



Voice of Small, Emerging Diversity Owned Businesses Since 1984

SFO Ten-Year

CAPITAL IMPROVEMENT PLAN



\$4.1 Billion Infrastructure Plan to Create 36,000 Jobs for Bay Area Residents

Mayor Edwin M. Lee announced a \$4.1 billion capital improvement plan for San Francisco International Airport (SFO). The long-term infrastructure plan provides funding for terminal improvements, facility enhancements, and the creation of an on-site luxury hotel, pending environmental approval. The plan is expected to create more than 36,000 jobs over the next 10 years.

"SFO's ten year capital improvement plan ensures that our airport can achieve its goal to create a world-class facility, and continue to be a vital source of job creation in Bay Area," said Mayor Lee. "SFO is an engine which helps power our local economies, bring tourism and jobs to

the entire region, and this investment in our infrastructure keeps that engine running strong."

"The approval of the Capital Improvement Plan will ensure that we can elevate the air travel experience for all customers at SFO," said Airport Director John L. Martin. "We will continue to develop our airport to the standard established in Terminal 2, offering world-class amenities, locally-sourced concessions, and environmentally sustainable facilities."

Capital improvement projects funded by the plan include renovations to concourse and security checkpoint areas in Terminal 3, a full renovation of Terminal 1, Boarding Area B, and the creation of a 400-room luxury hotel within the airport grounds, pending environmental approval.

The San Francisco International Airport Commission will vote on final approval at its meeting on Tuesday, May 21st.

San Francisco International Airport (SFO) offers non-stop flights to more than 31 international points on 30 international carriers. The Bay Area's largest airport connects non-stop with 76 cities in the U.S. on 15 domestic airlines. For up-to-the-minute departure and arrival information, airport maps and details on shopping, dining, cultural exhibitions, ground transportation and more, go to: <http://www.flysfo.com/web/page/index.jsp>

About SFO

San Francisco International Airport (SFO), the "gateway to the Pacific," is a world-class airport serving tens of millions of domestic and international passengers annually.

One of the world's 30 busiest airports, SFO is committed to setting the standard for our industry. This includes being a leader in safety and security, customer service and satisfaction, community relations, environmental commitment, quality of facilities, and financial and economic vitality. SFO was the first major U.S. airport to achieve 100 percent fully automated and integrated baggage screening. Today, efficient operations ensure our passenger screening wait times are among the shortest in the nation

The organization

San Francisco International Airport (SFO), a department of the City and County of San Francisco, is a transparent organization dedicated to serving our local community as well as

Continued on page 4

SFMTA Awards Central Subway's Contract

This week the SFMTA awarded the contract to construct the Central Subway's stations, train tracks and operating systems to California-based firm Tutor Perini. Tutor Perini's bid of \$840 million was the lowest of three bids received for the contract, SFMTA Contract No. 1300, the largest and final major construction contract for the Central Subway Project.

After review, Agency staff determined that the bid meets contract solicitation requirements and recommended approval. At their meeting Tuesday, the SFMTA Board of Directors voted unanimously to approve the award.

With 25 percent of the contract amount going to certified Small Business Enterprise (SBE) firms, Tutor Perini significantly exceeded the SBE participation goal of 20 percent. In addition, Tutor Perini will set aside at least 50 percent of the contract's trucking and hauling work for certified SBE firms, invest at least \$1.5 million in hiring socially and economically disadvantaged individuals for entry-level jobs, and provide socially and economically disadvantaged individuals with at least 40,000 hours of on-the-job training for construction management positions.

Under Contract 1300, Tutor Perini will construct the following elements of the Central Subway:

- The Chinatown Station, a subway station with an entrance at Stockton and Washington streets;
- The Union Square/Market Street Station, a subway station with entrances at Stockton and Geary streets and Stockton and Ellis streets;
- A concourse connecting the Union Square/Market Street Station to the existing Powell Street Muni/BART Station;
- The Yerba Buena/Moscone Station, a subway station with an entrance at 4th and Clementina streets;
- The 4th and Brannan Station, a surface-level station on 4th Street between Brannan and Bryant streets;
- Surface tracks on 4th Street between 4th and King streets and the subway tunnel portal on 4th Street between Bryant and Harrison streets;

- Trackbed, tracks, switches and train control systems within the Central Subway tunnel.

In the coming weeks and months, Tutor Perini and the SFMTA will mobilize to begin the major construction associated with the contract. Construction will continue through 2018, with the Central Subway scheduled to open in 2019.

Source: www.centalsubwayblog.com

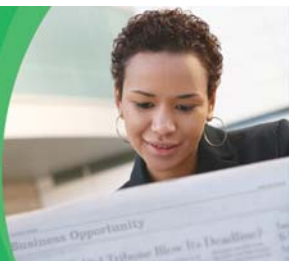
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RESOLUTION 242-12

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

- AFRICAN AMERICAN • CHINESE • HISPANIC



San Francisco Human Rights: Reaching 50 years and still going strong

By Cheryl Hentz

For nearly 50 years, the San Francisco Human Rights Commission (HRC) has been fighting for human rights in San Francisco. Among its responsibilities, the HRC advocates for human and civil rights; investigates and mediates discrimination complaints; resolves community disputes and issues involving individual or systemic illegal discrimination; and provides technical assistance, information and referrals to individuals, community groups, businesses and government agencies related to human rights and social services. It is a huge charge for sure – one that today encompasses so much more than what it was initially created to look into.

According to its web site (www.sf-hrc.org), the roots of the HRC go back to 1964 when the modern day civil rights movement manifested in San Francisco through demonstrations against hotels, supermarkets, drive-in restaurants and automobile showrooms that discriminated against African Americans. In early 1964, then-Mayor John F. Shelley appointed an Interim Committee on Human Relations, which subsequently recommended to the county's Board of Supervisors that a permanent Human Rights Commission be established. In July 1964, the Board of Supervisors passed the recommendation, and Shelley signed an ordinance establishing the Human Rights Commission.

From 1964, the Human Rights Commission grew in response to city government's mandate to address the causes of and problems resulting from prejudice, intolerance, bigotry and discrimination. The Mayor and the Board of Supervisors gave the Human Rights Commission more and broader powers and duties to address these problems, and passed additional ordinances, which were implemented by the Human Rights Commission. In June 1990, San Francisco voters established the Human Rights Commission as a Charter Commission, meaning it can only be shut down or discontinued by a majority vote of the people.

But at the time it was developed in the 60s, besides the discrimination going on in San Francisco, there was a lot of unrest in other cities across the United States. Mayor Shelley sent Edgar Osgood, the original chair of the HRC, to Los Angeles to talk to some of the leaders there in the African American community, to try to better understand what the issues were and to talk to city officials to get an idea as to what some of their solutions appeared to be and what some of their thoughts were.

