

# SMALL BUSINESS EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984

EXCHANGE

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April 3, 2014

## Bill would direct 25 percent of state contracts to small businesses



**Ken DeVore**

**"I don't expect taxpayers to pay out the nose just to help small businesses," said National Federation of Independent Business legislative director Ken DeVore of a bill that would require state agencies to direct some contracts to small businesses. "But we're talking jobs created in our state."** National Federation of Independent Business

A new bill would codify into law an old executive order that requires state agencies that use private contractors to direct a quarter of those contracts to California small businesses.

Assembly Bill 1734 is sponsored by the National Federation of Independent Business. Ken DeVore, the legislative director for the California chapter of the NFIB, said that agencies often contract out with giant firms instead of spending a little extra time and money to parcel out the work to smaller businesses.

"I don't expect taxpayers to pay out the nose just to help small businesses," DeVore said. "But we're talking jobs created in our state."

"You don't have to raise taxes if you put more people to work," he said.

The bill would codify into law an executive order executed by former Gov. Gray Davis and extended by his successors. This would make the practice more official and effective.

Assembly Bill 1734 by Assemblyman Reggie Jones-Sawyer, D-South Los Angeles, also would raise the target threshold for agencies contracting out to disabled veterans from 3 percent of total contracts to 5 percent.

In 2009, the state contracted nearly 27 percent of its work to small businesses, but the share has since dropped.

Under the bill, state agencies would have to prove to California Department of General Services that it made attempts to hit the 25 percent target. If the goal were missed in a given year, agencies would need to come up with a plan to meet the target the following year.

There would be no penalties for agencies that missed the target.

*Allen Young covers state legislation, regulation and contracts, as well as economic news, international trade and economic development for the Sacramento Business Journal.*

Source: Sacramento Business Journal

### ASSEMBLY BILL No. 1734 Introduced by Assembly Member Jones-Sawyer

An act to add Section 14838.8 to the Government Code, to amend Sections 999, 999.1, 999.2, 999.5, 999.12, and 1104 of the Military and Veterans Code, and to amend Sections 10115, 10115.13, and 10115.15 of the Public Contract Code, relating to public contracts.

#### Legislative Counsel's Digest

AB 1734, as introduced, Jones-Sawyer. Public contracts: small business participation: disabled veterans.

(1) The Small Business Procurement and Contract Act requires the Director of General Services and the heads of other state agencies that enter into contracts for the provision of goods, services, and information technology and for the construction of state facilities to establish goals for the participation of small businesses in these contracts, to provide for small business preference in the award of these contracts, to give special consideration and special assistance to small businesses, and, whenever possible, to make awards to small businesses, as specified.

This bill would require all state agencies, departments, boards, and commissions to establish and achieve an annual goal of 25% small business participation in state procurements and contracts, to ensure that the state's procurement and contract processes are administered in order to meet or exceed the goal, and to report to the Director of General Services statistics regarding small business participation in his or her agency's procurements and contracts.

The bill would require the Department of General Services to monitor the progress of the agencies toward meeting the goal and to provide this information to the Office of Small Business Advocate.

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### Using Flags to Focus on Veteran Suicides



Flags on the National Mall on Thursday represented the hundreds of veterans who have committed suicide this year. Credit Stephen Crowley/The New York Times

Volunteers in dark green hooded sweatshirts spread out across the National Mall on Thursday, planting 1,892 small American flags in the grass between the Washington Monument and the Capitol. Each flag represented a veteran who had committed suicide since Jan. 1, a figure that amounts to 22 deaths each day.

Civilians stood among the waving flags in solidarity with veterans like Michael Blazer, a for-

See the full ad on page 9

### Public Legal Notices



**McClymonds High School Fire & Intrusion Alarm Replacement**  
2607 Myrtle Street, Oakland, CA. 94607  
Project No. 12104

**Oakland Unified School District**  
955 High St, Oakland, CA 94601  
(510) 879-8397

See the full ad on page 10

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# Community Outreach

## Turner Construction kicks off Turner School of Construction Management Program

The Oakland office of Turner Construction has started the 2014 Oakland/San Francisco Turner School of Construction Management (TSCM) classes on Tuesday, March 18, 2014. This 7-week course is offered free of charge to a limited number of small, local, disadvantaged and underutilized businesses in the construction industry. TSCM classes are a great opportunity for local LBE's and SBE's in the construction industry to enhance their business acumen and increase opportunities through networking and education from industry leaders.

Accepted representatives of these business enterprises will attend classes two nights a week on Tuesday and Thursday evenings. A graduation ceremony with a keynote speaker will be held on Thursday, May 8. The program will be held at East Bay Municipal Utility District (EBMUD) offices in downtown Oakland. TSCM classes are led by experienced Turner professionals and industry leaders who volunteer their time. Class topics include: Contract and Risk Management, Insurance and Bonding, Estimating, Scheduling, Accounting, Field Operations, and Sales and Marketing just to name a few.



This year's TSCM classes include partnerships and sponsorships with Union Bank, EBMUD and the Bay Area Builders Exchange. The TSCM program

is the oldest community outreach program in Turner's Construction's history. It was initiated in 1969 and soon became an opportunity to de-

velop strategic business relationships with small business enterprises.

These classes are part of Turner's 40 year commitment to community affairs and a springboard to business growth and opportunities. For more information, please contact Elena Anaya at 510-267-8241 or eanaya@tcco.com.

### About Turner Construction Company

Turner began working in the San Francisco/Oakland area in 1967, building commercial, public, hospitality and retail projects. In 1968 Turner teamed up with Trans Bay Engineers on the Oakland downtown City Center redevelopment project. The partnership was the first major joint venture in the United States between a majority firm and a minority firm and it paved the way for future joint ventures between small businesses and large firms in California and the nation. Turner is currently working on high profile projects in Oakland such as Oakland International Airport, Oakland Army Base, and BART Oakland Airport Connector. For more information, visit Turner's website at [www.turnerconstruction.com](http://www.turnerconstruction.com).

Source: Turner Construction Company

## National Baptist Candidate Calls Black Church Too Quiet, Passive, Disconnected



**Dr. R.B. Holmes announces his candidacy for presidency of the National Baptist Convention USA, Inc.**

Tallahassee, Fla. Pastor Dr. R. B. Holmes, a leading activist against hazing and the infamous "stand your ground" laws, has announced his candidacy for the presidency of the National Baptist Convention USA, Inc.

At a National Press Club announcement last week, Holmes called on the Black church to arise and take back its historic role in fighting social justice issues.

"The Black church has become too quiet, too passive, too disconnected when it comes to challenging policies programs and persons that degrade and devastate our people" said Holmes, flanked by dozens of church and community leaders. He also

announced the formation of a 40-member National Pastors' Task Force to repeal and repair "stand your ground" laws.

"We have come here today to say to Black America and to the country that we as a people of color and faith are now ready to step forward to address some of the most urgent and critical needs impacting the Black community," Holmes said at the National Press Club announcement March 25. "We can and must lead the way to resolve and solve the present problems in our communities. We have come here also to launch my candidacy for the National Baptist Convention which is one of the nation's oldest and largest religious organizations."

Pastor of the Bethel Missionary Baptist Church in Tallahassee, Holmes is not new to the national stage. He is former president of the National Baptist Congress of Christian Education. He also owns the Capital Outlook Newspaper, which is a member of the National Newspaper Publishers Association. Among others participating in the press conference were civil rights Attorney Benjamin Crump; Judge Glenda Hatchett, Baltimore Pastor Jamal-Harrison Bryant, the parents of the late Travon Martin, Jordan Davis, Michael Jiles, and Robert Champion.

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### AWARDS

#### • CITY OF LOS ANGELES

Black Business Association,  
Outstanding Entrepreneur  
Mayor's Advisory Board,  
Outstanding Achievement as a Vendor/Supplier

#### • COUNTY OF LOS ANGELES

Black Business Association,  
Outstanding Entrepreneur

#### • 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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#### • CPUC Clearing House

#### • San Francisco Human Rights Commission

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# California Sub-Bid Request Ads

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors for:

**Project Name: Barren Ridge Renewable Transmission Project**  
**Los Angeles Department of Water & Power Bid No. 90188**  
**Bid Deadline: April 15, 2014**

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

## **Blattner Energy, Inc.**

Contact: Elodie Worm  
 392 County Road 50, Avon, MN 56310  
 (320) 356-2371 • Fax: (320) 356-7392  
 barrenridge@blattnerenergy.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.

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

**MAIN WASTEWATER TREATMENT PLANT**  
**ENGINEERS ROAD WIDENING (Divisions 00-01), Specification SD-357**  
**OWNER: EAST BAY MUNICIPAL UTILITY DISTRICT - 375 11TH Street, Oakland**  
**BID DATE: April 16, 2014 @ 1:30 P.M**

We hereby encourage responsible participation of local White Men, White Women/Minority 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 AND 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. 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: Anita Sahagun  
 Website: www.desilvagates.com  
 An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBE's) for the following project:

**Water Pollution Control Facility Aeration System Retrofit**  
**City of Woodland CIP #12-02**  
**Engineer Estimate: \$16,874,000**  
**Bids: April 29, 2014 @ 2:00pm**

**Requesting Sub-quotes for (including but not limited to):** Asphalt Paving, Structural Concrete, Reinforcing Steel, SWPPP, Underground, HVAC, Painting, Masonry, Structural Steel, Roofing, Electrical, Demolition.

Scope of Work: Demo of existing facilities, blower building, oxidation ditch improvements, RAS pump station, new remote electrical bldg., tertiary filter influent pump station improvements, secondary effluent diversion pipelines, splitter box improvements, civil and yard facilities improvements, electrical system improvements, repair and reconstruction of existing improvements.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or City of Woodland website: www.planroom.us/cityofwoodland, or Signature Reprographics 916-454-0800. Contact Fraser Bradford 925-606-2400 fraser.bradford@rgwconstruction.com for any questions, including bonding, lines of credit, insurance, scheduling, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

## **RGW Construction, Inc.**

Contractors License A/B 591940  
 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925  
 An Equal Opportunity Employer

REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:

**Main Wastewater Treatment Plant**  
**Engineers Road Widening**  
**Specification SD-357**  
**East Bay Municipal Utility District**  
**BID DATE: April 16, 2014 @ 1:30 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Waterline, Fencing, Striping, Signs, Minor Concrete Curb & Gutter, Street Lighting - Electrical and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: Dan Palmer  
 An Equal Opportunity Employer

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

REQUEST FOR DVBE & LBE Subcontractors and Suppliers for:

**Pinole Middle School Soccer & Football Fields**  
**Bid #2121102-06**  
**West Contra Costa Unified School District**  
**BID DATE: April 15, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Install Pavement Reinforcing Fabric, Tennis Court Acrylic Surfacing System and Court Striping, Trucking, Slotted Drain Materials and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: Mike Crowley  
 An Equal Opportunity Employer

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101 Reconstruct Overcrossing, Retaining Walls,**  
**Ground Improvement - Burlingame**  
**Caltrans #04-235844**  
**BID DATE: April 15, 2014 @ 2:00 PM**

**O. C. Jones & Sons, Inc.** is soliciting quotes (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Erosion Control, Sweeping, Dewatering and Non Storm Water Discharge System, Water Quality Sampling and Analysis, Temporary Fence, ADL Burial Location Report, Treated Wood Waste, Adjust Utilities, Cold Plane AC, Cap Inlet, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (Type Z-3 ADL) (Type Y-1 ADL), (Type Y-2 ADL), Previous Backfill Material, Imported Borrow, Lightweight Embankment Material (Cellular Concrete), Subgrade Enhancement Geotextile Class B-2, Soil-Cement Ground Improvements, Weed Germination, Soil Amendment, Planting & Irrigation, Imported Topsoil, Hydroseed, Compost, Lime Stabilized Soil, Lean Concrete Base, Slurry Seal, Data Core, Tack Coat, Biofiltration Soil, Jointed Plain Concrete, Mechanically Stabilized Embankment, Temporary Shoring, Minor Concrete, Sign Structure, Roadside Signs, Prepare & Paint Concrete, Rock Slope Protection, Automatic Drainage Gate, Fencing, Delineator, Object Marker, Midwest Guardrail System, Wildlife Passage Way, Tubular Handrailing, Crash Cushion Type SCI-100GM, Striping & Marking, Electrical - Signals & Lighting, Stone Veneer, Ornamental Railing, CA-ST-10 Bridge Rail, Metal Lettering, Metal Bands, Precast Concrete Letters, Prepaving Grinding, Inertial Profiler, Grated Line Drain, and Construction Materials

Contact: Jean Sicard @ O.C. Jones 510-526-3424 Fax 510-526-0990

**Disney Construction, Inc.** is soliciting quotes for (including but not limited to):

Asbestos Compliance Plan, Noise Monitoring, CIDH Concrete Piling, Prestressing Precast Girder, Precast Prestressed Concrete Girder, Joint Seal, Corbel Cap, Rebar, Bar Reinforcing Steel, Pipe Jacking, Misc. Iron and Steel, Concrete Barrier, Furnish Pile, Drive Pile, Cast-In-Steel Shell Concrete Pile

Contact: Rick Disney @ Disney Construction 650-259-9545 Fax 650-259-9651

## **O. C. Jones & Sons and Disney Construction, A Joint Venture**

1520 Fourth Street • Berkeley, CA 94710

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/Disney Construction for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/Disney Construction is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at both offices or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly\_ads/index.php

# California Sub-Bid Request Ads

## Section 3 / MBE/WBE/DBE Subcontractors/Suppliers Notice of Bids Request

**Project: Cabrillo Gateway – 80 Unit,  
3 Story Affordable Residential Apartment Building Over One Level of Parking Garage**  
**Location: 2000 San Gabriel Ave, Long Beach, CA 90810**

Walton Construction Services plans to receive bids in "Good Faith" with Section 3, Local Long Beach or MBE/WBE/DBE firms for participation in the Cabrillo Gateway Housing Project. Certified firms must provide a copy of their current Section 3, M/W/DBE certification issued by the City of Long Beach, City of Los Angeles, Metro or Caltrans. This project is a Davis Bacon prevailing wage job. For information regarding plans and specs, firms can contact Tim Norris by email at [tnorris@waltoncs.com](mailto:tnorris@waltoncs.com).

