly tested? Often times a product may sell like hot cakes at first but crash due to poor reviews on the web and print media. Be aware that the Internet can be your best friend or worst enemy in this regard.
- Are your margins from your established price range high enough to be profitable? Is your product a high-margin, low-volume product, or a low-margin, high-volume product? Companies like Apple, Microsoft and Intel have built fortunes on the lucrative high-margin, high-volume market.
- Have the costs of the products' components changed since your initial planning phase? Will there be any problem procuring the necessary amount of components?
- How does the new product impact your current line of products? Will your new product cannibalize a stable, profitable product? Cannibalization can also occur when a company launches a product that directly competes with its own

partnered products, as Google did with its Nexus One phone, which was positioned directly, in self-defeating manner, against other Android phones.

- Has your company mapped out the proper PR and advertising road map for your new product? Nothing botches a product launch more than a confused lack of focus. Everyone remembers Microsoft's embarrassing launch and subsequent failure of its Kin mobile devices as a prime example.
- Have you thoroughly researched your competitors' similar products and their release schedules? The timing of a product launch is crucial to success. This is highly visible in the launch cycle of video game consoles, where major players such as Microsoft, Sony and Nintendo continually attempt to outpace their peers by predicting the end of a generation's cycle.
- Does your company have a stop loss and exit strategy if the product launch fails? As with the cited examples of the Google Nexus and Mi-

crosoft Kin, both companies pulled the plug on their losing bets before their losses became too steep. For a small company, placing all their eggs in one basket can be fatal.

Advertising, Buzz and Hype

Now that your product is ready to be thrown into the open market, you need to build up anticipation through proper advertising and promotion. Here are some strategies your company can take to increase the buzz and hype surrounding your product.

- For most small companies, the tried and true route of trade shows is still the most direct route to promote a new product. The hands-on demo approach and the direct, face-to-face interactions help build and solidify a loyal client base.
- Decide your company's advertising budget. You can go as high as professional television advertisements or as low as simple Internet click-thru ads, or anything in between. Your advertising

■ Continued on page 15

San Francisco African American Chamber of Commerce

Development Committee Report (June 6, 2013)

Three Year SFMTA SBE Report - JANUARY 1 2010 through DECEMBER 31, 2012

SBE COMMITMENTS • SFMTA AWARDED CONTRACTS

By: ETHNICITY & GENDER

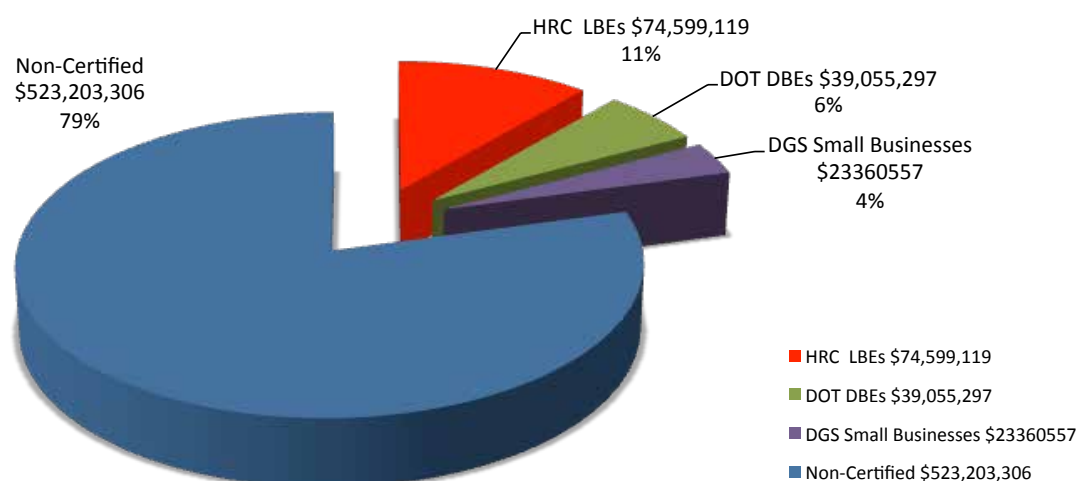
CONSTRUCTION & PROFESSIONAL SERVICES		
Total Number of Contracts	44	\$660,218,279.69
Total Number of Firms	240	
Total Number of SBEs	157	

SBE PARTICIPATION - ETHNICITY		SBE AMOUNT
Asian	32.1%	\$43,958,632.23
Arab American		\$743,056.23
African American	7.2%	\$9,854,714.65
Hispanic		\$10,640,404.68
Iranian American	19.8%	\$27,088,422.50
Native American		\$0.00
Unidentified Minority		\$1,153,358.52
Non Minority		\$43,576,384.83
Total SBE Participation		\$137,014,973.64

SBE PARTICIPATION - GENDER		SBE AMOUNT
Male		\$118,590,701.89
Female	13.5%	\$18,424,271.80
Total SBE Participation		\$137,014,973.69

COMMITMENTS		
Non-Certified	79.2%	\$523,203,306.00
HRC LBEs		\$74,599,119.01
DOT DBEs		\$39,055,297.01
DGS Small Businesses		\$23,360,557.22
TOTAL Commitments		\$660,218,279.24

SFMTA SMALL BUSINESS ENTERPRISE PROGRAM COMMITMENTS Contracts Awarded Jan. 1, 2010 - Dec. 31, 2012



Note: 4.4 percent of dollars were committed to firms that are both DBE- and LBE-certified.

Total African American Part is 7.2% = \$9,854,714.65
Total Female Part is 13.5% = \$18,424,271.80

BART has done an outstanding job of utilizing MBE and local businesses. Their approach includes the following:

1. Federally funded projects allow set asides for small local firms: Smaller projects are designated to be awarded to small local firms. These smaller projects can easily be handled by local firms.
2. Unbundling and Post Bid Technical Support: Larger projects smaller firms. Specific disciplines, such as Interior Design or Landscape Architecture can be separated from the larger project.
3. Bonding Help, Informal Projects Awards: Some very small projects may be awarded to smaller firms without going through a proposal process. For very small projects it may be more efficient to use smaller firms. Not every project requires lengthy proposals. Producing these proposals is a lengthy expensive process often with no reward. Larger firms have marketing departments to produce these proposals, while smaller firms often need to use their technical staff.
4. Small Business Outreach: Actively recruiting small businesses for projects. Small businesses are kept informed of upcoming projects, giving them time to assemble teams and prepare proposals.

This approach could be used by other agencies to increase small local business participation. It is important to keep local designers involved in the future of our city. There has been extensive consolidation of architectural and engineering firms in recent years. Small local firms are being bought up by large national firms. San Francisco's unique character has been the result of active community participation. If we don't involve more local boutique size designers in the process of building our city, we risk losing that unique character. The America's Cup has requested assistance from the City. They should try to utilize small and MBE local businesses to return the favor. Developers stand to make large profits from the development of the Transbay area. Golden Gate Transit is governed by a Board of Directors comprised of some people from other districts from areas nowhere near the Bay Area. While these directors receive the benefit of these positions, they have little interest in the needs of local San Francisco businesses.