"(After having those discussions, Osgood returned to San Francisco) and the city government immediately started addressing the concerns in the African American community relative to what they found out in L.A. and what was going on in San Francisco," explained Theresa Sparks, executive director of the HRC. "I think because of that the city was able to avoid having large-scale issues develop; they pre-empted the problem."

The now-94-year-old Osgood made about a 20-minute presentation at last year's HRC's annual retreat, a presentation that mesmerized the audience.

"To hear him talking in his own words, even the language he uses about what was going on back then, was a fascinating comparison to where we are today: In vernacular, in language, and in the thought process about discrimination against not only African Americans, but others today versus how they thought about these issues in the mid-60's. My 11 commissioners were transfixed as they listened to him," said Sparks. (That presentation is on the HRC's web site for anyone interested in seeing it). "San Francisco had a rich history even going back to the mid-1940s, early 50s, as far as discrimination, and having an active role in looking at issues of peace and fairness. For



Theresa Sparks, Executive Director
San Francisco Human Rights Commission

example, San Francisco is where the U.N. charter was signed. So in 1964 when all his started evolving, it was a commission of one, when Mr. Osgood was on it."

While the HRC still investigates and takes action against discrimination, Sparks said it is the type of discrimination and the breadth of it that has evolved during the last 50 years.

"For instance, back then we didn't look at discrimination in contracting as much, but it was in the 60s and 70s that some of the state and federal discrimination ordinances on minority- and women-owned businesses started developing," she said. "We were one of the first organizations or commissions in the country to embrace that and start actively looking at putting resources towards assisting African American and women businesses in public contracting to deal with the economic disadvantage that these communities were suffering."

They were very involved in that discrimination cause and it became a very large component of what the agency did for many years. Then in the mid-90s a contractor working on a public works project sued, essentially claiming reverse discrimination. The case eventually went to the California Supreme Court.

"The Court ruled that giving preferential treatment to minorities and women in California was against the law and someone could not give bid preferences to those minorities in state or local contracting," Sparks said. "It ultimately culminated in Proposition 209 being passed around 2004 or 2005."

Following that decision, they switched to a local business ordinance where preferences are given based on geographic locations, something that was deemed constitutional.

"We have continued to track minority participation in the business and public contracting world, but we have not been able to award specifically to them. So up until about a year ago the Commission continued to enforce the local business ordinance, but since at that point it had been determined that since it was just a local ordinance that was in transition out of the HRC to the contracting department for the city and it wasn't based on discrimination toward protected classes or toward minority- or women-owned businesses, it's now become just a normal contracting ordinance," said Sparks. "So this Commission's come full circle – beginning with discrimination against African Americans, Latinos, Asians and other minority communities and women to the point where it was deemed unconstitutional in California to where now it's actually been taken out of this Commission and put in the standard contracting bureaus of the city."

Another thing that has changed over the years is the language they use and the number of people (covered).

"Our charter says we will enforce all non-discrimination ordinances for the city. And in that there is a list of protected classes. But through the years, the number of protected classes has evolved from originally being race-based, ethnic-based or gender-based, to now including sexual orientation, gender identity, to even including height and weight, and a number of other different characteristics or classifications that I think probably make ours one of the most comprehensive lists of protected classes in the country. So we have expanded the range of communities that we investigate for discriminate, bigotry, etc.," said Sparks. "In addition, after the early to mid-70s, when Harvey Milk became very popular and was assassinated, the city was asked to create a Lesbian and Gay Commission and Mayor Dianne Feinstein at that point decided not to create the commission, but what she did do was create a permanent standing committee under the San Francisco Human Rights Commission to essentially be an advisory gay commission for the city."

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Editorial Staff

Editor in Chief:
Gerald W. Johnson [gwj@sbeinc.com]

Managing Editors:
Valerie Voorhies [vvh@sbeinc.com]

General Manager:
Kevin Grant [kgrant@sbeinc.com]

Marketing & Sales Staff

Production Staff

Production Manager:
Nabil Vo [nvo@sbeinc.com]

Graphics Design:
Tyler Chen [tchen1129@gmail.com]

Webmaster:
Umer Farooq [umer@octadyne.com]

Writer:
Cheryl Hentz [cheryl.hentz@gmail.com]

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703 Market Street, Suite 1000
San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Telephone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Office Hours: 8:00 a.m. - 5:00 p.m.

MEMBERSHIPS



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SBE is a certified DBE - CA UCP Firm #5988

NORTHERN & SOUTHERN CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

Sub-Bids Requested From Qualified D/S/LBE Subcontractors & Suppliers

Transbay Transit Center – Structural Steel Superstructure
Transbay Joint Powers Authority/ Webcor Obayashi Joint Venture
Contract No.: Bid Build – 08-04-CMGC-000, pkg. no. TG07.01R
DBE/SBE/LBE Goal: 12%

Subcontractor Quote Due Date: June 17, 2013 – 3:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified D/L/SBE companies for this project. All interested subcontractors, please indicate all lower tier D/L/SBE 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.

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

Subcontracting: Steel Fabrication & Erection, Bearings, Expansion Joints, Studs, Stay-In-Place Forms, Welding, Painting/Steel Touch-Up, Traffic Control

Vendors: Pipe Supplier, Fencing, Traffic Control, Safety Equipment

Services: Geotechnical & Vibration Monitoring, Janitorial, Office/Yard Rentals, Parking, QC/QA Testing, Sanitation, Jobsite Security, Sound Monitoring, Staffing, Survey, Sweeping, Vibration

Trucking: Flatbed Trucking, On-site Hauling, and Material off haul.

Instructions for bidders: For information on plans and specs and/or receive an Invitation to Bid, please submit your information to john.papagiannakis@skanska.com. Plans and Specs are also available at several locations throughout California. Refer to page A1-2 – A1-6 of the RFQ for instructions on how to submit their bids and submit to (951) 788-2449 or email to john.papagiannakis@skanska.com

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.