The following trades are scheduled to bid on April 19, 2014:

Rough Carpentry, Finish Carpentry, Siding, Masonry, HVAC, Cleanup, Insulation, Glazing, Sheet Metal, Roofing, Plaster, Drywall, Painting, Cabinets, Ceramic Tile, Carpet, Landscape. Walton Construction Services is an equal opportunity employer that is committed to, and encourages participation of Local, Section 3, MBE/WBE/DBE subcontractors/suppliers on the Cabrillo Gateway Housing Project.



358 East Foothill Blvd. • San Dimas CA 91773  
Phone: (909) 267-7777 • Fax: (909) 267-7772  
We are An Equal Opportunity Employer

Seeking MBE/ WBE/ OBE/ SBE/ LBE/DVBE Enterprises for

**BOILER REPLACEMENT AT 651 PINE ST, MARTINEZ**

**Authorization#: 0928-WH195B**

**Duration: 120 CD**

**Bid Date: 4/15/14 @ 2:00 p.m**

**Value: \$722K**

THE WORK INCLUDES THE REPLACEMENT OF AN EXISTING 4000 MBH GAS-FIRED NATUARL DRAFT HOT WATER BOILDER, WATER HEATERS, ASSOCIATED DISTRIBUTION PUMPS, VALVES, PIPING, AND CONTROLS.

### DIVISIONS:

#02 (DEMOLITION)	#22 (PLUMBING)	#26 (ELECTRICAL)
#21 (FIRE SUPPRESSION)	#23 (HVAC)	

All attempts will be made to assist subcontractors to obtain Bonds, Line of Credit, and/or Insurance.

Plans, Specs, & Requirements Information are available at our Alameda Office or email request to Jenny Park at [jpark@seapaceng.com](mailto:jpark@seapaceng.com). Phone 213-487-6130 Fax 213-487-6131

**Sea Pac Engineering, Inc.**  
3325 Wilshire Blvd., Suite 305  
Los Angeles, CA 90010  
Tel: 213.487.6130 • Fax 213.487.6131

## 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).**

Requesting Sub-bids from Qualified SBE Subcontractors for: Transportation

**Project Name: Meters, Cold Positive Displacement**

**Los Angeles Department of Water & Power**

**Bid Deadline: April 17, 2014 at 2:00 P.M.**

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

### Badger Meter, Inc.

Contact: Theresa Szafranski  
4545 W. Brown Deer Road, Milwaukee, WI 53224  
Tel: 800-876-3837 • Fax: 414-371-5981  
[Bids@badgermeter.com](mailto:Bids@badgermeter.com)

## 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](mailto: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



## National Baptist Candidate

### Continued from page 2

"We stand with you because we understand the magnificent power of the potential collectively that is among us," said Judge Hatchett. "And we're going to manifest it in ways that you can't measure."

Holmes also indicates he intends to establish multi-denominational alliances. Bryant, from the African Methodist Episcopal Church, will be co-chairing the National Pastors' Task Force, Holmes announced.

Bryant says he stands behind Dr. Holmes, largely because of his vision. Reflecting on the "historic Black church," he said it "has always been on the front line, realizing that we are the voice for the voiceless. And so many who have become disconcerted and disenfranchised are really trying to discover has the Black church contracted laryngitis? Because we've not heard a voice," Bryant said. "Historically it's always been a Black Baptist preacher to correct America and put us back on track; it's always been the voice of a Black Baptist preacher to speak truth to power uncompromising...unbossed and unbought."

He added that Dr. Holmes is not "trapped behind denominational lines but caught within a unifying vision."

Two years ago, Holmes joined with NNPA to announce a national initiative against hazing, which resulted in the National Anti-hazing/Anti-violence Task Force. His church is viewed by Black community leaders as a headquarters for rallies and organizing. The National Action Network's Rev. Al Sharpton has been among speakers at the church. Holmes is president of NAN in Tallahassee.

The NBC election will take place Sept. 1-5, during the National Baptist Convention, USA, Inc. 134th Annual Convention in New Orleans. Current NBC President, Dr. Julius R. Scruggs, will not seek re-election. There are a total of six candidates running for the presidency.

The NBC, the largest Black Baptist convention, with millions of members from churches, district associations and state conventions world-wide, could broadly impact issues affecting African-Americans inside and outside the church.

"The National Baptist Convention must become more visible and vibrant as it relates to saving, sustaining and strengthening African-American families in particular and all families in general," Holmes says. "Now is the time for renewed action. In our 12-point action plan, we will take the leadership to save our boys and girls, to build schools in our own neighborhood, to repeal and repair stand your ground laws across America in our own neighborhoods and to support the importance of historically Black colleges and universities."

The controversial "Stand Your Ground" laws were catapulted to the forefront of America's civil rights agenda in the February 26, 2012 shooting death of unarmed teenager Trayvon Martin by George Zimmerman. Since then, other cases have heightened the issue, such as the killing of unarmed teenager Jordan Davis by Michael Dunn and the incarceration of Marissa Alexander who unsuccessfully pled "Stand Your Ground" when she fired a warning shot during an altercation with an abusive husband who had threatened her life. All three of these cases took place in Florida.

Continued on page 13



# California Sub-Bid Request Ads

## 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](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**

Pacific States Environmental Contractors, Inc.(PSEC) is preparing a bid as a Prime Contractor for the project listed below:

**SOUTH RESERVOIR DEMOLITION**  
**(Divisions 00-04), Specification 2049**

**Owner: EAST BAY MUNICIPAL UTILITY DISTRICT**  
**375 11TH Street, Oakland**  
**BID DATE: APRIL 16, 2014 @ 1:30 P.M.**

We hereby encourage responsible participation of White Men, White Women, Ethnic Minorities (Men and Women), and solicit their subcontractor or materials and/or suppliers and trucking quotation for the following types of work including but not limited to:

**DEMOLITION, FENCING, STRIPING AND SIGNS, CONCRETE FLATWORK,**  
**ELECTRICAL, LANDSCAPING, HYDROSEEDING**

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or at your local Builders Exchange, or may be reviewed and downloaded from the following site; <https://portal.ebmud.com/cbo/specifications/default.aspx> or may be obtained from the Owner. PSEC is willing to breakout any portion of work to encourage White Men, White Women, Ethnic Minorities (Men and Women), and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at [kdonahue@pacificstates.net](mailto:kdonahue@pacificstates.net) or call at (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

**Pacific States Environmental Contractors, Inc.**  
**CAL LIC. NO. 723241**  
**11555 Dublin Boulevard • Dublin, CA 94568-2909**  
**Phone: (925) 803-4333 • FAX: (925) 803-4334**  
**ESTIMATOR: Keith Donahue**  
**EMAIL: kdonahue@pacificstates.net**  
**An Equal Opportunity Employer**

## 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: Tuesday, April, 15, 2014.**

**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=](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 system.

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.

**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: michael.randall@skanska.com**

REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:

**South Reservoir Demolition**  
**Specification 2049**  
**East Bay Municipal Utility District**  
**BID DATE: April 16, 2014 @ 1:30 PM**

**We are soliciting quotes for (including but not limited to):** Trucking, SWPPP, Concrete Crushing, Concrete, Handrailing, Wood Fencing, Decorative Steel Fencing, Electrical - Street Lighting & Joint Trench, Residential Service, Landscaping, Chain Link Fence & Gate, Hydroseeding, Striping & Signs, Underground Utilities, Survey Staking, Asbestos Abatement and Construction Materials

**O.C. Jones & Sons, Inc.**  
**1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990**  
**Contact: Russ Hague**  
**An Equal Opportunity Employer**

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

# CONTRACTING OPPORTUNITIES

**NOTE: FOR BIDS NATIONWIDE PLEASE VISIT OUR WEBSITE  
DIRECT LINK: [http://www.sbeinc.com/database/bid\\_database/](http://www.sbeinc.com/database/bid_database/)**

These are samples of bid opportunities from federal, state and local jurisdictions in 4 categories: Construction, Architecture/Engineering, Business Services and Commodities. All are available in electronic format. [See Subscription Form on page 16]

## Northern CA Construction Bids

### SAN FRANCISCO COUNTY

#### JOB ORDER CONTRACT

1st reported in SBE: 2/20/14 Last changed: 3/27/14  
**Location:** San Francisco, CA  
**Date:** 4/14/14 3:00PM  
Bid Date Extended from: 3/14/14  
**Ref#:** 1273  
**Prebid Conf:** 2/20/14 3:00PM  
Description available through electronic services.  
**License Reqd:** B  
**Owner:** San Francisco C&Co, Latha Ramadass,  
(415)701-5663, Fax (415)701-4300  
[jocfederal2014@sfmta.com](mailto:jocfederal2014@sfmta.com)

#### GROUNDWATER SUPPLY PIPELINE

1st reported in SBE: 3/27/14  
**Location:** San Francisco, CA  
**Date:** 4/17/14 2:00PM  
**Ref#:** WD-2622  
**Prebid Conf:** 3/25/14 10:00AM  
Description available through electronic services.  
**Duration:** 505 calendar days License Reqd: B  
**Estimate:** \$12,000,000 - \$13,000,000  
**Owner:** San Francisco C&Co, Hadas Rivera-Weiss,  
(415)551-4814  
**Goals:** 10% LBE

### SAN MATEO COUNTY

#### RECONSTRUCT OVERCROSSING, RETAINING WALL

1st reported in SBE: 2/27/14  
**Location:** San Mateo, CA  
**Date:** 4/15/14  
**Ref#:** 04-235844  
**License Reqd:** A  
**Estimate:** \$44,252,000 - \$44,252,000  
**Owner:** CA TRANSPORTATION, DEPART, DENISE SILVAS,  
(916)227-6293  
[E:MAIL DENISE\\_SILVAS@DOT.CA.GOV](mailto:E:MAIL DENISE_SILVAS@DOT.CA.GOV)

### SHASTA COUNTY

**CONSTRUCTION OF A WATER STORAGE TANK AT**  
1st reported in SBE: 3/06/14  
**Location:** Montgomery Creek, CA

**Date:** 4/14/14

Bid Date Extended from: 3/07/14  
**Ref#:** 14-235-SOL-00006  
Description available through electronic services.  
**Owner:** Department of Health and, 650 Capitol Mall,  
Montgomery Creek, CA, 95814, Michael P Hodahkwen  
**SIC:** 237110  
[michael.hodahkwen@ihs.gov](mailto:michael.hodahkwen@ihs.gov)  
SBSA

#### CONSTRUCTION OF A WATER DISTRIBUTION SYS

1st reported in SBE: 3/06/14  
**Location:** Montgomery Creek, CA  
**Date:** 4/14/14  
Bid Date Extended from: 3/07/14  
**Ref#:** 14-235-SOL-00007  
Description available through electronic services.  
**Owner:** Department of Health and, 650 Capitol Mall,  
Montgomery Creek, CA, 95814, Michael P Hodahkwen  
**SIC:** 237110  
[michael.hodahkwen@ihs.gov](mailto:michael.hodahkwen@ihs.gov)  
SBSA