In contrast, the new general manager at BART has made a habit of visiting BART stations and greeting customers, asking about the quality of service. This type of outreach to the community is commendable. Because BART serves a wide spectrum of people throughout the Bay Area, they recognize that local input is not only good public relations, it is good business.

The Transbay Joint Powers Authority, The Golden Gate Transit Authority and America's Cup, serve a narrower, generally more affluent demographic. They receive less pressure from their customers. At the same time they ask for special considerations from San Francisco. In return San Francisco businesses should receive more benefits from these organizations. The design community is a relatively small percentage of the population, but one with a profound influence on the quality of life in our city.

Decreasing local involvement not only hurts the design community, it impacts the very character of the city.

Sincerely,

Myles Stevens
Stevens & Associates

SFAACC Development Committee Report (June 6, 2013)

CS-149: Program Management and Construction Management Services

- Prime Contractor: Central Subway Partnership (AECOM/EPC Consultants JV)
- 30% SBE Goal, 31.4% SBE Commitment, 9.6% DBE Commitment, 27.1% LBE Commitment (including graduates)
- \$147,375,171.00 Award Amount, \$46,275,803.69 Committed to SBEs, \$14,148,016.42 Committed to DBEs, \$39,938,671.34 Committed to LBEs (including graduates)
- Joint venture partner EPC Consultants, Inc. is a graduate of LBE Program

Participation of Certified Firms - AECOM? = Remaining Balance Part is 31.9% = \$47,012,679.50

Firm	Core Specialty	Certification Type	Ethnicity	Part %	Part \$
EPC Consultants, Inc.	Program Management/Construction Management	S/LBE (graduated)	Asian/Pacific Islander	19.0%	\$28,001,282.49
Associated Right of Way Services, Inc.	Relocation	SBE	Caucasian	0.04%	\$589,500.68
Butler Enterprise Group LLC	Job Training/Labor Compliance	D/LBE	African American	1.0%	\$1473,751.71
Construction Management West Inc.	Construction Management/Inspection	D/LBE	Latino	0.5%	\$736,875.86
Greenfuels Inc.	Outreach	S/D/LBE	Asian/Pacific Islander	2.0%	\$2,947,503.42
Hollins Consulting	Right of Way	LBE	African American	1.0%	\$1,473,751.71
Inspection Services, Inc.	Materials Testing/Special Inspection	S/D/LBE	Asian/Pacific Islander	0.7%	\$1,031,626.20
M C K Associates LLC	Construction Management	LBE	Caucasian	0.7%	\$1,031,626.20
Marinship Development Interest LLC	Construction Management	LBE	African American	0.7%	\$1,031,626.20
Mendoza & Associates	Construction Management	S/DBE	Latino	1.4%	\$2,063,252.39
Nancy Whelan Consulting	Finance	DBE	Caucasian	1.2%	\$1,768,502.05
RH & Associates	Partnering	DBE	Caucasian	0.04%	\$58,950.07
Sharon Greene & Associates	Finance	S/DBE	Caucasian	0.1%	\$147,375.17
The Robert Group	Outreach	DBE	African American	1.2%	\$1,768,502.05
Townsend Management Inc.	Construction Management	S/D/LBE	Asian/Pacific Islander	1.4%	\$2,063,252.39
Wau & Company	Engineering/Dewatering	S/D/LBE	Asian/Pacific Islander	0.1%	\$147,375.17
		Total SBE		31.4%	\$46,275,803.69
		Total DBE		9.6%	\$14,148,016.42
		Total LBE (Including graduate)		27.1%	\$39,398,671.34

Total African American Part is 3.9% = \$5,747,631.67

CS-155: Central Subway Final Design Design Package 1: Utilities Relocation and Tunnel Design

- Prime Contractor: PBITelamon
- 30% SBE Goal, 31.6% SBE Commitment, 9.3% DBE Commitment, 28.4% LBE Commitment
- \$5,795,000.00 Base Award Amount, \$1,831,220.00 Committed to SBEs, \$538,935.00 Committed to DBEs, \$1,645,780.00 Committed to LBEs
- Joint venture partner Telamon Engineering Consultants, Inc. is an LBE
- 8 LBEs performing key meaningful roles

Participation of Certified Firms - PB? = Remaining Balance Part is 30.7% = \$1,779,065.00

Firm	Core Specialty	Certification Type	Ethnicity	Part %	Part \$
Telamon Engineering Consultants	Civil/Utilities	LBE	Asian/Pacific Islander	19.0%	\$28,001,282.49
AGS Inc.	Civil	S/D/LBE	Asian/Pacific Islander	0.04%	\$589,500.68
Cornerstone Transportation Consulting Inc.	CADD	LBE	African American	1.0%	\$1473,751.71
HortScience Inc.	Arborists	SBE	Caucasian	0.7%	\$1,031,626.20
Kendall Young Associates	Architecture	S/LBE	African American	0.7%	\$1,031,626.20
Martin M. Ron Associates	Land Surveying	SBE	Caucasian	1.4%	\$2,063,252.39
SC Solutions Inc.	Structural/Seismic	SBE	Caucasian	1.2%	\$1,768,502.05
Simon & Associates Inc.	Sustainability	S/LBE	Caucasian		
SOHA Engineers	Structural	S/D/LBE	Asian/Pacific Islander	0.04%	\$58,950.07
Stevens & Associates (see NOTE 1)	Landscape Architecture	S/D/LBE	African American	0.1%	\$147,375.17
Structus Engineers	Structural	S/D/LBE	Asian/Pacific Islander	1.2%	\$1,768,502.05
Trans Pacific Geotechnical Consultants	Geotechnical	SBE	Asian/Pacific Islander	1.4%	\$2,063,252.39
		TOTAL SBE		31.6%	\$1,831,220.00
		TOTAL DBE		9.3%	\$538,935.00
		TOTAL LBE		28.4%	\$1,645,780.00

NOTE 1. Stevens & Associates contract amount was \$24,648.00 not \$17,385.00

Total African American Part is 2.9%, = \$168,055.00

Public Legal Notices



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

**Contract No. 3120V
(ID No. FCP14096)**

CARL LARSEN PLAYGROUND RENOVATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on April 9, 2014**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St., 4th Fl, S.F., CA 94103, tel: 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at 850 Vicente St. (Cross St. - 19th. Ave.), S.F., CA and includes site demolition work; grading and drainage; concrete and metal work; installation of concrete footings for all play equipment; new play equipment; planting and irrigation; coordination work for services to be performed through a pre-negotiated scope of services by a subcontractor to furnish and install new airplane play structure under this contract and all appurtenant work in accordance with specifications and drawings. The time allowed for completion is 180 consecutive calendar days. The Architect's estimate is in excess of \$650,000. For more information, contact the Project Manager, Melinda Stockmann at 415-581-2548.

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Section 01 31 33 for more details.

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is 14% LBE. Call Finbarr Jewell at 415-554-8360 for details.

In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on March 27, 2014 at 3:00 p.m. in the Electrical Conference Rm, 5th Fl, 30 Van Ness Ave, SF.

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "A or C-27" license required to bid.