There is a PLA agreement for this job. It can be found at:

<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/project-labor-agreement>. 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: Ph: (732) 366-7213, Fax: (732) 366-7001
 Email: john.papagiannakis@skanska.com

SKANSKA

in association with AECOM

I-805 North Improvement
Design Build Project
Caltrans Contract No: 11-2T2004

Current and ongoing procurement opportunities for the I-805 North project are available through the project procurement website: www.usa.skanska.com/I805North

Bid Packages available are: CIDH, Electrical

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

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A Joint Venture in Association with LAN I TY Lin

DBE Rebar Opportunity
15,000 tons or more
Milpitas, CA area
Start ASAP

Email: Fred.Fox@sshjv.com
Phone: 408-678-0145



A Joint Venture in Association with LAN I TY Lin

Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700

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

Please visit: www.sshjv-c700.com

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

EEO

PSOMAS

REQUEST FOR BIDS & NOTICE OF INTEREST

Psomas is bidding on the following project as a Prime Contractor:

Pre-Qualified On-Call Bridge/Civil Engineering and Other Design and Support Services Consultants
List for Various Public Works Projects

Bid Date: June 19, 2013 at 2pm

Psomas is seeking qualifications from Disadvantaged Business Enterprise (DBEs) and other subcontractors for the following work:

- Landscape design
- Mechanical, electrical and plumbing engineering
- Civil engineering
- Structural engineering
- Programming and needs assessments
- Construction documents
- Construction engineering and management services
- Community meetings and presentations to oversight boards and council offices
- Design services during construction
- Adaptive reuse planning and design
- Historic structures documentation
- As-built documentation
- Document filing and permitting
- Code research
- Building variances and conditional use permits
- CADD drafting
- Constructability reviews
- Project scheduling
- Project estimating
- Specification writing
- Sustainability consulting
- Rendering, model building and presentation services
- Value engineering analysis
- Traffic studies and traffic design
- Traffic management plans (TMP)
- Seismic hazard studies
- Street lighting design
- Hydrology/hydraulic studies/hydraulic modeling
- Geotechnical engineering and engineering geologist services
- Plans, Specifications and Estimates (PSEs) and Project Study Reports (PSRs)
- Real estate services
- Environmental documentation and approval
- Structural engineering/design
- Utility coordination
- Public outreach and public relations

Experience providing similar services directly to Caltrans, City, State and Federal is preferred.

This proposal is in alignment with the City of Los Angeles's Disadvantaged Business Enterprise Program requirements. DBE's must be certified through the California Unified Certification Program (CUCP) and are encouraged to respond.

In addition, Psomas can provide assistance to firms in obtaining required bonds, lines of credit, insurance, and/or necessary equipment, supplies, and materials. No plans are available but the RFP can be provided, if needed.

Psomas intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a two-page firm overview with the City of LA experience and DBE documentation including DBE certification number by June 5, 2013 to Outreach_LA@psomas.com.



FIND
 Subcontractors, Vendors,
 and Suppliers



REACH
 Diverse Audiences of Various
 Ethnicity, Race, & Gender

ADVERTISE
 Sub-Bid Request Ad

SBE Newspaper boasts a weekly readership of **75,000**
 SBE Delivers competent, competitive, and certified
 subcontractors, vendors, and suppliers

NORTHERN CALIFORNIA

REQUEST FOR LBE/MBE/WBE/OBE SUBCONTRACTORS AND SUPPLIERS FOR:

Minnie & Lovie Ward Athletic Field Renovation - Contract No. 3077V (ID No. FCP13075)
City and County of San Francisco
BID DATE: June 19, 2013 @ 2:30 PM

We are soliciting quotes for (including but not limited to): Trucking, Concrete, Fencing, Survey, Utilities, Irrigation/Landscape, Small Wood Structure, Electrical, Misc. Metal (Handrails) 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 LBE/MBE/WBE/OBE Participation. Plans & Specs are available for viewing at our office.

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

Transit Center Park & Ride Upgrades - Contract No.: C13064

Owner: Santa Clara VTA

Engineers' Estimate: \$160,000

BID DATE: May 31, 2013 @ 2:00 PM

Items of work include but are not limited to: Sawcutting, Striping, Trucking and Traffic Control.

Granite Rock Company dba Pavex Construction Division 'Pavex' is signatory to Operating Engineers, Laborers, Teamsters, and Cement Masons unions. 100% payment and performance bonds in the amount of the subcontractors bid will be required from a qualified surety company. Bonding assistance is available. Pavex will pay bond premium up to 1.5%. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors are encouraged to contact Pavex Estimating for insurance requirements, or if any other assistance is needed. Subcontractors will be required to enter into our standard contract. Pavex intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company dba Pavex Construction Division is an equal opportunity employer.

Granite Rock Company DBA Pavex Construction Division

120 Granite Rock Way, San Jose, CA 95136

Phone (408) 574-1400 Fax (408) 365-9548

Contact: Rob Snyder • rsnyder@graniterock.com

We Are An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE's for the following project:

Castle Airport Taxiway B-1 Construction Project

AIP No. 3-06-0364-14

Bids: June 13, 2013 @ 3:00 PM

DBE Goal: 4%

Requesting Sub-quotes for (including but not limited to): Electrical, Grinding, Striping, HDPE Pipe Supplier and Trucking.

Scope of Work: Demolish existing Taxiway B-1 and construct new Taxiway B-1

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 from the Department of Public Works, 345 West 7th Street, Merced, CA. Contact John Pitsch 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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

Sub-Bids Requested From DBE Subcontractors & Suppliers for:

Bridge Replacement Project on County Road 89 Over Buckeye Creek

Milepost 16-464 to 16.466, W.O. 4530

Location: Yolo County

Bid Date: June 13, 2013 @ 2:00 PM

TRADES: Bridge Removal, Traffic Control, Clear & Grubbing, Surveying, MBGR, Striping, Hot Mix Asphalt, Fence, AC Dike, Rockslope Protection, Construction Area Signs, Furnish & Install Piling, Rebar, Concrete Barrier.

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763

Phone: (916) 351-0457 • Fax: (916) 351-1674

Contact: Karen Reichenberger

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

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

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

SUB-BID REQUEST ADS

AMOROSO construction

S. J. AMOROSO CONSTRUCTION CO., INC. IS REQUESTING QUOTATIONS FROM ALL SBE, SDVOSB, SDVOB, VOSB, WOSB, SDB, and HUBZone Small Business SUBCONTRACTORS AND SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

Project: Palo Alto Radiology Consolidation to include Parking Structure #2 and Major Roads and Utilities

Location: Palo Alto, CA

Solicitation Number: VA101-12-R-0140

Owner: Department of Veterans Affairs

Bid Date: 6/21/13 at 2:00 PM

Engineer's Estimate: \$100,000,000+

Contacts: Jim Benson & Ryan Smith

S.J. Amoroso Construction Co., Inc.

390 Bridge Parkway, Redwood Shores, CA 94065

650-654-1900 • 650-654-9002

www.sjamoroso.com

The project consists of the following work:

- Loop road realignment and site utilities including utility tunnels, a cogeneration plant, fuel storage tanks, and a thermal energy storage (TES) tank. Work includes general building construction, clearing and grubbing, site preparation, selective demolition, erosion controls, roads, paving, sidewalks, grading, drainage and sewer, landscaping, site lighting, site finishing, fire suppression systems, mechanical, electrical, telecommunications, abatement of hazardous materials, and associated work per attached plans and specifications.