### SONOMA COUNTY

#### VARIOUS PUBLIC WORKS PROJECTS

1st reported in SBE: 12/05/13  
**Location:** Sonoma, CA  
**Date:** 6/30/14  
**Ref#:** 20132014  
**Owner:** CA CSU SONOMA STATE,  
JENIFER CRIST,  
(707)664-3102  
[E:MAIL JENIFER.CRIST@SONOMA.EDU](mailto:E:MAIL JENIFER.CRIST@SONOMA.EDU)

### TEHAMA COUNTY

#### ASPHALT RUBBER OVERLAY WITH DIG OUTS

1st reported in SBE: 12/12/13  
**Location:** Tehama, CA  
**Date:** 1/07/20  
**Ref#:** 02-4G1104  
**License Reqd:** A  
**Estimate:** \$1,610,000 - \$1,610,000  
**Owner:** CA TRANSPORTATION, DEPART,  
DENISE SILVAS, (916)227-6293  
[E:MAIL DENISE\\_SILVAS@DOT.CA.GOV](mailto:E:MAIL DENISE_SILVAS@DOT.CA.GOV)

## Southern CA Construction Bids

### LOS ANGELES COUNTY

#### SOURCES SOUGHT-FY 14 F-35 SQUADRON OPERA

1st reported in SBE: 9/12/13  
**Location:** Los Angeles, CA  
**Date:** 4/21/14  
Bid Date Extended from: 3/14/13  
**Ref#:** W912PL-13-S-0006  
Description available through electronic services.  
**Owner:** Department of the Army, P.O. Box 532711,  
Los Angeles, CA, 90053-2325, Sandy Oquita  
**SIC:** 236220

### SAN DIEGO COUNTY

#### SE REMODEL - HVAC UPGRADE/REPLACEMENT

1st reported in SBE: 3/13/14  
**Location:** San Diego, CA  
**Date:** 4/16/14  
Bid Date Extended from: 1/23/14  
**Ref#:** VA26214B0401  
Description available through electronic services.  
**Owner:** Department of Veterans Af, Suite 600, San Diego,  
CA, 90815, Steven J. Covell  
**SIC:** 238220

## Business Services

### SACRAMENTO COUNTY

#### NTP TELERADIOLOGY ~ SWING SHIFT

1st reported in SBE: 3/20/14  
**Location:** McClellan, CA  
**Date:** 4/14/14  
**Ref#:** VA26114Q0349  
Description available through electronic services.  
**Owner:** Department of Veterans Af,  
5342 Dudley Blvd. Bldg 98, McClellan, CA, 95652-1012,  
Victor Sepulveda  
**SIC:** 621512

**Owner:** General Services Administ,  
450 Golden Gate Ave. 7th, Stockton, CA, 94102-3407,  
Eric M Johnson, (415)522-3300  
**SIC:** 531120

### STATEWIDE, CA

#### RFQP 12-001.3 CONTINUOUS APPLICATION PRO

1st reported in SBE: 9/19/13  
**Location:** Statewide, CA  
**Date:** 10/28/15  
**Ref#:** RFQP 12-001.3  
Description available through electronic services.  
**Owner:** CA CALIFORNIA TECHNOLOGY, TIFFANY ANGULO,  
(916)454-7299  
[E:MAIL TIFFANY.ANGULO@STATE.CA.GOV](mailto:E:MAIL TIFFANY.ANGULO@STATE.CA.GOV)

### SAN JOAQUIN COUNTY

#### SOURCES SOUGHT-GOVERNMENT SEEKS LEASED

1st reported in SBE: 3/27/14  
**Location:** Stockton, CA  
**Date:** 4/14/14  
**Ref#:** 4CA1013  
Description available through electronic services.

## Advertisewith the Small Business Exchange

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

## Events and Seminars

#### Industry Forum for Design-Build Contract

April 8, 2014 10:00 am – 12:00 pm  
Visalia Convention Center  
303 E Acequia Ave., Visalia, CA 93291

\*\*\*\*\*

#### Pre-Bid Conference for Project and Construction Management Services

April 8, 2014 1:30 pm – 3:30 pm  
Visalia Convention Center  
303 E Acequia Ave., Visalia, CA 93291

\*\*\*\*\*

#### Business Advisory Council

April 17, 2014 1:00 pm – 3:00 pm  
Los Angeles County Metropolitan Transportation Authority Metro Board Room  
1 Gateway Plaza, Los Angeles, CA 90012

\*\*\*\*\*

#### San Francisco Board of Supervisors Small Business Award Ceremony

In 2013 the San Francisco Small Business Commission will once again team up with the Mayor and the San Francisco Board of Supervisors to honor and recognize an exceptional small business from each of

San Francisco's 11 districts and citywide.  
Small Business Week 2013 Recognition Ceremony  
Tuesday, May 14, 2013 3:30pm Special Order  
Board of Supervisors Chamber, Room 250  
Tuesday May 14, 2013 3:30pm - 4:15pm

\*\*\*\*\*

#### 1st Annual WOMEN IN CONSTRUCTION EXPO FRIDAY, MAY 16, 2014

The 1st Annual Women in Construction Expo "Expo" is the first of its kind in Northern California and will empower women in the trade by providing tips on how to work a room, navigate the City's bidding process, network, and establish partnerships to develop contracting opportunities. The SFPUC's Small Firm Advisory Committee and the Contracting Monitoring Division (CMD) hosts of the Expo are working in collaboration with the National Association of Women in Construction and Women's Business Enterprise National Council.

#### EVENT LOCATION: Hotel Whitcomb

Registration opens - 7:30 a.m.  
Light Breakfast Commences - 8:00 a.m. - 8:30 a.m.  
Program Commences - 8:30 a.m. - 10:00 a.m.

Program Concludes at 10:00 a.m.

#### BREAKOUT SESSIONS

Morning sessions 10:00 a.m. - 12 noon

1. How to Work a Room - Lee Cunningham, Owner of BT Metals and Fabrications
2. Estimating and prequalification - Webcor, Turner, and Flat Iron

#### Lunch 12 noon - 1:00 p.m.

**keynote speaker Naomi Kelly, City Administrator, San Francisco**

#### Afternoon sessions 1:00 p.m. - 3:00 p.m.

3. Doing Business with the City:
  - San Francisco Public Utilities Commission
  - Contracting Monitoring Division
  - Office of Labor Standards Enforcement
  - Office of Economic Workforce and Development
  - Department of Public Works
  - San Francisco Municipal Transit Agency
4. Bonding, financing and insurance - Merriwether and Williams and Galina Insurance

#### GUIDED BUSINESS PLAN - PART 2

1st reported in SBE: 3/06/14  
**Location:** Los Angeles, CA

#### Bid Date: 6/05/14 6:00PM

Description last reported in SBE: 03/06/14  
**Duration:** 06:00PM-09:00PM  
SBA Los Angeles, 3255 Wilshire Blvd # 1501,  
Los Angeles, CA, 90010, (866)301-9989  
[sbdc.contract@perc.org](mailto:sbdc.contract@perc.org)

\*\*\*\*\*

#### Business Advisory Council

June 19, 2014 1:00 pm – 3:00 pm  
Caltrans  
Manchester Center  
Yosemite Room 145, 2901 E. Shields Suite 100  
Fresno, CA 93726

\*\*\*\*\*

#### Business Advisory Council

August 21, 2014 1:00 pm – 3:00 pm  
Department of General Services  
Executive Dining Room  
707 Third St., West Sacramento, CA 95605



# Business Toolkit

## What Are Your Goals for Starting a Business?

Why is it that you want to start a small business? Money? Fame? Personal freedom? Ego gratification? Retirement income? Inability to get rehired or retrained? Discomfort with larger organizations? If someone were to ask you why you're going into business for yourself, what would you say?

### Set Economic, Personal and Retirement Goals

For many people, it helps to translate expectations and desires into concrete terms by setting long-term goals. We've organized these into three broad categories: economic goals, personal goals and retirement goals. We'll discuss each of these in detail.

You should also remember that while it's good to have long-term goals, such as getting the business off the ground and helping it grow, you also need to set short-term goals relating to the formation of your business. Your short-term goals should be realistic and achievable. Examples include:

- Selecting a suitable name for the business.
- Obtaining a business license or permit.
- Finding a good small-business advisor.
- Establishing a business credit card account.

It will be important psychologically in those chaotic first months to be able to feel that you're making some progress. Short-term goals can help you achieve those small but crucial victories.

### Economic Goals Drive Financial Success

Obviously, you want your business to be a success. How you define success depends on a number of personal factors. Assuming you've been in the workforce for awhile, you know what kind of lifestyle you can afford on your current income. If you're like most people, you'd probably like to earn more. Many people feel that self-employment is the way to do it.

On the other hand, if you're just starting out and prefer running your own business, these factors probably won't affect your decision to any great extent.

Sometimes, it's economic pressures that cause a person to consider opening a new business:

- **Increase earnings.** Some people believe working as an employee in a corporate setting limits their earning potential, and they want the chance to make the kind of money they feel they deserve.
- **Replace earnings.** Some people have been downsized and they need to replace their lost income.
- **Supplement earnings.** Changed family circumstances may require a second source of income, which translates into a part-time business.

When setting economic goals, remember that most businesses don't immediately produce profits for the owner. Be realistic about how long it will be before your new business becomes an established and secure source of income. Also be realistic when determining how long you can survive with your new business operating at a loss.

### Personal Goals Make Success Worthwhile

Money isn't the whole story, at least for most people. There's a certain satisfaction in "doing it yourself" that may not be quantifiable, but is important. Typical reasons that people choose to start a business include:

- **Freedom.** Some people just don't like working for others, and they want the freedom to make their own decisions. Owning your own business is a way to achieve personal freedom on many levels.
- **Career change.** Most people change jobs or even careers several times during the course of their lives. Sometimes it's by choice; other times, existing jobs simply disappear.
- **Satisfaction.** Some people feel trapped in a field they don't enjoy and they want a chance to work at something they find more interesting.
- **Recognition.** Being an expert or authority in a particular field is important for many people. They don't just want to start a business; they want to be recognized for the quality of their work and their expertise.
- **Flexibility.** Some people want the freedom to satisfy personal needs such as working outdoors, maintaining irregular hours, having seasonal vacations, etc.
- **Responsibility.** Some people feel lost in a corporate setting and they want the chance to play a bigger role in their chosen field.
- **Professional growth.** Some people believe their ideas are being ignored or not being used properly in a corporate setting, and they want the chance to do it their way.
- **Benefits and security.** With corporations looking for ways to control costs, the benefits offered to employees aren't as plentiful as they once were. Many people feel the traditional advantages of working for a large employer are gone. Retirement plans are increasingly less generous, corporate health plans cost employees more each year, and the job security corporate workers once enjoyed has been greatly reduced.

### Retirement Goals Guard Your Future

Most people look forward to a time when they can relax and enjoy themselves without the need to work. The chance to do what you want when you want to is a strong motivator. Admittedly, some people choose not to retire because they enjoy working. In fact, many successful small business owners work into their 70s and 80s. However, the vast majority of people look forward to retirement. Many strive to make it happen sooner rather than later.

Anyone who has spoken with a personal financial planner knows it takes a lot of money to retire and live comfortably. Many people believe they can do a better job of ensuring they'll have enough money for retirement if they're in charge of the source of their income.

In addition, a successful small business can provide more than just steady income saved for the future. Prior to retirement, you may be able to sell your thriving operation for a nice profit, or sell ownership interests to others, who then will run the business while you collect a share of the profits.

## Tools To Use

In the **Business Tools** area is a **living expenses form** that you can use to set your first goal. It will help you establish what your family's financial needs are, so that you can set realistic business financial goals

## Example

You have a job that pays you \$35,000. You hate your job and yearn to leave. You have an idea for a small business that involves servicing a small niche market, and you set a goal of being recognized as the expert in that niche area within five years.

You analyze your idea and discover that, while no one else is servicing that market, it's a small market and you're not likely to make more than \$25,000 for at least the first three years. But you also discover that, because your business is unique and your chances of becoming a recognized expert are good, you'll have much greater income potential after the first three years. Despite the expected reduction in income for three years, you decide the risks are worth it and that you'll start the new business.

### Why Goals Are Important

Goals are important because they will affect just about everything you do as you plan, start, and operate your business. Goals are not just the destination you're driving toward; they're also the painted white lines that keep you on the road.

Goals play a prominent role in just about every decision you make along the way, from how you structure your business, to whether you hire employees, to how you sell and market your product or services.