In accordance with SFAC Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Department recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Sec 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

This Project is subject to the requirements of the S.F. Local Hiring Policy for Construction ("Policy") as set forth in Sec 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Sec 00 73 30 of the Project Manual for more information.

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

**3/20/14
CNS-2600589#
SMALL BUSINESS EXCHANGE**

or doubts as to meaning shall be brought to the State's attention through the question and answer process on Bidsync.com

Answers by State Representative will be posted to Bid Sync no later than April 9, 2014 before 4:00 p.m.

Bid Packets Due: April 10, 2014, before 3:00 p.m.

Packets will be opened publicly at 2211 Garden Road, Monterey, CA 93940, on the day of opening or a date and time convenient for the State. Check with Contract Administrator for a confirmation of date and time.

**CONTRACT ADMINISTRATOR:
Delane Hurley - delane.hurley@parks.ca.gov**

**PROJECT MANAGER/Associate Architect:
Mike Zuccaro**

**REQUIRED LICENCE(S):
(B) General Building Contractor**

Project Duration: Six (6) months from Notice to Proceed (NTP), if, no extreme unforeseeable weather conditions exist. Performance term is to be met, unless Contract Administrator approves updated Schedule of time.



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

**Contract No. 3067V
(ID No. FCP14103)
GREAT HIGHWAY RESTROOMS
RENOVATION**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on April 9, 2014**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St., 4th Fl., S.F., CA 94103, tel: 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work to be done under this contract is for the renovation of two convenience stations located at Judah 1401 Great Highway and Taraval 2407 Great Highway, San Francisco, and consists of hazardous material abatement; selective demolition; interior and exterior improvements; electrical and plumbing work; replacement of a new mechanical ventilation system; and landscape/site improvements. The time allowed for completion is 180 consecutive calendar days. The Architect's estimate is in excess of \$1,700,000. For more information, contact the Project Manager, Dan Mauer at (415) 581-2542.

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Section 01 31 33 for more details.

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is 23%

LBE. Call Finbarr Jewell at (415) 252-2513 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on March 26, 2014 at 11:00 a.m. in the Structural Conference Room, 30 Van Ness Ave., 5th Floor, SF.

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "B" license required to bid.

In accordance with SFAC Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Department recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

**3/20/14
CNS-2600601#
SMALL BUSINESS EXCHANGE**

STATE OF CALIFORNIA

**State of California - Natural Resources Agency
DEPARTMENT OF
PARKS AND RECREATION
PUBLIC WORKS
NOTICE TO CONTRACTORS**

**The Department of Parks and Recreation,
Monterey District, is seeking bids for:**

Contract No. C1364020

**Texas Cabin Rehabilitation - Gilroy Hot Springs
Budget/Engineer's Range Estimate:
\$200,000.00 - \$250,000.00**

**OFFICIAL PACKETS ARE LOCATED ON
BIDSYNC.COM**

MANDATORY JOB SHOWING: April 1, 2014 - 10:00 a.m. (location map available on bidsync.com or from Contract Administrator.)

No bids will be considered from a Prime Contractor not at the Mandatory Job Showing for the entire meeting.

Bidder Questions accepted through Bid Sync until April 7, 2014, until 8:30 a.m.

Any discrepancies, omissions, ambiguities, or conflicts in or among the contract documents

Overview/Scope of Work: The project scope includes rehabilitation of a cabin at Gilroy Hot Springs - Texas Cabin. All work shall follow the Secretary of the Interior's Standards for the Treatment of Historic Properties. The Designated Treatment under these Standards shall be that of Rehabilitation. The building is in disrepair and has structural damage to the foundation, roof framing, walls and porch. Additionally, the building has suffered years of weather damage, rodent damage and vandalism. The work will begin with obtaining the services of an environmental company to test for and provide direction to a qualified contractor to handle and properly dispose of possible hazardous materials, including: lead-based paint, asbestos, mold and rodent waste. Subsequent to the environmental cleanup, rehabilitation and repair work will commence on the structure and will include shoring and stabilizing the building to allow removal of the deteriorated foundation system and other damaged structural components; construct a new foundation; repair the flooring, perimeter deck, exterior and interior partitions; repair or replace in-kind the roof and porch roof framing and skip sheathing; re-slope porch to two percent (2%) maximum and fortify

its structural connections to the building; strip off old roofing and replace with redwood shingles; restore or reconstruct wood doors, screen doors, and windows -all with new hardware; repair and replace in-kind porch railings, posts, and balustrade; reconstruct the north porch steps; repair or replace to match in-kind exterior and interior wall finishes; paint exterior and interior, including applying a fire-retardant undercoating to all painted surfaces; restore or replace to match in-kind period interior flooring finishes; provide concrete pad in crawl space for future water heater and furnace; stub-in water supply and waste lines for future plumbing fixtures; wire for lighting and power distribution for future fixtures; rehabilitate remaining floor furnace grates for reuse with future mechanical diffusers and insulate attic and floor space. All work is to follow the latest adopted version of the California Code of Regulations - Title 24, including Chapter 8: the Historic Building Code. The work will follow the Secretary of the Interior's Standards for the Treatment of Historic Properties, meeting the level of Rehabilitation. All care should be given to ensure the retention of character-defining features and historic building fabric.

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

**REQUEST FOR QUALIFICATIONS
CONSTRUCTION MANAGEMENT
SUPPORT SERVICES
MOSCONE EXPANSION PROJECT**

The City & County of San Francisco (City), Department of Public Works (DPW) announces a Request for Qualification (RFQ) seeking qualified Consultants to provide construction management support services for the Moscone Expansion Project. The City will select a Construction Management Support Services Consultant Team (CMSS Consultant), consisting of a Prime Consultant &/or specialty Sub-consultants, to provide support services to DPW. The estimated contract amount is \$3.5 million.

The CMSS Consultant Team will be working under the direction of DPW Project Management, & with selected consultants & City construction management staff. The CMSS Consultant will serve as an extension of city staff, providing construction management support services as requested, including cost estimating, scheduling, constructability review, project controls, & construction administration. The CMSS Consultant team shall have requisite experience in providing services for the pre-construction, construction, project close-out, & post-construction phases of civic building projects.

The highest-ranked firm responding to this RFQ (Proposer) will be selected for negotiations & finalization of scope of services. Award of contract neither guarantees all or a portion of the work described herein, nor does it guarantee that the entire amount of award would be expended. The contract dollar amount awarded does not represent a guaranteed revenue source for the successful Proposers. The City reserves the right to commence, terminate, reduce, or extend the Proposers' scope of services at any time in response to changing needs.

The potential environmental impacts of the proposed Moscone Center Expansion (the Project) must be evaluated through the California Environmental Quality Act (CEQA) review process. The City is in the process of environmental review with Planning Department's consultant, with a current anticipated schedule of completing the Environmental Impact Report (EIR) process by September 2014. The City will consider approval of the Project following completion of the CEQA process. Any construction work would not commence until the CEQA review process is completed, the City approves the Project, & the City notifies the General Contractor that it may begin construction work. If the City does not approve the Project, the construction work will not commence & the Agreement will be terminated. The design &, if the Project proceeds, construction work will need to incorporate any alterations, procedures or alternatives identified & adopted during the CEQA review process, & the Project will not proceed if the City does not approve the Project following completion of CEQA review. The design will evolve & change throughout the CEQA process, & all work must accommodate such changes.