- A two-story (basement and first floor), approximately 34,000 GSF (new) and 13,000 GSF (renovation) Radiology Wing Addition to Bldg 100 (main hospital). Work includes general building construction, clearing and grubbing, site preparation, selective demolition, erosion controls, roads, paving, sidewalks, grading, drainage and sewer, landscaping, site lighting, site finishing, fire suppression systems, site utilities, mechanical, electrical, telecommunications, radiation shielding, abatement of hazardous materials, and associated work per attached plans and specifications.

- The construction of a 750-Car, 5-story (approximately 265,000 GSF), cast-in-place, Parking Structure. Work includes general building construction, clearing and grubbing, site preparation, selective demolition, erosion controls, roads, paving, sidewalks, grading, drainage and sewer, landscaping, site lighting, site finishing, fire suppression systems, site utilities, mechanical, electrical, telecommunications, elevators, abatement of hazardous materials, and associated work per attached plans and specifications.

We are willing to break out certain portions of work into smaller increments in order to allow smaller companies a fair opportunity to bid this project and are prepared to assist subcontractors with bonding, credit, and insurance. Plans are available for viewing in our plan room as well as many local builders exchanges including (for a list of the exact location of builders exchanges contact our office). Solicitation Documents (plans & specifications) are posted at www.fbo.gov.

Please review the general requirements for special insurance and other requirements. If you need assistance regarding bonds or insurance, please feel free to contact us. 100% Payment / Performance Bonds may be required from S.J. Amoroso approved sureties. S.J. Amoroso is signatory to the Carpenter's, Laborer's, and Cement Mason's Collective Bargaining Agreements. Successful subcontractors will be expected to execute a standard S.J. Amoroso subcontract agreement and comply with S.J. Amoroso's standard insurance requirements. These requirements are available for viewing on our website at <http://www.sjamoroso.com/bidcenter/html>. Worker's Compensation Waiver of Subrogation will be required. GC will pay up to 1 1/2% bond premium.

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

BLOCKA CONSTRUCTION, INC.

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

Camanche Dike 2 Relief Well Drainage and Camanche and Pardee GPS Survey Improvements (Specification 2065)

OWNER: East Bay Municipal Utility District (EBMUD)

BID DATE/TIME: June 12, 2013 - 1:30 PM

Qualified Subcontractors and Suppliers, including MBE, WBE, & SBE firms, wanted for the following items, including, but not limited to: Concrete, Earthwork, Fencing, Low Voltage Electrical, Mechanical Piping, Miscellaneous Metals, Painting/Coating

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

Plans available for viewing at:

Blocka Construction, Inc.

4455 Enterprise Street, Fremont, CA 94538

Contact: Lori Magruder • lmagruder@blockainc.com

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

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

SFO Ten Year

■ Continued from page 1

the millions of travelers who pass through our doors each year. We welcome public interest in the way we do business.

Sustainable SFO

SFO's mission is "to provide an exceptional airport in service to our communities". We recognize that becoming more environmentally sustainable will help us achieve this goal today—and in the future.

SFO is committed to substantially reducing its environmental footprint over the next

decade. We're working to:

- reduce our contributions to climate change
- build green
- reduce our energy consumption
- improve air and water quality
- reduce noise impacts
- preserve natural resources
- continue to make SFO a healthful place to work

Source: 2013 San Francisco International Airport

NORTHERN CALIFORNIA SUB-BID REQUEST ADS

TUTOR-SALIBA / SME / W&W, A JOINT VENTURE

In response to the Transbay Joint Powers Authority's (Owner) Small Business Enterprise (SBE) Program, Request Sub-Bids from qualified Small Business Enterprises (SBEs) For

Transbay Transit Center, San Francisco, California

Trade Package #TG07.1R: Structural Steel Superstructure Package

Bid Date: June 20, 2013 @ 2:00 PM

(818) 362-0443 (BID DAY ONLY) * (818) 362-8391 (ALL OTHER DAYS) * (818) 364-8128 (FAX)

Including, but not limited to, the following trades:

Steel Structure Dismantle & Remove; Fabricated Structural Steel; Steel Materials, Equipment and Supplies; Metals Heat Treating; Steel Structure Erection; Welding; Metal Deck Supply and Install; Headed Concrete Anchors Supply and Install; Trucking; Pressure Grout At Base Plates; QC Inspection and Testing; Noise Monitoring; Vibration Monitoring; Photo Survey; Construction Surveying; and Traffic Control.

Copies of plans and specifications can be obtained from arc (415) 495-8700
<http://www.e-arc.com>

Plans and Specifications may also be viewed at the certain Public, Private and Minority plan rooms or at Tutor-Saliba / SME / W&W, A Joint Venture's Office at 15901 Olden St. Sylmar, CA - Contact Jerry Bron @ (818) 362-8391

Tutor-Saliba / SME / W&W, A Joint Venture intends to conduct itself in good faith with Small Business Enterprises regarding participation on this project

Note: Assistance will be given in obtaining bonds, lines of credit and/or insurance As well as necessary equipment, supplies, materials or related services

An Equal Opportunity Employer

Turner Construction Co. Meet & Greet Thursday, June 6 at 1PM

TURNER

Turner Construction Company, representing Hawthorne Plaza Associates, formally announces the upcoming bidding opportunity on the project listed below. Bidders are encouraged to seek certification for SBE/VOSB/SDVOSB/HubZone SBE/SDB and WBE for this project.

Project: 75 Hawthorne Capital Improvements and Interior Improvements

Owner: Hawthorne Plaza Associates

This project includes MEPF, Architectural and Structural Upgrades of the existing building at 75 Hawthorne

The following trade packages will be bid as a part of this project

2.0 Demolition, 2.5 Paving, 3.3 Concrete, 4.2 Masonry, 5.1 Structural Steel, 6.2 Millwork 8.1 Doors, Frames and Hardware, 8.3 Coiling Doors, 8.9 Glass and Glazing, 9.2 Drywall, 9.3 Tile/Stone, 9.5 Acoustical Ceilings, 9.6 Flooring, 9.9 Painting, 10.1 Toilet Partitions/Accessories, 10.6 Folding Doors, 10.8 Signage, 11.1 Furniture Rental, 12.4 Window Shades, 15.4 Plumbing, 15.5 Fire Protection, 15.6 HVAC, and 16.1 Electrical Fire Alarm, Building Management Systems

Trade packages will be released for bid in approximately 1-2 months

Plans, Specs and Bid Documents will be released during the bid phase.