Now that you have some idea of what your general goals are, the next step is to make those goals concrete by quantifying them. For example, it's not enough just to determine that you want to change professions or that you want to be your own boss. You need to develop specific targets by quantifying your goals.

### Goal-Setting Guidelines for Business Owners

Quantifying your goals can be a long process. You'll have to gather a lot more information before you're ready to set specific targets. Eventually, you'll probably want to put those goals together in the form of a business plan.

But before we move on to the process of getting that information, let's take a look at some of the guidelines you should follow when quantifying your goals.

- **Be specific.** Establish targets that can be easily measured, and use numbers as targets whenever possible. For example, you may set a goal of selling your goods or services across a particular number of counties or states, having a certain number of employees, or reaching a particular level of sales. Tie those numbers to specific time frames (within six months, within two years, within 10 years, etc.).

- **Be realistic.** Having high expectations is great, but make sure that you establish targets that are reasonable and potentially achievable. If you're opening a fast-food restaurant, claiming you want to be bigger than McDonald's within six months is not realistic.

- **Be aggressive.** You can be realistic and still aim high. Don't set goals that are too easily achieved. Also be sure to set both short-term and long-term goals. If, after six months in business, you accomplish all of your goals, then what? Don't sell yourself short--if you want to be bigger than McDonald's within 20 years, go for it.

- **Be consistent.** Beware of inadvertently setting inconsistent goals. For example, a goal of growing fast enough to have three employees within two years might be inconsistent with a goal of earning a particular amount of money if the cost of adding the employees ends up temporarily reducing your income below the target level. There is nothing wrong with having both goals. Just be aware that the potential conflict exists, and establish priorities among your goals so that you know which ones are most important to you.

Some people have a hard time setting goals because they just don't know where to start. If that applies to you, try this exercise. Start with an easily quantifiable goal. Start with the amount of money you'll need to earn in order to cover your basic living expenses. Only when you have met that need can you begin to look to other goals.

**Source: BizFilings**

# Record-breaking visitor spending up 5.1 percent from 2012. Visitors to San Francisco up 2.3 percent.

The San Francisco Travel Association reported today that San Francisco welcomed 16.9 million visitors in 2013, an increase of 2.3 percent from 2012. These visitors spent \$9.38 billion in 2013, up 5.1 percent from the previous year. The data was presented during the ninth annual Visitor Industry Outlook & Marketing Conference today at the Marines Memorial Club and Hotel.

"San Francisco's visitor industry once again had record growth in 2013," said Joe D'Alessandro, San Francisco Travel president and CEO. "Visitor spending reached the highest level ever last year."

"The record-breaking amount of visitor spending and increased number of jobs that support the tourism industry are clear indications that San Francisco remains an international destination city," said San Francisco Mayor Edwin M. Lee. "We need to continue building our city's future with our world-renowned innovative spirit, and support projects like the Moscone Center Expansion Project and the Warriors Pavilion that are essential to the future of San Francisco's most important industry, tourism."

The tourism industry generated \$607 million in taxes for the City of San Francisco, up 8.1 percent from the previous year. The number of jobs supported by tourism rose 3.8 percent to 76,834 jobs

in 2013, with an annual payroll of \$2.31 billion, an increase of 5.7 percent.

In 2013, there was an average of 134,231 visitors in San Francisco each day. Visitor spending equated to \$25.7 million daily (including spending related to meetings and conventions).

Since last year at this time, San Francisco Travel has booked 41 conventions at Moscone Center. These events will fill 945,000 hotel rooms between 2014 and 2028. Their attendees and exhibitors will spend \$814 million

Since beginning a partnership with Booking.com, San Francisco Travel's online hotel reservations have increased 99% year over year for October through March.

To keep San Francisco's message in front of the leisure travelers, San Francisco Travel has completed a new campaign for spring titled "Never the same. Always San Francisco." The messaging connects the spirit and iconic appeal of a visit to San Francisco, with the promise of a constantly-changing experience that comes from the new shows, events, attractions, shopping and dining adventures in this ever-evolving destination. Since the majority of visitors have been to San Francisco before, the new theme emphasizes the fact that every visit will hold something new while still

providing the activities that people love. The campaign is supported by the following partners: The Asia Art Museum, the deYoung Museum, PIER 39, Big Bus Tours, Amtrak and American Express.

Dine About Town, the annual restaurant promotion developed by San Francisco Travel Association, is celebrating its 13th year in 2014. The program generates an estimated \$3 million in additional revenue to the city's restaurants. The second half of the 2014 program will take place June 1-15 with more than 100 restaurants participating.

**San Francisco Travel is also embarking on several new marketing initiatives, including:**

- A completely redesigned website in the works, due to debut in September.
- New research into San Francisco's domestic and international visitors currently in progress.
- New direct marketing capabilities led by a to-be-named executive with database marketing expertise.

The San Francisco Travel Association is a private, not-for-profit organization that markets the city as a leisure, convention and business travel destination. With more than 1,500 partner businesses, San Francisco Travel is one of the largest membership-based tourism promotion agencies in the country.

The San Francisco Travel business offices are located at 201 Third St., Suite 900, San Francisco, CA 94103. In May 2014, the offices will move to One Front St., Suite 2900, San Francisco, CA 94111. Phone numbers and email addresses will remain the same.

San Francisco Travel also operates the Visitor Information Center at Hallidie Plaza, 900 Market Street at the corner of Powell and Market streets. For more information, call 415-974-6900 or visit [www.sanfrancisco.travel](http://www.sanfrancisco.travel).

San Francisco International Airport (SFO) offers non-stop flights to more than 31 international cities on 30 international carriers. The Bay Area's largest airport connects non-stop with 76 cities in the U.S. on 15 domestic airlines. SFO is proud to offer upgraded free Wi-Fi with no advertising. For up-to-the-minute departure and arrival information, airport maps and details on shopping, dining, cultural exhibitions, ground transportation and more, visit [www.flysfo.com](http://www.flysfo.com). Follow us on [www.twitter.com/flysfo](http://www.twitter.com/flysfo) and [www.facebook.com/flysfo](http://www.facebook.com/flysfo).

**Source: San Francisco Travel Association,**

## Assembly Bill No. 1734

■ Continued from page 1

The bill would also require a state agency, department, board, or commission that has not achieved the goal by the close of the fiscal year to submit an implementation and corrective action plan to the Department of General Services within 45 days and every year thereafter as long as that agency fails to meet or exceed the goal. The bill would require the department, in collaboration with the Office of Small Business Advocate, to undertake reasonable means to assist agencies in improving small business participation in their contracting.

The bill would require all state agencies, departments, boards, and commissions to work with the department to help small businesses market their products, goods, and services to the state by providing access to information about current bid opportunities on their Internet Web sites.

The bill would also require the Office of Small Business Advocate within the Governor's Office of Business and Economic Development to collaborate with the Department of General Services to cooperatively enhance the state's small business program by helping small businesses access capital and other financial resources necessary to successfully fulfill state contracts.

The bill applies to all state public entities that receive state public funding, including the California State University, the University of California, and the California Community Colleges. In calculating the total amount of contracting covered by this bill, the California State University, the University of California, and the California Community Colleges will only be required to meet the 25% goal for state funding used in contracting.

(2) Existing law requires a state agency, department, officer, or other state governmental entity, to meet an annual statewide participation goal of

not less than 3% for disabled veteran business enterprises for specified contracts entered into by the awarding department during the year.

This bill would increase that participation goal to 5%.

Vote: majority. Appropriation: no.  
Fiscal committee: yes.

State-mandated local program: no.

**The people of the State of California do enact as follows:**

SECTION 1. Section 14838.8 is added to the Government Code, to read:

**14838.8.** In order to encourage small business participation in state contracts, all state agencies, departments, boards, and commissions shall establish and achieve an annual goal of 25 percent small business participation in state procurements and contracts.

(a) Notwithstanding any other provision of this chapter, the heads of all state agencies, departments, boards, and commissions shall ensure that the state's procurement and contract processes are administered in order to meet or exceed the 25 percent small business participation goal, and shall report to the Director of General Services statistics regarding small business annual participation in his or her agency's procurements and contracts.

(b) The Department of General Services shall monitor the progress of all state agencies, departments, boards, and commissions toward meeting the 25 percent small business participation goal. The department shall regularly share information with the Office of Small Business Advocate on the progress of each individual agency, department, board, and commission in meeting the annual goal, including, but not limited to, providing copies of corrective action plans.

(c) (1) A state agency, department, board, or commission that has not achieved the 25 percent small business participation goal by the close of the fiscal year shall submit an implementation and corrective action plan to the Department of General Services within 45 days and annually thereafter as long as that agency fails to meet or exceed the goal.

(2) The Department of General Services, in collaboration with the Office of Small Business Advocate, shall undertake reasonable means to assist agencies in improving small business participation in their contracting, including entering into memoranda of understanding with the agencies that have not met the goal to improve performance.

(d) All state agencies, departments, boards, and commissions shall use the contracting procedure authorized in Section 14838 to contract with small businesses for goods and services contracts under one hundred thousand dollars (\$100,000) and construction line 18 participation goal. The department shall regularly share information line 19 with the Office of Small Business Advocate on the progress of line 20 each individual agency, department, board, and commission in line 21 meeting the annual goal, including, but not limited to, providing line 22 copies of corrective action plans. line 23

(c) (1) A state agency, department, board, or commission that line 24 has not achieved the 25 percent small business participation goal line 25 by the close of the fiscal year shall submit an implementation and line 26 corrective action plan to the Department of General Services within line 27 45 days and annually thereafter as long as that agency fails to meet line 28 or exceed the goal. (2) The Department of General Services, in collaboration with line 30 the Office of Small Business Advocate, shall undertake reasonable means to assist agencies in improving small business participation line 32 in their contracting, including

entering into memoranda of understanding with the agencies that have not met the goal to improve performance.

(d) All state agencies, departments, boards, and commissions shall use the contracting procedure authorized in Section 14838 to contract with small businesses for goods and services contracts under one hundred thousand dollars (\$100,000) and construction. contracts under one hundred twenty thousand dollars (\$120,000) whenever possible.

(e) The Department of General Services shall actively promote small business certification, help small businesses market their products, goods, and services to the state, and promote the use of technologies and other innovative solutions for notifying small businesses of state contracting opportunities, including, but not limited to, the Subscription Outreach Service of the California State Contracts Register.

(f) The Department of General Services shall collaborate with the Office of the Small Business Advocate in the office's work to assist small businesses access capital and other financial resources necessary to successfully fulfill state contracts.

(g) This section applies to all state agencies, departments, boards, commissions, and other state public entities that receive state funding including the University of California, the California State University, and the California Community Colleges. In calculating the total amount of contracting covered by this section, the University of California, the California State University, and the California Community Colleges shall only be required to meet the 25 percent-goal for state funding used in contracting.

Please go to this link to read the FULL report:

[http://e8.octadyne.net/clientFiles/8023/ab\\_1734\\_bill\\_20140214\\_introduced.pdf](http://e8.octadyne.net/clientFiles/8023/ab_1734_bill_20140214_introduced.pdf)



# For Native Americans, Losing Tribal Membership Tests Identity

By David Nogueras

In western Oregon, members of the Confederated Tribes of Grand Ronde are engaged in a debate over what it means to belong.

The tribe's enrollment committee is considering kicking out an entire family that traces its lineage back to the founding of the modern tribe more than a century and a half ago. The family is related to Chief Tumulth, leader of the Watlala, a tribe that controlled river traffic along a key section of the Columbia River.

"If you search for 'Chief Tumulth,' you'll find that he's, as some people claim, the most famous Chinookan chief that there ever was," says Jade Unger, Tumulth's great-great-great-grandson.

After Unger heard about Chief Tumulth as a teenager he began to study the tribal language, Chinuk Wawa, and learned the traditional methods of hunting and fishing. Studying his ancestors, he began to learn about himself.

Eventually, Unger was enrolled at the Confederated Tribes of Grand Ronde. In 1855, his ancestor, Chief Tumulth, played an early role in the confederation's founding by signing an important treaty with the U.S. government.

Unger says for nearly 30 years his family was embraced by the tribe — that is, until last September, when everything changed. The tribe's enrollment committee told Unger and 78 members of his family that a recently completed audit showed they were enrolled in error.

"I'm not worried about me. I know I'm fine economically," Unger says. "I'll make it. But there's people in my family that are going to be devastated by this, people that are dependent on their elders' pensions. There are people that are going to lose their homes."

Back in 1995, the tribe opened its Spirit Mountain Casino, and for the first time, members began to see a financial benefit. Within a few years, the tribe began to tighten its enrollment requirements. In fact, under the new standards, Unger's family wouldn't be let in today.