Proposers shall submit their Proposal Package as specified in the RFQ **by no later than 4:00 PM on April 4, 2014**. Determination of the official time will be made via <http://www.time.gov/>. **Late submissions will not be considered.** Submit proposal packages to the attention of Brook Mebrahtu, Project Manager, Department of Public Works / Project Management, 30 Van Ness Avenue, Suite 4100, San Francisco, CA 94102. Digital files of the RFQ Package may be downloaded at

no cost at: www.sfdpw.org/biddocs. Notices regarding Addenda & other proposal changes will be distributed by email to Plan Holders. It is the responsibility of the Proposer to confirm receipt of any & all addenda issued for this RFQ. Please visit DPW's Contracts, Bid Opportunities & Payments webpage at: www.sfdpw.org for more information.

A Pre-Proposal Conference for Proposer firms/joint ventures will be held on **March 21, 2014 at 10:30 AM** at the Bureau of Architecture, Main Conference Room, 30 Van Ness Avenue, Suite 4100, San Francisco, California 94102. At the conference, City staff will discuss the RFQ & Local Business Enterprise (LBE) requirements.

There will be an opportunity for questions & answers during the Pre-Proposal Conference. Questions from interested Proposers will be addressed at this conference, & any new applicable information will be provided at that time. While City staff may provide oral clarifications, explanations, or responses to any inquiries, the City is not bound by any oral representation. If any new &/or substantive information is provided in response to questions raised at the pre-proposal conference, it will be memorialized in a written addendum to this RFQ. Responses to questions that arise at the pre-proposal conference & received by the final date to submit questions will also be answered & incorporated in a written addendum to this RFQ.

All requests for clarification of any ambiguities, discrepancies, inconsistencies, or questions concerning the RFQ, whether submitted before or after the pre-proposal conference, must be in writing & directed to moscone-expansion-project@sfdpw.org no later than **4:00PM on March 25, 2014**.

Substantive replies, clarifications, interpretations, or changes to the RFQ will be made by written addendum, & shall become part of the RFQ. For more information see also Sections 7 & 12 of the RFQ.

Rating bonuses will be applied per San Francisco Administrative Code Chapter 14B. Certified LBE firms are encouraged to submit proposals. The sub-consulting goal is **10%**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with Chapter 14B requirements, all Proposers, except those who meet the exception noted below, shall submit documented good faith efforts with their proposals & must achieve 80 out of 100 points to be deemed responsive. Proposers will receive 15 points for attending the Pre-Qualifications Conference. Refer to CMD Form 2B for more details. Exception: Proposers who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements. The selection process will be based on evaluations of written submittals & oral interviews of short-listed firms. The City will negotiate an agreement with the highest-ranking firm based on a City-determined scope of work & a fee schedule acceptable to the City, as described in the RFQ.

Further information may be obtained by sending an email to moscone-expansion-project@sfdpw.org.

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

3/20/14
CNS-2598845#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

**Contract No. 7790A
(ID No. FCA14091)
SAN FRANCISCO PUBLIC LIBRARY
TEEN & LITERACY CENTER
RENOVATION WORK**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on April 9, 2014**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St., 4th Fl, SF, CA 94103, tel: 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is for the renovation of the Literacy Center and Teen Center at the San Francisco Main Library, 100 Larkin St, SF, CA 94102. The Work shall be completed in two phases and includes: selective demolition; design build work to furnish and install fire alarm and sprinkler systems; extensive interior renovation to provide for new office space, restroom, sound booth, video recording studio, and meeting room; and related electrical, plumbing and mechanical work and all appurtenant work in accordance with specifications and drawings. The time allowed for completion is 258 consecutive calendar days to project substantial completion. The Architect's estimate is in excess of \$1,650,000. For more information, contact the Project Manager, Michelle Lee at 415-557-4718.

The time allowed for completion is 258 consecutive calendar days to project substantial completion. The Architect's estimate is in excess of \$1,650,000. For more information, contact the Project Manager, Michelle Lee at 415-557-4718.

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is 21% LBE. Call Romulus Asenloo at 415-581-2320 for details. In accordance with SFAC Chapter

14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A **Mandatory Pre-Bid Meeting** will be held on **March 20, 2014 at 9 a.m.** in the Latino Hispanic Room (Room No. L-58 on the lower level diagonally across from the Koret Center) in the San Francisco Main Library, 100 Larkin St, SF, CA 94102.

A Mandatory Site Walk-Through will be held following the Pre-Bid Meeting on March 20, 2014. Bidders are reminded that a City Representative must be present to review areas of construction during a site visit.

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "B" license required to bid.

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

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

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Section 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

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

3/20/14
CNS-2599617#
SMALL BUSINESS EXCHANGE

John A. Powell

Continued from page 2

To attend the free event, the public should R.S.V.P. by emailing djefferson@bunche.ucla.edu or calling 310-825-4023.

The Ralph J. Bunche Center for African American Studies at UCLA, established in 1969, is ranked among the nation's top academic research centers in African American studies. The center conducts and sponsors multidisciplinary research on the African-American experience, supports the

bachelor's and master's degree programs in Afro-American studies, facilitates scholarly activities for faculty and students, administers undergraduate scholarship programs for students majoring in Afro-American studies, and sponsors community service programming.

Link: <http://newsroom.ucla.edu/portal/ucla/civil-rights-and-liberties-expert-271679.aspx>

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Public Legal Notices



UCLA

ADVERTISEMENT FOR BIDS

The following is a summary of a full Advertisement for Bids posted on the UCLA Capital Programs Website (<http://www.capitalprograms.ucla.edu/Contracts/ProjectsCurrentlyBidding>). **All interested parties must go to the Website for complete information.**

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

Project Name: 1525 - 1601 SANTA MONICA BOULEVARD DEMOLITION AND SITE IMPROVEMENTS

Project Number: 948936.01

Description of Work: Project consists of providing the following at 1525, 1535, and 1601 Santa Monica Boulevard North of Santa Monica Blvd. on both sides of 16th Street: hazardous materials abatement and demolition of the existing structures; repaving, restriping and preparing the lot for parking; power for lighting and data infrastructure for security; perimeter fencing and plantings.

Estimated Construction Cost is \$645,904.00.

Bidding Documents Available at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501
Website: <http://social.fordgraphics.com/>

Bid Submittal Location:

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

Dates:

Bidding Document Availability: March 18, 2014

Mandatory Pre-Bid Conference/Job Walk: March 25, 2014

Beginning promptly at 10:00 a.m.
(THERE IS NO GRACE PERIOD)

Bid Submittal Deadline: 1:30 p.m., April 8, 2014

License Requirement: B License (General Building) or C21 License (Building Moving/Demolition)

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA



UCLA

ADVERTISEMENT FOR BIDS

The following is a summary of a full Advertisement for Bids posted on the UCLA Capital Programs Website (<http://www.capitalprograms.ucla.edu/Contracts/ProjectsCurrentlyBidding>). **All interested parties must go to the Website for complete information.**

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

Project Name: DENEVE DINING REFURBISHMENT

Project Number: 946481.01

Description of Work: This Project consists of refurbishing the 834-seat, 40,090 gsf DeNeve undergraduate dining facility in the northwest campus. Refer to website for complete description.