Contact Brendan Crockett at bcrockett@tcco.com for access to drawings and specs.

You are invited to attend a subcontractor "Meet and Greet" outreach meeting on Thursday, June 6th at 1PM at 75 Hawthorne St. Representatives from Turner will be present to answer questions regarding the bid packages, timing, schedules and certification

For information on how to Prequalify with Turner, please contact Brendan Crockett
Turner has a 20% SBE/VOSB/SDVOSB/HubZone SBE/SDB and WBE goal for this project.
Please direct all questions to Brendan Crockett at 510.267.8239 or bcrockett@tcco.com

Valencia Sewer System

■ Continued from page 6

said Teresa Young, leader of public outreach for the project. The PUC wants to employ green technologies, but also to listen to the community's needs, Young said. There is no official blueprint for the project yet, she said, "because we want to make the plans together and get the community involved earlier."

Live demonstrations of green technologies took center stage at last weekend's gathering. One material, a permeable pavement, is built to be to be very strong but is structured "like a Rice Krispie bar," a project member said while pouring water onto a thick sample of pavement to show how liquid filters through it.

The plan also includes updates to the aging infrastructure of underground pipes, and building cisterns to collect storm water for alternative uses.

Rita Roti, a resident of Precita Avenue, said that she came to the open house with neighbors because "many of us have concerns and want our voices to be heard."

"It will be good and challenging to create happiness among all," Roti said, adding that she hoped planners would take into consideration locals' point of view. Those attending the event were encouraged to write down their opinions of the proposal for planners to read.

Community debate over green water treatment will resume in late June. The PUC expects to present an initial project design in the fall. Construction is slated to begin in November of 2014 and end in 2015.

"All these changes affect me," said Mission resident Steven Crow. "I hope to see all of this taking place to dramatically improve the look and the usability of the neighborhood."

Source: Mission Loc@l

Tribally Owned Firms Unlimited Rights



Joseph G. James, Federal Business Development

Congressional Tribal Government Unlimited Super 8(a) Contracting Rights has No Exceptions;

In 1974, the Supreme Court declared that an Indian Employment Preference was based on a "political rather than racial" classification. The Court's framing of Indian-ness as a political matter and its positioning of "political" of "racial" as opposing concepts has defined the trajectory of federal Indian law and influenced common sense ideas about what it means to be Indian ever since. This oppositional framing has had specific practical consequences, including obscuring the continuing significance of radicalization for Indians and concerning the mutually constitutive relationship between Indian rationalization and Indian political

status. This Article explores the legal roots of the political classification doctrine, its ongoing significance, and the descriptive limits and normative consequences of the ideas that it contains. Specifically, this Article argues that the political classification doctrine constructs race as an irrelevant matter of ancestry and Indianness as a simple matter of civic participation. This Article suggests a new framework for considering Indian issues and federal Indian law that draws on a more robust and realistic understanding of both race and Indianness to acknowledge the cyclical relationship between Indian rationalization and Indian political status. On the WWW.SBA.GOV site you will find this statement; "Special rights Under the SBA 8(a) Program - Tribal and ANC 8(a) firms are eligible to receive sole source 8(a) contracts regardless of dollar size, with no upper limit, while all other 8(a) firms may not receive sole source contracts in excess of \$3 million for services and \$5 million for manufacturing. Tribal and ANC-owned firms have been granted special contracting opportunities under the Federal Acquisition Regulations (FAR) for government contracts in general and for DOD contracts in particular. Working with tribal and ANC firms to put these unique rights to work provided the DOD contractor with an opportunity to help reduce some of the worst poverty in this country, to meet [it's] SDB goals, to make money, and help further legislative initiatives."

When Tribal Governments work with their Tribally Owned Firms, with or without casinos, the blend is that they become extremely profitable and powerful. Without Exception their political foundation to support unlimited federal government access has yet to be implemented as their Government-to-Government (G2G) United States Relationship. "On the premise that it is both appropriate and necessary to use the Federal Government's massive procurement activity to help jump-start Reservation [and Indian Country] economies. Congress has given tribes and Alaska Native Corporations (ANCs) unique rights in the Federal procurement process". (www.sba.gov)

When implemented it becomes beneficial for both Non-Tribally Owned Firms to Joint Venture with Tribally Owned Firms, giving extreme power to the small business community, granting full access to the entire chain of industry classification in the American Economy, both national and international. It is my practice, that I wait for your call, to teach this profitable business ability, as a work in actual "Progress."



PORT OF OAKLAND

Port of Oakland Announces New Executive Director



Chris Lytle, the new Executive Director of the Port of Oakland

The Port of Oakland Board of Commissioners proudly announces the appointment of maritime shipping industry veteran Chris Lytle as the new Executive Director of the Port of Oakland. This announcement comes after a four-month global search to find a world-class, transformative business leader who could quickly address the Port's opportunities and challenges.

"The Port Commission set a high standard for its next leader and has successfully achieved this goal with the selection of Chris Lytle, who has a proven track record of growing business while engaging the community and ensuring leading environmental stewardship," stated Board President Gilda Gonzales.

Under Mr. Lytle's leadership, the Port of Oakland will continue its aggressive focus on growing maritime and aviation volumes and instilling new confidence in Port business and community partners. The Port of Oakland's immediate goals include transforming the Port's maritime business, continuing to grow aviation and cargo volumes through Oakland International Airport (OAK), rebuilding public trust through policy strengthening initiatives, restructuring the Port to be more market and community responsive, completing major development projects such as the Oakland Army Base redevelopment, enhancing the Port's twenty miles of waterfront including Jack London Square, and growing the positive job creation and economic impact of the Port throughout the region.

"The future of the Port of Oakland is bright, and I am excited to be a part of the team as we work to realize its tremendous potential. My family and I are also really looking forward to living and working in the Oakland area once again," noted Mr. Lytle.

Chris Lytle currently serves as the Executive Director of the Port of Long

Beach, the second busiest container seaport in North America, a position he has held since November 2011, after having served as the Port's Deputy Executive Director and Chief Operating Officer from 2008 to 2011. He joined the Port of Long Beach in September 2006 as one of four Managing Directors; he oversaw the Port's Trade Relations and Port Operations Bureau. Prior to his Port of Long Beach tenure, Mr. Lytle served as Vice President of West Coast Operations for the French-based shipping line CMA CGM, which has significant maritime and terminal operations at the Ports of Long Beach, Oakland, and Seattle. Mr. Lytle has also held executive positions at P&O Ports North America, Denmark-based APM (Maersk) Terminals, and Sea-Land Service, Inc., where he was based in Oakland from 1992-1995. Mr. Lytle holds an MBA from the University of Puget Sound and a Bachelor's Degree in Business Administration from Central Washington University.