His ancestor may have signed a key treaty in the formation of the Grand Ronde, but Chief Tumulth was killed before the reservation was officially recognized in 1857. Unger says that information was well-known to the committee



Some of the 79 people told by the Confederated Tribes of Grande Ronde that they were enrolled in error. Seated on the floor are Russell Wilkinson (left) and Mia Prickett. Seated second row (from left) are Nina Portwood-Shields, Jade Unger, Marilyn Portwood, Eric Bernando, Debi Anderson and Val Alexander. Standing are Antoine Auger (left) and Erin Bernando. Don Ryan/AP

members who approved their applications.

"There was no error," Unger says. "It was very deliberate, and it was unanimously agreed upon that we had a background and we had a right to belong here in this tribe."

Tribal Council Chairman Reynold Leno wouldn't discuss pending cases. But he says the audit was needed to correct inconsistencies in the tribal record.

"Tribes are made up of families, and families know their own history," Leno says. "And when you have people that don't kind of fit into that family-type scenario, it kind of draws a question. And I think that's what a lot of people wanted looked into."

While he says any disenrollments that result from the audit are unfortunate, he says the tribe has a constitution — and it's his job to uphold it.

"It was given to us by the Supreme Court to set standards and regulations for our enrollment, and I think people should respect that," Leno says.

But both in and outside of Oregon, disenrollments are raising questions. David Wilkins, a professor of American Indian Studies at the University of Minnesota and a member of the Lumbee Nation, estimates that as many as 8,000 U.S. citizens have been cast out of native tribes over the past two decades. And Wilkins worries that tribal disenrollments could be putting tribal autonomy in jeopardy.

"At some point there's going to be enough clamor raised by disenrollees that there is going to be a congressional hearing or there is going to be some presidential proclamation or there is going to be a Supreme Court decision that might seriously impinge on what is a true sine qua non of a sovereign nation, that is the power to decide who belongs,"

Wilkins says.

Grand Ronde is still reviewing the results of the audit, which means more disenrollment letters could go out.

Unger acknowledges he might lose his federally recognized status, but he says nobody can take away his identity as a native person.

"That's, hands down, way more important to me than any little chunk of money I might get in a per capita payment," Unger says. "I don't care about that. I care about my tribe. I feel like I belong. We belong."

And Unger says that's the one thing he wants to hold on to.

Source: ©2014 NPR

## Using Flags to Focus on Veteran Suicides

Continued from page 1

mer sergeant in the Army who had a friend commit suicide when he got back from Afghanistan.

"He shot himself in the same room as me and a friend of mine," Mr. Blazer said. "I've been diagnosed with PTSD because of that, so a lot of these issues are what I've personally been dealing with. But above and beyond, I'm out here in memory of him."

The event was part of an awareness campaign mounted by members of Iraq and Afghanistan Veterans of America, an advocacy group focused on issues affecting the nation's newest veterans. They are in Washington this week as part of their leadership development program, Storm the Hill, and to support the introduction of legislation aimed at preventing suicides and providing more mental health resources for service members home from combat.

Event organizers said that the issues were a top priority for veterans and their families, and that they wanted to make them a priority for Congress, too.

Senator John Walsh, Democrat of Montana and the first Iraq war veteran to serve in the Senate, introduced the Suicide Prevention for America's Veterans Act on Thursday. For Mr. Walsh, the issue is personal: A sergeant who served under him when he commanded an infantry battalion in Iraq in 2004 and 2005 committed suicide after returning home.

"We've waited too long to take on this action," he said. Then, mentioning the 22 veterans who take their lives every day, he added, "That's an epidemic that we cannot allow to continue."

When service members leave the military, they can get five years of no-questions-asked care from Department of Veterans Affairs hospitals and fa-

ilities. One of the bill's main goals is to extend that window to 15 years.

"For instance, in Vietnam, a lot of symptoms of post-traumatic stress disorder didn't show up anywhere until between seven and 12 years later," said Kate O'Gorman, the political director at the veterans' advocacy group. "We really want to make sure that care is available when someone is ready to seek it."

The bill also calls for the military to set up a review process for troops who are discharged for behavior that could have been caused by mental health issues. Measures to help the Veterans Affairs agency recruit more psychiatrists are also included.

"It establishes student loan repayment for psychiatrists," Ms. O'Gorman said. "When the private sector and even the Department of Defense are able to offer good student loan repayment programs and the V.A. is not, that can

make it difficult for them to recruit."

The striking display of red, white and blue caught the eye of almost everyone leaving a Metro station on the Mall on Thursday. One man wearing a hat with "Vietnam Veteran" stitched on the front took pictures. Others stopped to ask what was going on.

Roger Engetschwiler and his daughter, Katja, were visiting from Switzerland. They were headed to the Holocaust Memorial Museum and then the Lincoln Memorial when they paused to find out about the flags.

"We knew the subject when they told us that there's a lot of suicide going on with veterans," he said. "But I didn't know the numbers were that high. That's really scary."

Source: © The New York Times 2014



# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

### ADVERTISEMENT AND NOTIFICATION FOR PREQUALIFICATION

Notice is hereby given that the governing board ("Board") of the Oakland Unified School District is prequalifying certain contractors on the District's state-funding eligible projects. These projects include, but are not limited to:

**McClymonds High School  
Fire & Intrusion Alarm Replacement  
2607 Myrtle Street, Oakland, CA. 94607  
Project No. 12104**

The Project consists of:

Work includes but is not limited to construction of new fire and intrusion alarm systems. Installation shall be by certified Simplex and Bosch technicians. Scope includes maintaining existing fire and intrusion systems fully operational while the new systems are being installed. After the new fire and intrusion systems are fully tested and accepted, Contractor shall remove and demolish existing fire and intrusion system components. Minor work includes patching and repairs to existing finishes disturbed in the area of work.

1. Sealed Bids will be received until **2:00 PM on Wednesday, May 14, 2014, at the District Office, located at 900 High Street, Oakland, CA 94601 @ the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

2. **Engineer's Estimate: \$1,210,000.00.**

3. **The Project Manager for this project is Mary Ledezma, she can be reached at (510) 535-7055.**

4. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

5. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

**Class B – General Building Contractor  
or  
Class C10- Electrical Contractor**

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

6. A bid bond by an admitted surety insurer on the form provided by the District, cash, or a cashier's check or a certified check, drawn to the order of the **Oakland Unified School District**, in the amount of ten percent (10%) of the total bid price, shall accompany the Bid Form, as a guarantee that the Bidder will, within seven (7) calendar days after the date of the Notice of Award, enter into a contract with the District for the performance of the services as stipulated in the bid.

7. The successful Bidder shall be required to furnish a 100 % Performance Bond and a 100% Payment Bond if it is awarded the contract for the Work.

8. The successful Bidder may substitute securities for any monies withheld by the District to ensure performance under the Contract, in accordance with the provisions of section 22300 of the Public Contract Code.

9. A mandatory **Pre-bid** conference and site visit will be conducted at **1:00 PM on Tuesday, April 15, 2014**, as follows:

**FRONT ENTRANCE  
McClymonds High School  
Fire and Intrusion Replacement  
Project No. 12104  
2607 Myrtle Street, Oakland, CA 94607**

10. The District's designee and/or the California Department of Industrial Relations will be operating a labor compliance program on this Project pursuant to Labor Code section 1771, et seq.

11. Contracts documents are available on, **Wednesday, April 2, 2014, for review at East Bay Blue Print**, located at **1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed **Attention: Sandy**. Plans can be ordered by:

i. Phone: (510) 261-2990

ii. Fax: (510) 261-6077

iii. Email: ebbp@eastbayblueprint.com,  
Attn: Sandy

iv. Online using the Plan Command system at [www.eastbayblueprint.com](http://www.eastbayblueprint.com). or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**.

12. In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

Builder's Exchange of Alameda County  
McGraw Hill Construction Data  
San Francisco Builder's Exchange  
Reed Construction Market Data  
Contra Costa Builder's Exchange  
Marin Builder's Exchange

13. The Oakland Unified School District ("District") has adopted a Contractor Pre-Qualification Program pursuant to California Public Contract Code 20111.5 for all Public Works contracts with a value estimated at \$15,000 or more.

14. The District's Board has found and determined that the following item(s) shall be used on this Project based on the purpose(s) indicated. (Public Contract Code section 3400(c)): A particular material, product, thing, or service is designated by specific brand or trade name for the following purpose(s):

Section 8700 inclusive Door Hardware, Section 9860 Carpeting, Section 10800 Toilet Accessories, Section 15400 inclusive Plumbing Systems, Section 16700 inclusive Intercom/Paging/Clock/Signal Control, Fire Alarm Systems, Intrusion Alarm Systems, Telephone Systems, and Data Communications Systems.

15. **Project Labor Agreement:** The District has entered into a Project Labor Agreement with Building and Construction Trade Council of Alameda County, AFL-CIO.

It is mandatory that all contractors or sub contractors who intend to submit a bid or proposal for this Project, must complete the District's prequalification questionnaire, provide all materials requested therein, and be approved by the District to be on the final prequalified contractors list. This prequalification requirement applies to the following contractors:

- A contractor with a B, C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, and/or C-46 license(s) that intends to bid as a general contractor (prime contractor) directly to the District.

- A contractor with an A, B, C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, and/or C-46 license(s) that intends to bid as a first-tier subcontractor to a general contractor (prime contractor) that is bidding directly to the District.

Contractors must complete the District form; no other prequalification documents submitted by a contractor will meet the District's requirements. **Certified Local/Small Local Resident Business Enterprise contractors shall be prequalified pursuant to the District's Prequalification For Prospective Certified Local/Small Local Resident Bidders.**

**PLEASE NOTE THAT BIDS WILL ONLY BE ACCEPTED FROM PRE-QUALIFIED BIDDERS.**

**BIDS SUBMITTED BY NON PRE-QUALIFIED FIRMS WILL BE REJECTED AS INVALID.**

All contractors shall submit completed prequalification documents as follows:

#### Location

Oakland Unified School District  
955 High Street  
Oakland, CA 94601  
Attn: Juanita White, Bid Coordinator

#### Date

First-Tier Subcontractors **and**  
General (Prime) Contractors **and**  
Certified Local, Small Local and Small Local  
Resident Business Enterprise Subcontractors By  
**April 24, 2014**  
Prequalification will be posted by **May 7, 2014**

Prequalification Packages are available for pick-up at the following location: Oakland Unified School District, 955 High Street, Oakland, CA 94601.

The District will notify each contractor that submits a prequalification package if it meets the prequalification requirements. Prequalified contractors will be eligible to bid on the District's projects that are within a contractor's bonding and financial capacity. Contractors will be placed on the District's Qualified Bidders List for one calendar year following the date of initial prequalification. The District reserves the right to request contractors update prequalification forms on an annual basis and/or the right to revoke, suspend or rescind a contractor's prequalification status due to a contractor's change in status or the failure to update information.

The prequalification questionnaire answers and financial statements submitted by contractors are not public records and are not open to public inspection. All information provided will be kept confidential to the extent permitted by law.

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

**Modular Student Housing Village –  
Re-Roof 2014  
Project Number: 3406-014.**

Description of Work: Reroof Seven Units at the Village  
Procedures: Bidding documents will be available at 1:00, Monday, April 7, 2014, at [ucscplanroom.com](http://ucscplanroom.com) for review and free downloading.

Bidders must attend a **mandatory** pre-bid conference at **Tuesday, April 8, 2014 at 10:00 AM** in the PP&C Conference Room.

Bids will be received only at: PHYSICAL PLANNING AND CONSTRUCTION, CONTRACTS OFFICE, UNIVERSITY OF CALIFORNIA, SANTA CRUZ, 1156 HIGH STREET, SANTA CRUZ, CA 95064, Bid Deadline: **Sealed bids must be received on or before 3:00 PM, Tuesday, April 22, 2014.**

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **GENERAL BUILDING CONTRACTOR - B**,

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. 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.

Estimated construction cost: \$ 130,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

**Hahn Central Services – First Floor Access  
Improvements Phase 2,  
Project Number: 1200-059.**

Description of Work: Accessibility Improvements for First Floor Bathrooms

Procedures: Bidding documents will be available at 1:00, Monday, April 14, 2014, at [ucscplanroom.com](http://ucscplanroom.com) for review and free download.

Bidders must attend a **mandatory** pre-bid conference at **Tuesday, April 15, 2014 at 1:30 PM** in the PP&C Conference Room.

Bids will be received only at: PHYSICAL PLANNING AND CONSTRUCTION, CONTRACTS OFFICE, UNIVERSITY OF CALIFORNIA, SANTA CRUZ, 1156 HIGH STREET, SANTA CRUZ, CA 95064, Bid Deadline: **Sealed bids must be received on or before 3:00 PM, TUESDAY, APRIL 29, 2014.**

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **GENERAL BUILDING CONTRACTOR - B**,

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. 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.