Bidding Documents Available at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501
Website: <http://social.fordgraphics.com/>

Bid Submittal Location:

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

Dates:

Bidding Document Availability: March 14, 2014

Mandatory Pre-Bid Conference/Job Walk: March 21, 2014

Beginning promptly at 10:00 a.m.
(THERE IS NO GRACE PERIOD)

Product Substitution Deadline: 3:00 p.m., April 1, 2014

Bid Submittal Deadline: 2:00 p.m., April 8, 2014

License Requirement:

B License (General Building)

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA



UCLA

ADVERTISEMENT FOR BIDS

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

PS 5 SEISMIC CORRECTION
Project Number 948921.01

DESCRIPTION OF WORK: Seismic correction of Parking Structure 5, (approximately 340,000 square feet). Work shall include abatement of hazardous materials, carbon wrapping of vertical elements, addition of reinforcing and concrete to existing surfaces, repair of cracks and spalling by grout and epoxy injection, disabled access upgrading, removal and reinstallation of signage, lighting, conduit, piping, fire extinguishers and the restoration of finishes impacted by the work. The parking structure will remain operational throughout construction.

PRIOR CONSTRUCTION EXPERIENCE: To be allowed to submit a bid, Bidders must have the minimum experience described below.

1. Bidder successfully completed two (2) projects, each meeting the following criteria:

- Fully completed by Bidder since January 1, 2009 (fully completed shall be defined as bidder having completed all on site work, including punch list, and submitted all required close-out documentation to project owner); and
- Work included carbon fiber wall reinforcing and the cost of said carbon fiber reinforcing work was at least \$200,000; and
- Work included shotcrete and the cost of said shotcrete work was at least \$200,000; and
- Work included providing concrete repair/restoration; and
- The total project cost was at least \$600,000.

The estimated construction cost is \$2,000,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on March 19, 2014 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., April 23, 2014

MANDATORY PRE-BID CONFERENCE & JOB WALK: A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on March 26, 2014 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact Eric Hunnes at 310-825-5181.

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

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

A License (General Engineering) OR
B License (General Building)

In addition, the successful Bidder (or its hazardous materials abatement subcontractor, if applicable) must also have the following from the State of California:

HAZ (Hazardous Substance Removal Certification)

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. Bidder's completed Prequalification Questionnaire must be received at the above-listed University Contracts Administration office in a sealed envelope no later than:

3:00 p.m., April 2, 2014

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.capitalprograms.ucla.edu>)



UCLA

ADVERTISEMENT FOR BIDS

The following is a summary of a full Advertisement for Bids posted on the UCLA Capital Programs Website (<http://www.capitalprograms.ucla.edu/Contracts/ProjectsCurrentlyBidding>). **All interested parties must go to the Website for complete information.**

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

Project Name: AGSM CHILLED WATER TIE-IN

Project Number: 4072872

Description of Work: Connection of the existing AGSM cooling plant to the existing campus chilled water loop. Work shall include the provision of an underground concrete vault, piping, and all ancillary work, per plans and specifications, to connect the two systems.

Estimated Construction Cost: \$920,000.00

Bidding Documents Available at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501
Website: <http://social.fordgraphics.com/>

Bid Submittal Location:

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

Dates:

Bidding Document Availability: March 20, 2014

Mandatory Pre-Bid Conference/Job Walk: March 27, 2014

Beginning promptly at 10:00 a.m.
(THERE IS NO GRACE PERIOD)

Bid Submittal Deadline: 2:00 p.m., April 15, 2014

License Requirement:

B License (General Building)
THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

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Donna Hansen, UCLA

Fictitious Business Name • Abandonment

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356300-00

Fictitious Business Name(s):
Corner Stone Real Estate Services
Address
324A Yerba Buena Rd.,
San Francisco, CA 94130
Full Name of Registrant #1
Daniel I. Stone
Address of Registrant #1
324A Yerba Buena Rd.,
San Francisco, CA 94130

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/3/2014**

Signed: **Dan Stone**

This statement was filed with the County Clerk of San Francisco County on **2/3/2014**.

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: **Morgan Jaldon**
Deputy County Clerk
2/3/2014

2/27/14 + 3/06/14 + 3/13/14 + 3/20/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356607-00

Fictitious Business Name(s):
1.) Top (Import & Export)
2.) Time Gems & Jewelry Co.
Address
539 Head Street,
San Francisco, CA 94132
Full Name of Registrant #1
Chan, Khen Wong
Address of Registrant #1
539 Head Street,
San Francisco, CA 94132

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/14/2014**

Signed: **Chan, Khen Wong**

This statement was filed with the County Clerk of San Francisco County on **2/14/2014**.

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: **Morgan Jaldon**
Deputy County Clerk
2/14/2014

2/20/14 + 2/27/14 + 3/06/14 + 3/13/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356892-00

Fictitious Business Name(s):
Muttricolation Dog Training LLC
Address
1753 Noe Street, San Francisco, CA 94131
Full Name of Registrant #1
Muttricolation Dog Training LLC (CA)
Address of Registrant #1
1753 Noe Street, San Francisco, CA 94131

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/2/2014**

Signed: **Fiona Parker-Givens**

This statement was filed with the County Clerk of San Francisco County on **2/28/2014**

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: **Jennifer Wong**
Deputy County Clerk
2/28/2014

3/6/14 + 3/13/14 + 3/20/14 + 3/20/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356999-00

Fictitious Business Name(s):
Palas Parking Garage
Address
150 Turk Street
San Francisco, CA 94102
Full Name of Registrant #1
Allan Santos
Address of Registrant #1
455 Eddy Street, Apt 1009
San Francisco, CA 94102

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

Signed: **Allan Santos**

This statement was filed with the County Clerk of San Francisco County on **3/6/2014**.

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: **Jeanette Yu**
Deputy County Clerk
3/6/2014

3/13/14 + 3/20/14 + 3/27/11 + 4/3/11

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356410-00

Fictitious Business Name(s):
Skin and Body Method
Address
490 Post Street Suite 450
San Francisco, CA 94102
Full Name of Registrant #1
Jamilla Johnson
Address of Registrant #1
490 Post Street Suite 450
San Francisco, CA 94102

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/6/2014**

Signed: **Jamilla Johnson**

This statement was filed with the County Clerk of San Francisco County on **2/6/2014**.

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: **Guillermo Sandoval**
Deputy County Clerk
2/6/2014

2/27/14 + 3/06/14 + 3/13/14 + 3/20/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0356830-00

Fictitious Business Name(s):
Vina Cab
Address
2575 Marin Street,
San Francisco, CA 94124
Full Name of Registrant #1
Vina Cab LLC (CA)
Address of Registrant #1
2575 Marin Street,
San Francisco, CA 94124

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/12/2014**

Signed: **Tim Dinh Nguyen**

This statement was filed with the County Clerk of San Francisco County on **2/26/2014**.