Under Mr. Lytle's leadership, the Port of Long Beach worked with the 2nd and 3rd largest global container lines, Mediterranean Shipping Company and CMA-CGM, to establish the Port of Long Beach as their Southern California hub. The resulting realignment of terminals and services for those lines gave the Port of Long Beach an additional 900,000 containers and an estimated \$22 million per year. He also worked closely with OOCL, a Hong Kong-based line, to negotiate a \$4.5 billion 40-year lease with the Port of Long Beach

– the largest lease in US container terminal history. When completed in 2019, the Middle Harbor Terminal will be the most state-of-the-art container terminal in the world. Mr. Lytle was also instrumental in implementing numerous ground-breaking environmental initiatives that resulted in 75% reduction in diesel particulates in only five years. Under Mr. Lytle's leadership, the Port of Long Beach also continued to win the designation as North America's Best Seaport, a recognition it has earned 16 of the last 18 years, as based on an annual survey conducted by Cargoneews Asia shipping trade publication.

While in Long Beach, Chris Lytle prioritized community awareness, support and interaction with the activities of the Port. Under his leadership, innovative programs helped make the Port a welcomed partner in the community. Harbor tours, rail tours, and the very well-received "Let's Talk Port" series in the community educated the public about the Port's beneficial initiatives and further established the Port's role as an integral part of the local community and economy.

Chris Lytle is expected to begin his service as Executive Director of the Port of Oakland in July 2013. Until that time, Deborah Ale Flint will continue to serve as Acting Executive Director, and, upon Mr. Lytle's arrival, she will continue in a senior Port executive leadership position.

Source: Port of Oakland

Valencia Sewer System to Get Green Improvements



By Laia Gordi

When most people think about sewer systems, they're likely to envision unsightly industrial facilities like pump stations and treatment plants.

But in several San Francisco neighborhoods, including the Mission District, public debate is focusing increasingly on innovative approaches to public water management through green projects like rain gardens, vegetated roofs and sidewalk trees as ways to improve the city's sewer system.

With its Mission and Valencia Green Gateway project, the San Francisco Public Utilities Commission aims to improve storm

water management on the section of Valencia Street that runs south of Cesar Chavez to Mission Street. The area is part of the Islais Creek watershed, which makes it more susceptible to flooding during rainstorms.

Last weekend the PUC invited Mission District residents to join in the discussion and share ideas on greening the neighborhood during a community meeting at the Mission Cultural Center for Latino Arts.

The Green Gateway plan envisions sidewalk rain gardens to absorb storm water and new plazas with permeable paving designed to ease flooding. Developed in partnership with the San Francisco Planning Commission, the plan also aims to enhance bicycle and pedestrian safety and beautify the neighborhood.

The main goal is to decrease the volume of rainwater that goes into the city's sewer system, to avoid overwhelming it during large storms,



Continued on page 5

BANKING \$ FINANCE



Co-Lending Program For Small Business

CEDLI's small business loan program, called the Co-Lending Program, provides capital to growing businesses in both urban and rural areas that are currently not able to qualify for conventional bank financing. All small businesses in all industries are eligible for financing. Providing access to minority and women owned businesses is a high priority. CEDLI works in partnership with its member banks in the Co-Lending Program by funding up to 50% of the loan requirement of a business in the form of subordinated debt, while a member bank funds the other 50% or more of the financing need.

SUMMARY OF TERMS

Total Financing Need	The Co-Lending Program may be used to fund needs from \$100,000 to several million dollars.
CEDLI Amount	\$50,000 minimum to \$500,000 maximum investment by CEDLI in the form of subordinated debt. CEDLI investment amount not to exceed a maximum of 50% of the total financing.
Loan Structure	Term Loans with a maturity of up to seven years, amortization up to ten years.
Interest Rate	Pricing in accordance with risk, approximately prime plus 2 - 5 % p.a. Minimum rate 8.0% p.a.
Origination Fee	3.0% loan origination fee plus loan documentation fee for reimbursement of legal expense.
Use of Proceeds	Equipment purchase, permanent working capital, business acquisition, lease hold improvements, financing accounts receivable and inventory. Loans for speculative purposes will not be considered eligible.

BORROWER ELIGIBILITY

Target Borrower	All small businesses are eligible for CEDLI loans in both urban and rural areas, a priority is placed on making the program accessible to minority and women owned businesses, as well as businesses that are located in low income communities and rural areas.
Size of Business	Small businesses with up to approximately \$10 million in sales.
Type of Business	For profit and nonprofit businesses are eligible.
Operating History	Must be in operation for at least 12 months and located in California.
Financial Criteria	<ol style="list-style-type: none"> 1. Small business is profitable in latest 12 months with positive trends in future cash flow. 2. Small business has positive tangible net worth. 3. One year financial projection demonstrating adequate debt service capacity and a debt service coverage ratio of 1.1x or greater. 4. No major derogatory personal credit on part of principals of small business.

APPLICATION PROCESS

If you are eligible to apply for a CEDLI loan based on the criteria described above, or you would like more information about the Co-Lending for Small Business Program, please contact a CEDLI office near you: Northern California - Oakland, Clinton Etheridge, Vice President, (510)267-8992. Southern California - Los Angeles, Bruce Dart, Vice President, (213)347-2202. Statewide, Ray Mendoza, President, (510)267-8998.

Commercial Real Estate Loan Program

The Commercial Real Estate Loan Program is a specialized loan program designed to provide easily accessible commercial real estate financing to small businesses, in partnership with a CEDLI member bank, for the purchase or rehabilitation of owner-occupied commercial real estate. The Commercial Real Estate Program expands CEDLI's ability to serve its target markets, including minority businesses and underserved geographies particularly those in rural and low income communities in California.

SUMMARY OF TERMS

CEDLI Amount	\$50,000 minimum to \$500,000 maximum.
Loan Type	Real estate loan with deed of trust on real property in second position.
Co-Lender	Lender with First Deed of Trust on commercial property must be CEDLI member bank.
Repayment Terms	Maximum maturity of 10 years. Amortization up to 25 years. Monthly payment of interest and principal. On an exception basis, CEDLI will consider interest-only payments of up to 12 months.
Interest Rate	Interest rate either a) floating at prime plus 2.0% per annum or b) fixed at market rates with a five-year reset provision. Minimum interest rate of at least 8.0% per annum.
Origination Fee	3.0% loan origination fee; reimbursement of documentation/legal fees.
Loan to Value	Maximum LTV 85%.