Estimated construction cost: \$ 116,000.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014



# Public Legal Notices



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

### Contract No. 3055V(R) (ID No. FCP14085) BEACH CHALET SOCCER FIELD RENOVATIONS ELECTRICAL WORK (REBID)

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](http://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](http://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 Beach Chalet Soccer Fields, Golden Gate Park near Great Highway, S.F., CA and includes installation of all electrical improvements and all appurtenant work in accordance with specifications and drawings. The time allowed for completion is 300 consecutive calendar days. The Architect's estimate is in excess of \$1,500,000. 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 25% 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. All Bidders shall receive 15 points for attending the pre-bid conference. Note: Since the advertisement re-bid notice is less than 15 days, all Bidders shall receive 10 points towards the good faith effort. 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 April 3, 2014 at 9:00 a.m. in the Main Conference Room, 5th Fl., 30 Van Ness Ave., S.F., CA.

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 "C-10" 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 Dept. 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 Section 00 73 30 of the Project Manual for more information.

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

4/3/14  
CNS-2605023#  
SMALL BUSINESS EXCHANGE

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

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. 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.

Estimated construction cost: **\$100,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014



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

### REQUEST FOR PROPOSALS DESIGN AND ENVIRONMENTAL SERVICES FOR THE ISLAIS CREEK BRIDGE REHABILITATION PROJECT CONTRACT NO. FPE14087 (Federally Funded Project)

The Department of Public Works (DPW), City and County of San Francisco (City) announces a Request for Proposals (RFP) for design and environmental services for the Islais Creek Bridge Rehabilitation Project.

Proposals will be received at 30 Van Ness Avenue, 5th Floor, San Francisco, California until **2:30 P.M. Pacific Time, April 29, 2014**. Consultants shall submit Proposals as required in the RFP package. Late submittals will not be considered. Digital files of the RFP Package may be downloaded at no cost at: [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs). Notices regarding Addenda and other proposal changes will be distributed by email to Plan Holders. Additional information is available from the DPW's Contracts, Bid Opportunities and Payments webpage at: [www.sfdpw.org](http://www.sfdpw.org).

DPW is seeking a qualified team of engineers and environmental planners ("Consulting Team"), led by a "Prime Consultant" to provide all services required to perform engineering evaluations, environmental studies, engineering design, and engineering construction support for the Islais Creek Bridge Rehabilitation Project. The goal of this RFP is to award a contract to one consultant who will be selected from the respondents of this RFP. The selected Consultant will consist of a Prime Consultant and specialty subconsultants to accomplish the scope of work. The total contract amount may not exceed \$5,000,000 and the scope of work shall be completed over approximately 5 years.

Certified Disadvantaged Business Enterprise (DBE) firms are encouraged to submit proposals. The DBE Subconsultant participation goal is 18%. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with Chapters 9 and 10 of the Local Assistance Procedures Manual (LAPM) requirements, all Proposers shall submit documented good faith efforts with their proposals and must achieve 80 out of 100 points to be deemed responsive. Refer to Exhibit 10-I from the LAPM website for more details.

Contracts will only be awarded to a consultant with an adequate financial management and accounting system as required by 48 Code of Federal Regulations (CFR) Part 16.301-3, 49 CFR Part 18, and 48 CFR Part 31.

A pre-proposal conference will be held on **April 15, 2014 at 2:30 P.M.** at the Main Conference Room, 30 Van Ness Avenue, 5th Floor, San Francisco, California.

Questions regarding the RFP must be submitted by **5:00 P.M. on April 22, 2014**, by email to the Contract Manager at: [Raymond.Lui@sfdpw.org](mailto:Raymond.Lui@sfdpw.org)

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

4/3/14  
CNS-2605756#  
SMALL BUSINESS EXCHANGE

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR BIDS

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

#### PARNASSUS BOOSTER PUMPS REPLACEMENT

Project No.: **M2654** / Contract No.: **SL0269**

#### DESCRIPTION OF WORK:

Remove and replace three existing domestic water booster pumps with new duplex booster pumps. Provide site improvements to suite installation of new pumps.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualification documents as via the online Supplier Registration and Sourcing (SRS) system with the Bid Form.

#### PROCEDURES:

Bidding Documents will be available beginning **March 31, 2014 at 10:00 AM** by requesting via e-mail to [RFx@ucsf.edu](mailto:RFx@ucsf.edu) with the following information: Company name, address, phone and fax nos. Please reference **Project No. M2654 in the subject line**. You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the bidding document.

Bidders must attend a **mandatory** pre-bid conference at **9:30 AM, April 8, 2014**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm> (Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Sealed bids must be received on or before **3:00 PM, April 18, 2014** using the UC SRS system accessible through <https://suppliers.sciquest.com/UCOP/>. Bids will be opened at **3:05 PM** at Minnesota St. Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343.

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

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

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

**LICENSE CLASSIFICATION: General Contractor  
LICENSE CODE: B**

**ESTIMATED CONSTRUCTION COST:  
\$200,000 to \$230,000**

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, San Francisco  
March, 2014



## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### Stevenson College Residence Hall Building 1 and 8 Porch Repairs Project Number: 1700-140

**Description of Work:** Remove rotted framing on 4 porches, Improve drainage and buildback.

**Procedures:** Bidding documents will be available at [ucseplanroom.com](http://ucseplanroom.com) for review and free download on Friday, April 18, 2014.

Bidders must attend a **mandatory** pre-bid conference at **Monday, April 21, 2014 at 1:00 PM** in the PP&C Conference Room.

Bids will be received only at: PHYSICAL PLANNING AND CONSTRUCTION, CONTRACTS OFFICE, UNIVERSITY OF CALIFORNIA, SANTA CRUZ, 1156 HIGH STREET, SANTA CRUZ, CA 95064, Bid Deadline: **Sealed bids must be received on or before 3:00 PM, Thursday May 1, 2014**

# Public Legal Notices

## CALIFORNIA STATE UNIVERSITY STANISLAUS

### CENTRAL PLANT COOLING TOWER REPLACEMENT, PROJECT NUMBER 8408 CSU STANISLAUS ONE UNIVERSITY CIRCLE TURLOCK, CA 95382

The Trustees of the California State University will receive sealed bid proposals in room MSR290 at the above address, for furnishing all labor and materials for construction of the Central Plant Cooling Tower Replacement **Project Number 8408**, for the CSU Stanislaus, campus.

Proposals will be received in the above-mentioned room until 2:00 p.m. on May 1, 2014 in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consists of replacing a cooling tower in accordance with the plans and specifications prepared by P2S Engineering, telephone: (818) 585-1796. Plans and specifications may be seen at the office of the University and Plan Rooms. Engineer's construction estimate is \$830,000.

Plans and specifications will be available for review and purchase after April 10th by requesting them from ARC by going to [www.e-ARC.com/ca/modesto](http://www.e-ARC.com/ca/modesto) then clicking on "Public Planroom" or by calling the ARC Modesto location at, (209) 524-2924 asking for the PlanWell Department. Plans and specifications cost approximately \$100.00 per set plus tax and shipping payable to ARC and are non-refundable.

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. of the Contract General Conditions. The bidder should familiarize himself with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the bid date.

Bidders must be prequalified with the Trustees. Prequalification of Prospective Bidders, Form 703.11 can be downloaded from the internet at [http://www.cal-state.edu/cpd/cm/contractor\\_prequal\\_bidders.shtml](http://www.cal-state.edu/cpd/cm/contractor_prequal_bidders.shtml).

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c).

A mandatory pre-bid walkthrough has been scheduled for Thursday, April 17, 2014 at 10:00 am. Interested bidders should assemble at the Mary Stuart Rogers Building, conference room MSR130 on the campus.

The Trustees require the successful bidder to achieve three percent (3%) DVBE participation in contracting construction projects as established in the bidding documents, and this must occur prior to the bid opening.

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by **prequalified** contractors, licensed in the State of California with an C20 license, and the bid packages must be requested from the Trustees, located at CSU Stanislaus, One University Circle, Turlock CA 95382; Attention: Debbie DaRosa, (209) 667-3987.

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### COLLEGE 8 APARTMENTS DRYROT REPAIRS Project Number: 5300-036

Description of Work: Repair dryrot, new flashings, paint entire exposure of building.

Procedures: Bidding documents will be available at [ucscplanroom.com](http://ucscplanroom.com) for viewing and free download after 1:00 PM Wednesday, May 7, 2014.

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Thursday, May 8, 2014** beginning promptly at **2:00 PM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Art Wellersdick at 831-459-2644.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

Bid Deadline: Sealed bids must be received on or before **Thursday, May 15, 2014 at 10:00 AM**.

Bid Security in the amount of 10% of the Lump Sum Base Bid shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **B - General Building Contractor**.

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 rates 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.

Estimated construction cost: **\$120,000.00**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### College Nine - Social Sciences One Anthropology Department Wet Lab Expansion Rooms 337,339,340,341,343,449 Project Number: 5520

Description of Work: The project will remodel rooms on the third and fourth floors of the Social Sciences I Building. This approximately 1,550 sq. ft. remodel project will create a new research facility and converts an existing research facility to wet lab standards.

Procedures: Bidding documents will be available at [ucscplanroom.com](http://ucscplanroom.com) for viewing and free download after 1:00 PM Friday, April 11, 2014.

Checks for deposit will be required in the amount of \$100.00 per set of Bidding Documents. Checks are to be made payable to: "U.C. Regents".

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Monday, April 14, 2014** beginning promptly at **1:00 PM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Christy Ishimine-Hatfield at 831-459-4360.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

Bid Deadline: Sealed bids must be received on or before **Friday, May 2, 2014 at 3:00 PM**.

Bid Security in the amount of 10% of the Lump Sum Base Bid shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **B - General Building Contractor**.

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 rates 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.

Estimated construction cost: **\$381,000.00**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### EARTH AND MARINE SCIENCES - ACID LAB RENOVATIONS 5TH FLOOR Project Number: 5200-036

Description of Work: The project will renovate lab and spaces on the fifth floor of the Earth & Marine Sciences Building. The approximately 2,350 sq. ft. renovation project includes replacement and refurbishment of lab facilities including fume hoods, doors and hardware, sinks and counters, all surfaces, fixtures, utilities and infrastructure.

Procedures: Bidding documents will be available at [ucscplanroom.com](http://ucscplanroom.com) for viewing and free download after 1:00 PM, April 11, 2014.

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Monday, April 14 2014** beginning promptly at **11:00 AM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Christy Ishimine-Hatfield at 831-459-4360.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

Bid Deadline: Sealed bids must be received on or before **Friday, May 2, 2014 at 3:30 PM**.

Bid Security in the amount of 10% of the Lump Sum Base Bid shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **B - General Building Contractor**.

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 rates 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.