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: **Morgan Jaldon**
Deputy County Clerk
2/26/2014

2/27/14 + 3/06/14 + 3/13/14 + 3/20/14

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0357189-00

Fictitious Business Name(s):
Ernesto's Pro Tailoring Shop
Address
870 Market Street Suite 418
San Francisco, CA 94102
Full Name of Registrant #1
Oyungerel Lkhagvadorj
Address of Registrant #1
1448 Madison Street #106
Oakland, CA 94612

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/2/2013**

Signed: **Oyungerel Lkhagvadorj**

This statement was filed with the County Clerk of San Francisco County on **3/17/2014**.

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: **Morgan Jaldon**
Deputy County Clerk
3/17/2014

3/20/14 + 3/27/11 + 4/3/11 + 4/10/14

ABANDONMENT OF FICTITIOUS BUSINESS

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

File No. 2013-0350308

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

1.) Alma Holistic
Located at **2040 Union Street, Top Floor, San Francisco, CA 94123**

This fictitious business name was filed in the County of San Francisco on **4/11/2013** under file # **2013 0350308**.

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

Full Name of Registrant #1
Camilo Mejia
1831 Union Street, Apt #A, San Francisco, CA 94123

This business was conducted by a **AN INDIVIDUAL**

Signed: **Camilo Mejia**

This statement was filed with the County Clerk of San Francisco County on **3/3/2014**

Filed: **Jennifer Wong**
Deputy County Clerk
3/3/2014

3/06/14 + 3/13/14 + 3/20/14 + 3/27/14

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME
CASE NO. CNC 14-550139

PETITIONER OR ATTORNEY
Sylvia Vera Buettner
165 Seal Rock Drive
San Francisco, CA 94121

TO ALL INTERESTED PERSONS:
1. Petitioner **Sylvia Vera Buettner** for a decree changing names as follows:

Sylvia Vera Buettner changed to
Sylvia Vera Vientulis

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: **April 29, 2014** Time: **9:00 AM**
Dept.: **514** Room: **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

DEBORAH STAPPE, Clerk
DATED - FEBRUARY 21, 2014

2/27/14 + 3/06/14 + 3/13/14 + 3/20/14

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME
CASE NO. CNC 14-550197

PETITIONER OR ATTORNEY
Michelle Samenfeld
1267 Filbert St #6
San Francisco, CA 94109

TO ALL INTERESTED PERSONS:
1. Petitioner **Michelle Julchen Samenfeld** for a decree changing names as follows:

Michelle Julchen Samenfeld changed to
Michelle Julchen Zeratsky

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: **May 20, 2014** Time: **9:00 AM**
Dept.: **514** Room: **5th Floor**

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

DEBORAH STAPPE, Clerk
DATED - March 14, 2014

3/20/14 + 3/27/14 + 4/03/14 + 4/10/14

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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

DEBORAH STAPPE, Clerk
DATED - March 14, 2014

3/20/14 + 3/27/14 + 4/03/14 + 4/10/14

Access to Capital

SMALL & MINORITY BUSINESS

New Resource Bank Honored as 'Best for the World,' Creating the Most Overall Positive Social and Environmental Impact

New Resource Bank (OTCBB:NWBN) was recognized by the nonprofit B Lab for creating the most positive overall social and environmental impact. The third annual "B Corp Best for the World" list honors 92 businesses worldwide that earned an overall score in the top 10 percent of all Certified B Corporations on the B Impact Assessment, a rigorous and comprehensive assessment of a company's impact on its workers, community and the environment. Honorees were recognized among micro, small and mid-sized businesses.

New Resource made the list for a third year in a row. This year, the bank was among 26 honorees in the Small Businesses category (10–49 employees), and had a B Impact Assessment score of 150 (80 is required for certification). See the bank's B Corp profile for highlights.

"Everyone at the bank is excited to be on this list once again, and in such inspiring company," said New Resource Bank President and CEO Vince Siciliano. "We take it as a sign that we are progressing on our mission to advance sustainability in everything we do. Each year brings new opportunities for us to deepen our mission."

Several bank clients are also on the "Best for the World" list. New Resource is proud to serve these fellow honorees: Alter Eco, Andean Naturals, Beartooth Capital, Give Something Back, Green Retirement Plans, Imprint Capital, Mal Warwick Associates and RSF Capital Management.

The "Best for the World" companies come from 31 industries, including manufacturing, telecommunications, pharmaceuticals and real estate. A majority operate in a service industry, including 17 companies in financial services and 15 in environmental consulting. Thirty percent of honorees are based outside the U.S. The full list is available at bestfortheworld.bcorporation.net.

"Employees, consumers, investors and policy makers increasingly want to support companies that create a positive impact in the world, and the 'Best for the World' honorees are the best of the best," said Jay Coen Gilbert, co-founder of B Lab, the nonprofit organization that certifies B Corporations and governs the independent third party standard used to generate the comparable assessment of corporate impact. "It's particularly inspiring that 21 percent of the 2014 honorees are first-time winners but long-time B Corps. They're winning the race to the top."

B Lab will release separate lists recognizing companies that are 'Best for the Environment' (environmental impact), 'Best for the Community' (community impact), and 'Best for Workers' (employee impact) throughout 2014.

Certified B Corporations use the power of business to solve social and environmental problems and have met rigorous standards of social and environmental performance, accountability and transparency. Today there are more than 980 Certified B Corporations across 60 industries and 32



countries, unified by one common goal: to redefine success in business.

About New Resource Bank

New Resource Bank (<https://www.newresourcebank.com>) is the premier bank for people who are leading the way to a more sustainable world. We match an entrepreneurial spirit with a dedication to achieving environmental and social as well as financial returns. Our mission is to advance sustainability with everything we do—the loans we make, the way we operate and our commitment to putting deposits to work for good.

About B Lab

B Lab (www.bcorporation.net) is a nonprofit organization that serves a global movement to redefine success in business so that all companies compete not only to be the best in the world,

but the best for the world. B Lab drives this systemic change through a number of interrelated initiatives: 1) building a community of Certified B Corporations to make it easier for all of us to tell the difference between "good companies" and good marketing; 2) passing legislation to accelerate growth of social entrepreneurship and impact investing (20 states have already passed benefit corporation legislation); 3) developing B Analytics, a customizable platform for investors to benchmark and report the impact of their global private equity portfolios; and 4) providing free, powerful tools for businesses to measure, compare and improve their social and environmental performance (more than 16,000 businesses use B Lab's free B Impact Assessment).

Source: © 2014 GlobeNewswire, Inc. All Rights Reserved.

Banks Buying Little From Minority Firms: Study



By Gregg Mansfield

California's major banks purchased more than \$51 billion on goods and services but little of that money went to minority-owned companies, according to a new study from The Greenlining Institute.

Large financial institutions spent on average 7.72 percent of their procurement budget with minority businesses in 2012, but Hispanics saw just a small share of that money, the study revealed. Hispanic companies received \$610.2 million in contracts, well behind the spending with African-American (\$630 million) and Asian-American (\$816 million) firms.