Continued on the side column

Use of Proceeds

To finance acquisition, rehabilitation, or expansion of commercial real estate, or to refinance commercial property. Real property to be owner-occupied.

BORROWER ELIGIBILITY

Target Borrower

All small businesses are eligible for CEDLI loans in both urban and rural areas, a priority is placed on making the program accessible to minority and women owned businesses, as well as businesses that are located in low income communities and rural areas. Special Purpose Vehicle: Borrower may be a special purpose vehicle or LLC created by and guaranteed by small business operating company.

Borrower Location

Statewide in California, either urban or rural areas.

Operating History

Minimum of three years of operating history in the small business.

Size of Business

Small businesses with up to approximately \$10 million in sales.

Type of Business

For profit and nonprofit businesses are eligible.

Management

Stable and competent management in place.

Financial Criteria

1. Small business is profitable in latest 12 months with positive trends in future cash flow.
2. Small business has positive tangible net worth.
3. One year financial projection demonstrating adequate debt service capacity and a debt service coverage ratio of 1.1x or greater.
4. No major derogatory personal credit on part of principals of small business.

APPLICATION PROCESS

If you are eligible to apply for a CEDLI loan based on the criteria described above, or you would like more information about the Commercial Real Estate Loans Program, please contact a CEDLI office near you: Northern California - Oakland, Clinton Etheridge, Vice President, (510)267-8992. Southern California - Los Angeles, Bruce Dart, Vice President, (213)347-2202. Statewide, Ray Mendoza, President, (510)267-8998.

Continued on page 11

NORTHERN CALIFORNIA



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 2031J
(ID No. FCE13096)

VARIOUS LOCATIONS CURB RAMP PROJECT NO. 4

Sealed bids will be received at 1155 Market St, 4th Floor, San Francisco, CA 94103 until **2:30 p.m. on June 19, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St, 4th Flr, San Francisco, CA 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located on Geary Blvd at the intersections of Boswell Way, 3rd, 5th through 10th, 17th and 18th, and 24th Avenues and includes curb ramp construction, drainage and sewer work, traffic routing and all related and incidental work. The time allowed for completion is 120 consecutive calendar days. The Engineer's estimate is in excess of \$500,000. For more information, contact the Project Manager, Kenneth Spielman at (415) 437-7002.

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

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

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Finbarr Jewell at (415) 274-0511 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **June 4, 2013; 1:30 p.m.**, at 1680 Mission St, 3rd Flr.

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

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

Class "A" license required to bid.

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

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

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

5/30/13
CNS-2489415#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 1910J(R)
(ID No. FCE13082)

KIRKHAM STREET PAVEMENT RENOVATION AND SEWER REPLACEMENT

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on June 5, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market St., 4th Fl, S.F., CA 94103, tel 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work to be done under this contract is located on Kirkham St. from 7th to 46th Aves. and consists of asphalt and concrete removal; grading and drainage; asphalt paving with concrete base; concrete - curb ramps, curb with gutter, and sidewalk; sewer work to include replacement, lining and mortaring; traffic routing work and all appurtenant work in accordance with contract documents. The time allowed for completion is 270 consecutive calendar days. The Engineer's estimate is in excess of \$3,600,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

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

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

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at 415.558.4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to 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.

This project **will not** have a pre-bid conference.

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

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

Class "A" license required to bid.

In accordance with 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 Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Sec. 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

5/30/13
CNS-2490769#
SMALL BUSINESS EXCHANGE

PUBLIC LEGAL NOTICES



GOLDEN GATE BRIDGE
HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Request for **Contract No. 2013-FT-15, Refurbishment of the M.S. San Francisco Ferry**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District by **Tuesday, June 11, 2013, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

Request for approved equals, modifications or clarifications of any requirement must be submitted in writing by **Friday, May 31, 2013, by 4:30 p.m., PST**.

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2013-FT-15.

To inspect and obtain the Bid Documents, please contact the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by telephone at (415) 923-2223, by email at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013.

/s/ Janet S. Tarantino,
District Secretary
Dated: May 30, 2013
5/30, 6/6/13

CNS-2487512#

SMALL BUSINESS EXCHANGE

SAN MATEO COUNTY TRANSIT DISTRICT

NOTICE FOR THE PENINSULA CORRIDOR JOINT POWERS BOARD AND SAN MATEO COUNTY TRANSIT DISTRICT

Notice is hereby given that the Disadvantaged Business Enterprise Office for the PCJPB and SamTrans is proposing overall DBE goals for Fiscal Years 2014-2016. The PCJPB proposes an overall goal of 12 percent for FTA-assisted contracts and SamTrans proposes an overall goal of 1 percent for FTA-assisted contracts.

Information on the manner in which the goals were established is available from 9:00 A.M. to 5:00 P.M., Monday through Friday, at the DBE Office, c/o San Mateo County Transit District, 1250 San Carlos Avenue, San Carlos, CA 94070-1306, for a period of thirty (30) days following the publication date of this notice. For a period of forty-five (45) days from the date of this notice, any person may submit comments to the DBE Office at the above address or by e-mail at leer@samtrans.com. Comments may also be submitted to the Regional Civil Rights Officer, U.S. Department of Transportation, Federal Transit Administration, Region IX, 201 Mission Street, Suite 1650, San Francisco, CA 94105-8103.

Public Legal Advertisers:

The Small Business Exchange gives you more coverage and better results

The best way to reach the African American, Chinese and Hispanic communities

Resolution 242-12: On June 28, 2012 San Francisco Board of Supervisors designated the Small Business Exchange newspaper as a minority outreach newspaper for the following communities for FY 12-13: African American, Chinese, Hispanic.

And the best return on your advertising dollar

The Small Business Exchange assists public agencies in buying goods and services through economic downturns and budget cuts by offering lower advertising rates and cost-efficient value-added services.

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|--|--|

"UCLA has been advertising with the Small Business Exchange since 1993 with excellent results."

Donna Hansen, UCLA

"SBE is able to handle ads in a certain target area and in a diverse marketplace."

Eileen Martinez, The Daily Journal

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten years . . . and has met our specific requirements . . . The Department has been more than satisfied.

Gordon Choy,
San Francisco Department of Public Works



NORTHERN CALIFORNIA PUBLIC LEGAL NOTICES



LEASE OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is now accepting bids for the Domestic Banking Services Lease. Bids must be received no later than 10:00 a.m. on Wednesday, June 26, 2013.

The Lease is intended for the management and operation of a bank on-site and ATMs at San Francisco International Airport. The proposed minimum acceptable bid amount is \$173,000, which will be the successful Bidder's minimum annual guarantee for the first year of the Lease, and a proposed term of seven (7) years.