Estimated construction cost: **\$350,000.00**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014

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# Fictitious Business Name • Abandonment

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357189-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357029-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0356999-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357255-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357081-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0356892-00
<p>Fictitious Business Name(s): <b>Ernesto's Pro Tailoring Shop</b> Address <b>870 Market Street Suite 418 San Francisco, CA 94102</b> Full Name of Registrant #1 <b>Oyungerel Lkhagvadorj</b> Address of Registrant #1 <b>1448 Madison Street #106 Oakland, CA 94612</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>12/2/2013</b></p> <p>Signed: <b>Oyungerel Lkhagvadorj</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>3/17/2014</b>.</p> <p>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</p> <p>Filed: <b>Morgan Jaldon Deputy County Clerk 3/17/2014</b></p> <p><b>3/20/14 + 3/27/11 + 4/3/11 + 4/10/14</b></p>	<p>Fictitious Business Name(s): <b>N&amp;N Cleaning</b> Address <b>514 Cambridge St, San Francisco, CA 94134</b> Full Name of Registrant #1 <b>Edwin Ortiz</b> Address of Registrant #1 <b>514 Cambridge St, San Francisco, CA 94134</b> Full Name of Registrant #2 <b>Carlos Ortiz</b> Address of Registrant #2 <b>514 Cambridge St, San Francisco, CA 94134</b></p> <p>This business is conducted by <b>A General Partnership</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>3/7/2014</b></p> <p>Signed: <b>Edwin Ortiz</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>3/7/2014</b>.</p> <p>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</p> <p>Filed: <b>Jeanette Yu Deputy County Clerk 3/7/2014</b></p> <p><b>3/27/14 + 4/03/14 + 4/10/14 + 4/17/14</b></p>	<p>Fictitious Business Name(s): <b>Palas Parking Garage</b> Address <b>150 Turk Street San Francisco, CA 94102</b> Full Name of Registrant #1 <b>Allan Santos</b> Address of Registrant #1 <b>455 Eddy Street, Apt 1009 San Francisco, CA 94102</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>N/A</b></p> <p>Signed: <b>Allan Santos</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>3/6/2014</b>.</p> <p>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</p> <p>Filed: <b>Jeanette Yu Deputy County Clerk 3/6/2014</b></p> <p><b>3/13/14 + 3/20/14 + 3/27/11 + 4/3/11</b></p>	<p>Fictitious Business Name(s): <b>Thinker's Cafe</b> Address <b>1631 20th Street, San Francisco, CA 94107</b> Full Name of Registrant #1 <b>Jenny D. Phreab</b> Address of Registrant #1 <b>1631 20th Street, San Francisco, CA 94107</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>N/A</b></p> <p>Signed: <b>Jenny D. Phreab</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>3/19/2014</b>.</p> <p>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</p> <p>Filed: <b>Morgan Jaldon Deputy County Clerk 3/19/2014</b></p> <p><b>3/27/14 + 4/03/14 + 4/10/14 + 4/17/14</b></p>	<p>Fictitious Business Name(s): <b>Fire Up Clothing</b> Address <b>408 Jersey Street, San Francisco, CA 94114</b> Full Name of Registrant #1 <b>Dominic Antonio Ferrey</b> Address of Registrant #1 <b>408 Jersey Street, San Francisco, CA 94114</b> Full Name of Registrant #2 <b>Dominic Antonio Ferrey</b> Address of Registrant #2 <b>538 De Flores Circle, Rio Vista, CA 94571</b></p> <p>This business is conducted by <b>A General Partnership</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>3/10/2014</b></p> <p>Signed: <b>Dominic Ferrey</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>3/10/2014</b></p> <p>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</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 3/10/2014</b></p> <p><b>4/03/14 + 4/10/14 + 4/17/14 + 4/24/14</b></p>	<p>Fictitious Business Name(s): <b>Muttrication Dog Training LLC</b> Address <b>1753 Noe Street, San Francisco, CA 94131</b> Full Name of Registrant #1 <b>Muttrication Dog Training LLC (CA)</b> Address of Registrant #1 <b>1753 Noe Street, San Francisco, CA 94131</b></p> <p>This business is conducted by <b>A Limited Liability Company</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>1/2/2014</b></p> <p>Signed: <b>Fiona Parker-Givens</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>2/28/2014</b></p> <p>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</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 2/28/2014</b></p> <p><b>3/6/14 + 3/13/14 + 3/20/14 + 3/27/14</b></p>

## ABANDONMENT OF FICTITIOUS BUSINESS

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME File No. 2011 0337040-00

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

**1.) Carnaval City**  
Located at **677 A San Jose Avenue,  
San Francisco, CA 94110**

This fictitious business name was filed in the County of San Francisco on **7/20/2011** under file # **2011 0337040-00**.

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

Full Name of Registrant #1  
**Cecilia Galvan**  
**677 A San Jose Avenue, San Francisco, CA 94110**

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

Signed: **Cecilia Galvan**

This statement was filed with the County Clerk of San Francisco County on **3/27/2014**

Filed: **Guillermo Sandoval  
Deputy County Clerk  
3/27/2014**

**3/27/14 + 4/03/14 + 4/10/14 + 4/17/14**

### 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 14-550197

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**

## National Baptist Candidate

Continued from page 4

**Holmes unveiled a 12-point action plan as his vision for the Baptist organization. The plan includes:**

- Transforming the Nashville-based National Baptist World Center into a full service ministry for member churches.
- Helping churches to avoid foreclosure and bankruptcy.
- Networking with civil rights and social justice organizations to support Historically Black Colleges and Universities.
- Character building for athletes of the National Football League and National Basketball Association.
- An urban and rural community development program that would include job training programs; faith-based schools; homes for the elderly; and first time home buyers.

His 12 points appear to focus on the church itself even as he establishes a national social justice agenda. In a statement, Holmes says: "Enough is enough! We need to take a deeper look at this legislation to make it abundantly clear that Stand Your Ground laws are not being used unfairly and unjustly, in reference to poor and minority communities."

Source: Copyright © 2013 Trice Edney Communications

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# Access to Capital

## SMALL & MINORITY BUSINESS

# How to Create Big Financial Success in Your Business

By Brain Foster

What do your colleagues and competition do or have that allows them to achieve and accomplish so much more than some of you? In my opinion after mentoring and coaching thousands in my mindset, responsibility and accountability programs, I believe that these entrepreneurs are highly successful as a result of what I call leveraging themselves in a smart way. What do I mean by leveraging themselves?

### Leverage is King

Leverage is the essential key to making the best use of your knowledge and increasing your potential for success and bigger financial achievement. Here are some examples of leverage that you can expand and grow to achieve bigger financial success in your small business that will start making a difference.

### Be the Expert

You want to position yourself as an expert in your industry. Start reading, learning, signing up for programs, getting into the heads of masterminds with people who are making more money than you. Step up your skills and set your mind for growth and knowledge.

### Niche and Specialize

You want to specialize in those areas that are of greatest importance and value to your target market and potential clients. You want to know your business, the services, products, and programs that you sell like the back of your hand. Become more than just an information provider, become the go to resource in your target market. Keep in mind that an entrepreneur, who has expertise, has a far greater contribution to make. An entrepreneur whose knowledge is just average is considered an information provider rather than the top go to resource.

### All About the Skills

How can you easily triple your financial success? Develop your skills. I work on this extensively with my clients, and it is one of the least expensive ways to grow your business. It dramatically improves your client and business attraction.

### Improve Your Skills

The next type of leverage is improving your skills. The better you are at attracting clients, having a sales conversation in a non-salesy way, and being able to close the sale, the more money you can charge. This in turn will make you more money. The very top entrepreneurs earn significantly more than the average earnings of most entrepreneurs.

Improving your skills is how you narrow that gap and get into that kind of money and income that you want. Improving your skills takes a strong commitment as it involves work. When you decided to become the best in your target market, it comes with a price. You must practice, role-play, and learn new sales conversation and how to get people to sign up and work with you. This one thing alone changes everything. When you create a mindset to become excellent at what you do, your world will significantly improve.

### Continuous Improvement

The mindset you want to develop is one of continuous improvement. Sales have changed over the last year, five years and even ten years. Never allow yourself to become content or complacent at your current level of skill. Why? Most likely that is part of what is keeping you stuck at the same income level. When you have a mindset of being the very best, you always strive to exceed the expectations of your clients, potential clients, and of the people you serve. Create the habit of always doing more and better than you're paid for. Mix this all up as part of your success recipe and you will have clients lined up outside your door.

### Invest in Yourself

Choose to invest in yourself. Be wise about what kind of programs, products and services that you buy. Here is what I know: My programs in-

clude mindset for growth, responsibility and accountability. If you are only going for one or the other, you will not succeed at the level you expect or deserve. A mindset for growth and accountability go hand in hand to increasing your thinking for bigness and your inner game. Use this mindset to elevate your client and business attraction skills in conjunction with the best advice and guidance to keep you on track.

One of the reasons that you want to invest in yourself wisely is that it takes money to make money. It is the accumulation of improved skills, knowledge, and mindset that is an essential step in the development of the personal qualities and characteristics that must come before the achievement of financial success. In other words, you become the person capable of becoming financially successful by investing in you, so that you achieve your bigger goals. Typically, it takes guidance from someone who is already doing, being, and having what you already want.

### Make a Decision

Make a decision. Decide right now to become an expert in your chosen industry and target market. Create a goal. Make a strategic plan and work every day to become a little bit better in the most important things you do in your business.

### Source:

# Selling the local angle will get tougher as online banking grows

By Divya Lulla and Ken McCarthy

Community banks, in many cases, are serving markets that are not yet totally comfortable operating in the online space, but during the next 10 years that is likely to change in a big way.

There will be dramatic changes to the way people buy financial products in the next decade, Jim Adkins, founder and managing member of bank consultancy Artisan Advisors, told SNL. And it will pose a huge competitive issue for community banks that have yet to fully embrace technology. "Right now, they are going to get a pass," he said. "Right now, you can skate, you can look the other way and it won't affect you in a big way." But Adkins said the pace of change is ever-increasing, and banks need to get their cost structures in line to be able to compete with online retailers.

Today, the choice for customers concerned only with rate on many retail products is a no-brainer. For example, the national average that U.S. savings and commercial banks pay for a \$1,000 regular savings product is 0.13% interest, while Ally Bank is offering 0.87% and Capital One Bank (USA) NA is offering 0.75%, according to SNL data. In terms of a one-year, \$10,000 CD, Ally is offering 0.99% interest and Nationwide Bank is paying 0.91%. By comparison, the average commercial and savings bank is paying 0.37%.

There is a certain portion of the market that will gravitate to online, and it will be very difficult for a traditional community bank to capture those customers, Michael Jameson, head of bank

consulting firm Jameson Associates, told SNL. He said community banks need to understand that retail has become difficult to serve in a cost-effective manner. For online banks, the costs are marginal compared to community banks with brick-and-mortar buildings staffed by employees. But Jameson said community banks can effectively compete by leveraging up the fact that they are local, and by zeroing in on the businesses and commercial customers that do want relationships. "Typically, a small business borrower is going to look for a banker that is going to be there when things get tough," he said. "They've all gone through the cycle, and anybody can get a loan when everything is great."

Jameson said business owners want a bank that knows their business and understands that they will come out of downturns. He said if banks can leverage that factor and gain commercial and small business loans, they might be able to turn those customers and their employees into retail customers too. "I think that's the approach community banks have to use," he said. "The 'build it and they will come' branch approach... I don't see how that can work in the digital age."

Scotia, N.Y.-based First National Bank of Scotia President John Buhmaster told SNL he agrees that being local gives community banks an advantage versus online banks. No matter how customers access their accounts, problems invariably arise, he said. And being able to call a bank down the street instead of a 1-800 number gives community banks a big advantage over their online counterparts. "Community banks are going to compete as long as they have the products and services the cus-

tomers want," he said. "The real competitive edge comes from the service that we provide."

Adkins, for one, is not so sure. He said that playing up the local angle will not cut it with the younger generations and called it a "long-term, losing strategy." Adkins said he has a son in college that has probably never been in a bank branch. He said that is not unusual among the younger generation. Even the ability to have someone close by when problems arise is not a big deal to those customers, he said. "They don't care. They're so comfortable dealing with issues online," he said.

Jameson, from the bank consulting firm, said technology is undoubtedly changing the battlefield, but it is important for people to be able to talk to other people when problems arise and when they want their needs met. So bank branches, in some form, will continue to dot the landscape for at least the next 10 years to 15 years. "I think there's still going to be a need for that interaction, not on the routine stuff, but when something pops out of the box," Jameson said. But he said the days of 5,000-square-foot branches housing seven tellers "have got to go." Community banks must evolve sort of like the airlines have in terms of pushing customers into self-service with basic transactions while trying to leverage relationships and problem solving with qualified customer service representatives, he said.

Big banks are always going to have the advantage of multiple delivery channels and geographic reach, and, on top of that, community banks have to compete with a variety of competitors including online banks and new options such as PayPal. "There's a whole mess of competitors out there

that community banks are going to have to, in some fashion, come up with a counter to," he said. Jameson said online is no more of a threat than credit unions or a financial service provider like Wal-Mart. "It's not really a bilateral battle, it's a multilateral battle against many competitors in the marketplace," he said.

First National Bank of Scotia's Buhmaster said community banks are onboard with online products and most now offer it in some form. And he said those offerings are not only targeted for the younger generation. First National Bank of Scotia has "snowbird" clients — New Yorkers who spend the winters in warmer places such as Florida or Arizona — who are heavy users of the bank's online services.

Adkins, from Artisan Advisors, agreed that almost all banks have a website and some online presence, but many have yet to invest in things like mobile payments and are "far from prepared" for the possibility that customers could leave for non-traditional platforms. "A lot of them aren't even recognizing it, but the smart ones are," he said.

Adkins said that as the younger generation becomes more prominent, the community banking model will have to change. "It will have to define personal customer service as something other than coming in and sitting down," he said.

### Visit link to see the charts:

[www.snl.com/InteractiveX/Article.aspx?cid=A-27372885-12325](http://www.snl.com/InteractiveX/Article.aspx?cid=A-27372885-12325)

Source: SNL Financial



# Access to Capital

## SMALL & MINORITY BUSINESS

# California Banks Buy Little from Minority-Owned Businesses, New Study Finds

California's largest banks buy few goods and services from minority-owned businesses, reports a new study from The Greenlining Institute, released this morning in San Francisco. In a state where people of color make up 60 percent of the population, banks obtained less than eight percent of the goods and services they procured in 2012 from businesses owned by African Americans, Latinos, Asians or Native Americans.