The Berkeley, Calif.-based policy research organization analyzed the top 12 banks in California, which hold nearly \$750 billion in deposits or roughly 80 percent of the state's deposits. What the left-leaning research group found was that commitment and spending with minority business

enterprises varied greatly between financial institutions.

Among the report's findings:

- Bank of America, the nation's second largest bank, was responsible for 47 percent of the total dollars spent with minority business enterprises, companies that are at least 51 percent owned by a minority.
- Asian American firms were the biggest beneficiary of supplier diversity spending, receiving \$816 million in contracts.
- Spending by the top banks in California with minority businesses failed to represent the ethnic diversity of the state.
- Supplier diversity programs exist at many banks to rectify contracting disparities, but greater transparency and uniform metrics are needed.

So why did The Greenlining Institute pick banks for its report, "Escaping the Old Boy Network: The Banking Industry and Supplier Diversity"? Danielle Beavers, economic equity program manager and one of the report's authors, said it has to do with the role financial institutions play in the communities.

"Banks are tremendously powerful institutions," Ms. Beavers said. "There are 83,000 bank branches and they have to make outside purchases from staples to lawyers and accountants. Where the money goes, that matters."

To compile the first-of-its-kind report, The Greenlining Institute approached Bank of America, Wells Fargo, JPMorgan Chase, Union Bank, US Bank, Bank of the West, East West Bank and Comerica. Citibank, City National Bank, First Republic and OneWest Bank declined to participate or did not want their data shared.

The financial institutions were asked to provide national and California procurement statistics for 2012 and a breakdown of those contracts by ethnicity and gender. Banks were encouraged to disclose total contract dollars spent with suppliers and subcontractors. The Greenlining Institute is pushing for uniform reporting metrics from the banks, which would allow for an easier comparison.

"This is something that was definitely a collaborative effort," said Ms. Beavers, noting that half of the financial institutions had at least one full-time person dedicated to supplier diversity. "All of the banks recognize the importance and they are proud of the work they've done with diverse suppliers. We are hoping others will follow their leadership."

The report shows that Hispanics, despite making up 38 percent of California's population, received the fewest contracted dollars among the major ethnic groups. JPMorgan had the highest percentage of contracting with Hispanic firms at 1.89 percent, while Bank of America spent the most (\$279.7 million).

Ms. Beavers said there is no simple answer to why spending with Hispanic companies was lower than other ethnic groups, but said it's important that financial institutions are aware of the issue.

"The first priority for banks since they've been in business is to make a profit," she said. "They are going with businesses they have existing relationships—folks that are white and male. It takes a proactive program to check those blind spots."

But minority-owned companies can do more to attract business from financial institutions. Experts suggest business owners start with their own bank and try to reach out to the individual who handles supplier diversity. Regulatory agencies also have staff dedicated to minority business development.

Ultimately it comes down to networking.

"Some (individuals) think they can go in, make a company contact and that will result in a contract," Ms. Beavers said. "That's not the right attitude."

Banks will see its relationships with minority-owned businesses pay dividends, especially as minorities are projected to be the majority by 2043, according to the U.S. Census Bureau.

"It's a good business model and banks see the added benefit of working with businesses of color," she said. "They'll start banking with those financial institutions and help connect the bank to the community. That is a big incentive."

Source: ©2014 The Greenlining Institute.

Access to Capital

SMALL & MINORITY BUSINESS

Goldman floats World Bank \$50 million for fund to help women entrepreneurs



Chris Ratcliffe/Bloomberg - Lloyd Blankfein, chief executive officer of Goldman Sachs Group, is helping the World Bank launch a \$600 million fund to finance women-owned businesses in developing countries.

By Danielle Douglas

Goldman Sachs chief executive Lloyd Blankfein was in Washington Wednesday to help the World Bank launch a \$600 million fund to finance women-owned businesses in developing countries.

The Wall Street powerhouse seeded the fund with a \$50 million investment, while the World Bank contributed \$100 million through its Inter-

national Finance Corp. The team hopes to attract other corporate investors and donors to raise the target \$600 million.

The new venture, called the Women Entrepreneurs Opportunity Facility, aims to help close the estimated \$300 billion credit gap that the IFC says exists for women-owned businesses. The facility will extend lines of credit and shoulder risk with local banks in developing countries to provide 100,000 women financing to grow their companies.

For Goldman, the venture is an outgrowth of its 10,000 Women initiative, which has provided business training to female entrepreneurs since 2008. Blankfein said by the end of 2013 the program had helped 10,000 women from 43 countries through a network of 90 academic and non-profit partners.

As for the new fund, Blankfein said, "We hope the facility will demonstrate to banks, other commercial ventures around the world what powerful investments women are."

He added: "In that way, [the program] is not just a transitional thing that will erode. It will appeal to people's profit objectives to invest in women because it's good business."

Source: © The Washington Post Company

About The Goldman Sachs Group, Inc.

The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals.

Founded in 1869, the firm is headquartered in New York and maintains offices in all major financial centers around the world.

We report our activities in the following four business segments:

INVESTMENT BANKING

We provide a broad range of investment banking services to a diverse group of corporations, financial institutions, investment funds and governments. Services include strategic advisory assignments with respect to mergers and acquisitions, divestitures, corporate defense activities,

risk management, restructurings and spin-offs, and debt and equity underwriting of public offerings and private placements, including domestic and cross-border transactions, as well as derivative transactions directly related to these activities.

INSTITUTIONAL CLIENT SERVICES

We facilitate client transactions and make markets in fixed income, equity, currency and commodity products, primarily with institutional clients such as corporations, financial institutions, investment funds and governments. We also make markets in and clear client transactions on major stock, options and futures exchanges worldwide and provide financing, securities lending and other prime brokerage services to institutional clients.

INVESTING & LENDING

We invest in and originate loans to provide financing to clients. These investments and loans are typically longer-term in nature. We make investments, directly and indirectly through funds that we manage, in debt securities and loans, public and private equity securities, real estate, consolidated investment entities and power generation facilities.

INVESTMENT MANAGEMENT

We provide investment management services and offer investment products (primarily through separately managed accounts and commingled vehicles, such as mutual funds and private investment funds) across all major asset classes to a diverse set of institutional and individual clients. We also offer wealth advisory services, including portfolio management and financial counseling, and brokerage and other transaction services to high-net-worth individuals and families.

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Product Launch

Continued from page 7

team should have a good grasp of the target audience and the most appropriate approach.

Rely on the free advertising of viral media and social networks. Simple viral ads on Youtube or Twitter regarding a new product can increase your following exponentially if timed properly.

Make sure your website has been properly updated to promote the new product, and clearly visible on your front page.

If you are promoting a product that can be reviewed on websites and blogs, send out product samples to gain free publicity. However, take note that if your product compares poorly to its peers, this can backfire.

Well-advised publicity stunts can attract media attention and gain loads of free press. However, there are many accounts of publicity stunts gone wrong, due to poor taste, a controversial approach, or police involvement. Be smart and gauge the appropriateness and safety of such stunts.