ESCAPING THE OLD BOY NETWORK: The Banking Industry and Supplier Diversity is the first study to ever examine in detail the degree to which banks with the largest California market share contract with diverse-owned businesses.

"Banks are a key engine of our economy, purchasing over \$51 billion in goods and services in

2012," said Greenlining Institute Economic Equity Director Sasha Werblin. "It should not be considered acceptable that their supplier networks so completely fail to reflect the diversity of California."

**Key findings of the report include:**

- **Entrepreneurship is essential to the health of communities of color.** Minority business enterprises (MBEs) outpaced the growth of their counterparts between 2002 and 2007. When MBEs do business with major institutions like banks, they generate wealth and create jobs in their communities, but these firms still face challenges breaking through "old boy networks" and obtaining contracts.

- **Banks are major purchasers of goods and services, and thus a huge potential engine of economic activity.** In 2012, the participating banks in this report spent over \$51.05 billion on goods and services.

- **Nationwide, contracting with minority business enterprises was nominal,** with median spending at just 5.96 percent of total contract dollars and ranging from 3.46 percent to 8.37 percent. Bank of America was responsible for nearly half of all total dollars spent with MBEs.

- **California MBE contracting was only slightly better, and pales in comparison to the state's diverse population.** The banks' 7.72 percent median spending with diverse businesses fails to represent a state that is 60 percent people of col-

or. Only five banks currently track state-specific spending in substantial detail, and many with substantial California market share do not.

- **Currently, no uniform standard exists for how to measure banks' investment in supplier diversity, making "apples to apples" comparisons impossible.** The federal Offices of Minority and Women Inclusion should create standard reporting regulations to create transparency and assist the financial sector, advocates and small businesses as they work together to improve opportunities for minority business enterprises.

**Source: ©2014 The Greenlining Institute.**

# Rainbow Push Coalition Launches New Digital Inclusion Initiative

Rev. Jesse Jackson led a delegation to the Hewlett Packard Annual Shareholder Meeting on March 19, calling attention to the lack of minority inclusion in Silicon Valley. He shone the light on the virtual absence of African Americans in corporate boardrooms, C-suites, financial transactions, advertising and professional services.

Rev. Jackson and Rainbow PUSH also met with community leaders, Tuesday, March 18, in East Palo Alto city offices.

Writing to Apple, Twitter, Facebook, Hewlett Packard, Google and other iconic Silicon Valley technology companies, Rev. Jackson said, "Technology is supposed to be about inclusion, but sadly, patterns of exclusion remains the order of the day. When it comes to African Americans on Board - ZERO. C-suites, ZERO. Minority firms in IPO's and financial transactions, advertising and professional services - ZERO. These ZEROES are contrary to the enlightened values exposed by the industry. Rainbow PUSH is seeking meetings with tech leaders to address these ZEROES head on."

## ZERO Blacks on Boards and in the C-suites

Tech powerhouses including Apple, EBay, Google, and new media companies like Twitter and Facebook - have ZERO Blacks on their Board of Directors. Black Enterprise magazine reported that 75 of the top 250 S&P 500 public companies do not have an African American on their Board of Directors (<http://www.BlackEnterprise.com/tag/black-corporate-directors/>). Whites made up 86.7% of total board seats, and women and minorities lost ground in America's corporate boardrooms between 2004 and 2010 (Alliance for Board Diversity, Aug 2013)

This same pattern exists in the C-suites. Facebook, Twitter, EBay, HP, Apple, and far too many other Silicon Valley and technology firms have ZERO African Americans on their senior executive leadership teams. There are just five Black CEOs - or 1% - of Fortune 500 companies; Latinos fare slightly better with eight CEO's, 1.6%, and there are 22 women (The Guardian) at the helm of all Fortune 500 CEOs ([www.DiversityInc.com/top50](http://www.DiversityInc.com/top50)).

The "all-white" (and mostly male) syndrome should become a thing of the past, and the HP's, Facebook and other captains of industry must take the lead in putting it to rest. Digital inclusion leads

to greater opportunity, and that's added value for Silicon Valley.

## Participation in capital markets

The Rainbow PUSH report, "Minority Inclusion in Debt Capital Markets: A Ranking of Corporate Issuers," revealed that iconic technology firms ranked in the survey - Google, Apple, HP, and Oracle - all ranked at the very bottom, Tier 5.

Google used just one minority firm in its three recent debt offerings; HP did not include any minority firms in 20 of its debt offerings; and Apple did not include any minority firms in its last 6 debt offerings; including its latest \$17Billion debt offering. EBay ranked in Tier 2, using minority firms in four of its last six offerings; and Microsoft in Tier 3, admirably using minority firms in all of its last 14 debt offerings. IBM made Tier 2.

## Tax havens

Eighteen American multinationals use tax havens abroad to avoid an estimated \$92 billion in federal taxes; the top ten companies with overseas tax hoards are tech companies, including Microsoft (\$76.4 billion); IBM (\$44.4 billion); Cisco Systems (\$41.3 billion); Apple (\$40.4 billion); Hewlett-Packard (\$33.4 billion); and Google (\$33.3 billion). (<http://www.businessinsider.com/tech-companies-avoid-cash-overseas-to-avoid-taxes-2013-8#ixzz2uSXZqCuY>)

Tech companies target Black and minority consumers - 24 million are internet users and 76% visit social media sites, according to Neilson. African-Americans have continued to outpace the total population with smartphone ownership. Google Search is the #1 search engine among African-Americans. Yet, of the \$75 billion spent on television, magazine, internet, and radio advertising, only \$2.24 billion of it was spent with media focused on Black audiences. Few, if any, tech companies utilize African American advertising or marketing agencies.

Rev. Jackson added, "At its best, technology can be a tremendously positive change agent for the world; at its worst, it can hold on to old patterns that exclude people of color and women from opportunity and advancement. Silicon Valley and the tech industry must transform itself to mirror the America it depends upon for talent and customers."

Rainbow PUSH is seeking meetings with tech leaders to identify strategies and solutions to expand the participation of African American and people of color," and to become partners based on reciprocity and mutual benefit.

Technology - No Inclusion in Silicon Valley and the Technology Industry  
Some facts and figures

The following information is derived from the Rainbow PUSH Survey (published February 2014) on minority participation in Capital Debt Markets between 2010-Sept 2013:

## No technology companies in Tier 1

### Tier 2 (IBM)

IBM: Used minority firms in 17 of its 20 debt offerings; 10 with just one; five with two; 5 with three or more.

### Tier 3 (Microsoft)

Microsoft: In 100% of its 14 debt offerings, Microsoft included a minority firm; 3 with one firm; 8 with two firms; 3 with three or more.

### Tier 4 (Ebay)

Ebay: 4 of its 6 debt offerings included a minority firm; all with just one minority firm.

### Tier 5 (Google; HP; Apple; Oracle)

Google: Used just one minority firm in all three of its debt offerings

HP: Did not include any minority firms in 20 of its debt offerings

Apple: Did not include any minority firms in 6 of its debt offerings; including its latest \$17Billion debt offering)

Oracle: Did not include any minority firms in its nine debt offerings.

CEO's, Corporate Boards and C-Suites

Apple, Cisco, Ebay, Facebook, Google, HP, Intel, and Twitter and far too many technology companies have ZERO Blacks on their Board of Directors, and in their Executive C-suites.

BET's report indicates that there are 177 Blacks on the Board of Directors of America's 250 largest

public companies. There report that there are 75 (30%) of these corporations with no Black Directors. BLACK ENTERPRISE reports that corporate boards have become less diverse over the past several years. According to a report from the Alliance of Board Diversity, in 2010 white men held 74.5% of board seats on the 500 largest publicly traded companies, versus 5.7% for African American men and 1.9% for African American women. By 2012, the percentage of African American male directors declined to 5.5%, while the percentage of African American female directors remained flat. White men continue to hold roughly 95% of board chair positions and 86% of lead director slots.

The Glass Ceiling report observes, "The world at the top of the corporate hierarchy does not yet look anything like America. Two-thirds of our population, and 57 percent of the working population, is female, or minorities, or both." The commission projects that this year, people of color and women will make up 62 percent of the workforce.

## Keep Hope Alive

### Are you a member?

Rainbow PUSH Coalition is a multi-racial, multi-issue, progressive, international organization that was formed in December 1996 by the Reverend Jesse L. Jackson, Sr. through merging of two organizations he founded Operation PUSH People United to Serve Humanity (estab. 1971) and the Rainbow Coalition (estab. 1984). With headquarters in Chicago and offices in Washington, D.C., Atlanta, Detroit, Houston, Los Angeles, New York and Oakland, the organization works to make the American Dream a reality for all citizens while advocating for peace and justice around the world. RPC is dedicated to improving the lives of all people by serving as a voice for the voiceless. Its mission is to protect, defend and gain civil rights by leveling the economic and educational playing fields while promoting peace and justice around the world.

## Get Informed & Be Social with PUSH!

**Source: Rainbow PUSH- Bay Area Office c/oWright Enterprises-Community Spotlight**

# Public Legal Notices

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### OAKES COLLEGE – BUILDING A AND B RE-ROOF Project Number: 3700-040

Description of Work: Removal of built up roof, repair deficiencies, install new T.P.O roof.

Procedures: Bidding documents will be available at 1:00 PM, Monday, April 14, 2014, and will be available for viewing and download at ucscplanroom.com

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Tuesday, April 15, 2014** beginning promptly at **10:00 AM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Art Wellersdick at 831-459-2644.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

**Bid Deadline:** Sealed bids must be received on or before **Wednesday, April 23, 2014 at 3:30 PM**.

Bid Security in the amount of 10% of the Lump Sum Base Bid shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **C39 – Roofing Contractor**.

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 rates 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.

Estimated construction cost: **\$200,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Santa Cruz  
March 2014

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### CROWN MERRILL APARTMENTS – BUILDINGS 1, 3, 13 AND 15 ROOF REPLACEMENT Project Number: 2300-154

Description of Work: Roofing

Procedures: Bidding documents will be available at 1:00 PM, April 14, 2014, and will be available for viewing and download at ucscplanroom.com

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Tuesday, April 15, 2014** beginning promptly at **2:30 PM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. Only bidders who participate in both the Conference and the Job Walk in their entirety, will be allowed to bid on the Project as prime contractors. For further information, contact University's Representative Art Wellersdick at 831-459-2644.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

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

Estimated construction cost: **\$240,000**

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University of California, Santa Cruz  
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## Report: South African Black Need 500 Years to Close Wage Gap with Whites

Union officials at a national bargaining conference in Pretoria had troubling news for workers hoping to get better pay and working conditions in the coming year.

"We cannot lie forever," said Andrew Chirwa of the National Union of Metalworkers (Numsa). "In 1994 we said South Africa will be a better place to live and unemployment will be halved in 10 years. What have we achieved in this regard?"

"We are not moving forward," he said, answering his own question. "Instead we are worse than 10 years ago. 'Not only is unemployment increasing, poverty deepening and inequalities widening'," added Numsa deputy Karl Cloete, "but the wage gap between white workers and their African counterparts is four to one."

"It will take 520 years for Africans to earn the same salary as the Whites."

According to Cloete, there are 80 unemployed Black African workers for every unemployed white. Joblessness has grown from 40 percent in 2008 to 46 percent in 2012.

"You must pursue the struggle for a living wage," Cloete told the membership. "You must pursue proper, negotiated and beneficial agree-

ments to workers," adding that Numsa had a huge task ahead to recruit the 71% of workers who did not belong to any union.

Currently, the ANC is in talks with its labor allies to set a minimum wage as it faces its toughest election on May 7 since taking power in 1994. Dissatisfaction with a 24% jobless rate and a lack of housing, water and other basic services in poor townships has been mounting. In December, Numsa voted to withhold support for the ANC and deny it funding for its campaign. The union fears plans are afoot to expel them from the trade union umbrella Cosatu and set up another, more compliant, metalworkers' union.

General Secretary Irwin Jim, in a 15-page media statement explaining the rejection of the ANC said it "no longer serves any revolutionary purpose", and "the union does not believe any of the bourgeoisie political parties are going to deliver anything".

Recent internal polls give the African National Congress at most 45 percent of electoral support in Gauteng, the country's economic hub. This would be a sharp decline from the 64.4 percent the party won in the 2009 general elections.

Source: 2013 Trice Edney Communications

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