Readying the Launch Pad

Now that all the messy stuff is out of the way, you have to make sure your staff is ready to field the product launch.

- Make sure your staff has been properly trained in the new products' information, and ready to field any questions.
- Is your company ready to fill the amount of expected orders in a timely manner? Are your production facilities up to the task?
- Will last minute, market-wide fluctuations change your projected earnings? Commodity prices can have a ripple effect through all major sectors.
- Are all your distribution channels clear and ready?

Once these last preparations have been made, cross your fingers and introduce your product to the public, keeping a finger on the pulse of your sales. Be prepared to cut your losses if your product fails, or to renovate and expand your product line if it is successful. Always map out your future product tree several generations in advance. After all, business, like chess, is a game where the winner plans the most moves ahead.

Source: BusinessDictionary.com

World of Social Networking

Continued from page 7

be a wise investment of time to build a social network via Facebook in your office. While this will no doubt have many co-workers hiding from the dreaded "Friend Request from your boss", networking your workplace via Facebook can be a wise tactical decision for several reasons.

1. By creating a private workplace group on Facebook, it is faster to schedule events and share links, files (via off-site cloud computing storage), and feedback in a closed group with your co-workers. This system allows for efficiency and clarity with a shared calendar and core resource base.
2. By allowing your workers to "friend" each other online, there is a better chance that employees in otherwise unassociated departments within your company will begin to mingle more and boost morale. However, this can also have the adverse effect of lowering morale if there are persistent problems within your company.
3. The power of building a social networking web to tie in all your employees offers you, as a manager, a bird's eye view of their interactions and an easier way to gauge their morale and work ethic. This allows you to launch preemptive strikes against growing problems, while understanding more of your employees' everyday

lives, which bridges the often times wide chasm between management and employees. Many managers may find this approach too eerily "Big Brother" for their tastes and may shy away from such tactics. This is, however, the reality of the changes that the marriage of social networking and businesses has created.

Be Mindful of Your Followers

On a closing note, it is also of paramount importance that you separate your social networking groups appropriately. Often times business users will use LinkedIn and Twitter for business contacts, much like a business card, while using Facebook for personal friends and family. If the lines blur between these networks, you may divulge too much of yourself to your employees or business partners. Social networking is a powerful tool that spreads information wildly and unexpectedly, but learning to wield its power for your company may strengthen it both internally and externally.

About Leo Sun

Leo Sun is long-time market follower and finance writer. He regularly contributes to the BusinessDictionary Articles and also to the Investor-Guide.com Stock of the Day analysis.

Source: BusinessDictionary.com

“When Women Succeed, America Succeeds”

Continued from page 1

- Women continue to earn less than men
- Women make only 77 cents for every dollar a man makes; a pay gap exists even the first year out of college and continues through a woman's life
- Family and Medical leave protections fail to cover nearly half of full-time employees

In 2014, our nation marks the 166th Anniversary of the Seneca Falls Convention, the first women's rights convention that addressed women in social, economic and political life. The Declaration of Sentiments and Resolutions adopted at the convention recognized the potential of women's contributions to our nation, highlighted the moral urgency of securing equality for women, and demanded that women be granted all the rights and privileges that men possessed.

Democratic members of the House of Representatives introduced this economic agenda to stand on the shoulders of what was accomplished at Seneca Falls and what was advanced by activists in every generation, by addressing economic challenges and other issues facing women and families in our time.



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PUBLIC LEGAL NOTICE

Request for Proposal Electrical and Control Systems Engineering Services



Who:

The Santa Clara Valley Water District (district) is the water resource management agency for Santa Clara County, California. The district provides watershed stewardship and wholesale water reliability to the county's 1.8 million residents.

What:

The district is seeking one or more qualified consultants to provide general and specialized services in the area of electrical and control systems engineering on an "as needed basis", including for the development of an Electrical Master Plan and SCADA System Standards for the district.

For the as needed/general electrical and control systems work, the district intends to award a single source contract to the firm whose proposal best meets the needs of the district upon an analysis of proposals in response to this RFP or other factors deemed to be in the best interest of the district and shall not be confined to price. The initial term for the contract will be three years, with yearly options for renewal up to a total of five years.

For the electrical master plan and SCADA system standards work, there is no term per se as the work will be performed on a time to complete basis as per final agreed upon schedules.

All interested firms are invited to submit a proposal based on your firm's qualifications in providing engineering services for electrical and control systems projects and programs for water pumping, conveyance, and treatment, and for office buildings including energy management. The full Request for Proposal (RFP) can be viewed at: <http://cas.valleywater.org>.

All proposals must be submitted electronically to the district's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. While creating an account, select the expertise code "EL10" and add contact information as necessary.

Contact:

If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to ContractAdministration@valleywater.org.

3/2014_BA

SUB-BID REQUEST AD

Turner

Turner Construction Company, representing Emery Unified School District, formally announces the upcoming bidding opportunity on the project listed below.

Emeryville Center of Community Life
Approximate Construction Value: \$58,000,000
Owner: Emery Unified School District

This project includes renovation and expansion of the existing Gymnasium Complex, Community Building, Administration Building, K-8 Building, 9-12 Building and finish grading and installation of the Athletic Field.

The following trade packages are currently being bid as part of Bid Group #02:

3.3 Structural Concrete, 5.0 Structural Steel & Metal Deck, 6.0 Rough Carpentry and Wood Framing, 7.5 Roofing/Waterproofing, 8.2 Curtainwall and Interior Glazing, 9.2 Framing, Drywall, Plaster and Insulation

The following trade packages are currently being bid as part of Bid Group #03:

3.0 Site Concrete, 5.5 Misc. Metals, 6.2 Finish Carpentry, 8.1 D/F/H, 9.3 Ceramic Tile, 9.5 Acoustical Ceilings and Wall Panels, 9.64 Wood Flooring, 9.65 Flooring (Resinous, Resilient, Carpet), 9.9 Painting, 14.2 Elevators, 30.0 Grading and Paving, 33.0 Site Utilities, 32.9 Landscaping & Playing Surfaces (Field, Furnishings)

You are invited to attend a Project Job Walk and Information Session

Date: Friday, March 28, 2014 • Time: 1PM

Location: 4727 San Pablo Avenue, Emeryville, CA 94608

Please contact Shirley San Diego at ssandiego@tcco.com for access to drawings and specs.

This is a Prevailing Wage project.

All subcontract bidders must pre-qualify prior to award of any subcontract. For information on how to prequalify with Turner, please contact Shirley San Diego

There are Local Firm and Local Hire goals for this project.
We are seeking businesses located within the Local Impact Area (Zip Codes: 94608, 94702, 94703, 94710, 94607, 94608, 94609, 94612) and within the East Bay Green Corridor (Alameda, Albany, El Cerrito, Hayward, Richmond and San Leandro)

There is a 3% DVBE goal for this project.

Turner has a 20% SBE/VSB/E/DVBE/MBE/WBE goal for this project.

Please direct all questions to Shirley San Diego at 510.267.8114 or ssandiego@tcco.com

Advertise with the Small Business Exchange

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