The Request for Bids (RFB) document is available on-line at <http://www.flysfo.com/web/page/about/b2b/conces/>. For additional information or to receive a hard copy of the RFB document, please call Gigi R. Riccisa, Senior Principal Property Manager, Revenue Development and Management, at (650) 821-4500.

CNS#2490348

SAN FRANCISCO BAY AREA WATER EMERGENCY TRANSPORTATION AUTHORITY (WETA)

NOTICE OF PROPOSED ANNUAL OVERALL DISADVANTAGED BUSINESS ENTERPRISE (DBE) GOAL FOR FEDERAL FISCAL YEARS 2014 - 2016

The Board of Directors of the San Francisco Bay Area Water Emergency Transportation Authority (WETA) announces a proposed 1.36% overall goal for the participation of Disadvantaged Business Enterprises in contracting opportunities that are budgeted to receive federal financial assistance from the U.S. Department of Transportation, as administered by the Federal Transit Administration, for the period October 1, 2013 through September 30, 2016. This overall goal is broken into 100% race-neutral and 0% race-conscious components. Information on the development of the proposed goal and their rationale is available for inspection from 8:30 a.m. to 4:00 p.m., Monday through Friday, at the San Francisco Bay Area Water Emergency Transportation, Pier 9, The Embarcadero, Suite 111, and San Francisco, CA 94111 for 30 days following the date of this notice. Comments will be accepted on the goals for 45 days from the date of this notice. Comments may be submitted to the DBE Program Administrator at the above-mentioned address or to the Civil Rights Officer, Federal Transit Administration, Region IX, 201 Mission Street, Suite 1650, San Francisco, CA 94105.

5/30/13

SMALL BUSINESS EXCHANGE
CNS-2484718#

LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (METRO)

Metro will receive Proposals for RFP No. PS4370-3116, West Santa Ana Branch Transit Corridor Project Technical Refinement Study, per specifications on file at the Office of Procurement, One Gateway Plaza, Los Angeles, CA 90012 (9th Floor).

All Proposals must be submitted to Metro, and be filed at the reception desk of the Office of Procurement on or before **Monday, June 24 at 2:00 p.m. (local time)**. Proposals received after the above date and time may be rejected and returned unopened. Each Proposal must be sealed and marked RFP No. PS4370-3116.

You may obtain a copy of the RFP, or further information, by faxing **Samira Baghdikian** at (213) 922-1005.

5/30/13

CNS-2491010#
SMALL BUSINESS EXCHANGE

Reaching 50 years

■ Continued from page 2

That was established in the late 70s and today is one of the most active, robust advisory committees in the city when it comes to Lesbian and Gay rights, even to the point where it was later expanded to be the Lesbian, Gay, Bisexual and Transgender Advisory Committee.

She said the HRC's impact on issues related to sexual orientation and identity has reached elsewhere in the United States and the world. Besides laying claim to where the term "domestic partner" was coined, the city started the first-ever equal benefits ordinance in the country to protect lesbians and gays in health, retirement and related benefits for their partners; they created the first-ever transgender discrimination unit/clinic and one of the first transgender discrimination ordinances.

"Many of the current ordinances, laws and other regulations and policies a round transgendered people have evolved that are now being adopted nationwide and worldwide," she said, adding that the gay rainbow flag was also founded in San Francisco, along with the AIDS quilt. "All of these things came out of either the advisory committee or from people who were involved in the advisory committee."

As far as African American issues are concerned, the HRC has done five different studies since about 1997 on issues impacting the African American community, trying to figure out why they have substantial depopulation and outmigration of that community – one that's gone from around 11 or 12 percent down to in some counts between 4 and 6 percent of the overall population. Likewise, when it comes to African American businesses, they used to have 13 general contractors doing public contracting; today they have only one or two.

"So last year, along with two very dedicated staff people, we established a very robust effort to work on what we call the African American Community Empowerment project. In this effort we are dealing with a number of community groups to look at the aging of African Americans to the youth of African Americans, looking at violence in the community, as well as educational and social issues," Sparks said. "We've been combining all of these reports that have been generated over the last nearly two decades into one set of recommendations, and we are now focusing on getting legislation, ordinances and the city to react to those recommendations and hopefully embrace at least some of them. In the end, we hope to stem the tide of the outmigration of both African American and African American businesses from the city. It's a very significant allocation of resources for the city."

Sanctuary City is another effort that has evolved from the Human Rights Commission. "We were one of the first cities in the country to develop a city of refuge policy for undocumented immigrants. We at the HRC enforce that law now and make sure that city officials and others cannot report – under the auspices of their official business with the city – undocumented or suspected undocumented individuals to any law enforcement, Homeland Security, or anyone," explained Sparks. "And we have created around that a city ID card, which allows potentially undocumented or mono-lingual people to have an official photo ID issued by a city to be able to access bank accounts and other services in San Francisco, which I think is very significant."

Other accomplishments of the HRC include the fact that they created the first LGBT Aging Taskforce to deal with the specific and unusual issues dealing with the aging populations and Baby Boomers in the LGBT community. They were also the first organization in 2001, within 13 days of the 9/11 attacks on the World Trade Center, to hold a hearing denouncing discrimination against people of Arab and Muslim descent, or people perceived to be of Middle Eastern descent. That was followed up by a report issued in early 2002, and has since been followed up with additional public hearings and reports and are just now starting – based on some of the discrimination they're currently seeing – to produce, along with the community, the city health department and the HRC, the first-ever health impact study, showing the impact of sustained Islamophobia on the Muslim, Middle Eastern and South Asian-African community.

As if the HRC's plate wasn't full enough, other issues they're currently working on include hate crimes; anti-bullying; combating human trafficking; domestic workers protections; violence issues in various neighborhoods against transgendered, transgendered women, sex workers and monolingual populations, such as Spanish and Hispanic populations; discrimination against people in areas of housing or employment because of previous incarceration; whether transgendered people have the abso-

lute right to determine which bathroom they wish to use; whether to use condoms as evidence, etc.

"This may seem like a small thing but it is the practice in many major police departments around the country to use the presence or possession of condoms as evidence that an individual is loitering or trying to solicit for prostitution," said Sparks. "But the reality is this city handed out 2 million condoms last year to stem the tide of STDs and HIV infection, and the most vulnerable populations – one of which is sex workers – are reluctant to even take the condoms because they're afraid of being arrested if they have them in their possession, when other people have them in their possession and they're not impacted. So we've now been able to develop a policy in the city where the police and district attorney will no longer use that as evidence of solicitation, loitering or whatever."

The HRC's mission at the core is fundamentally the same as when it began, but the issues change, given the time and circumstances of the day. Sparks believes that citizens have become more enlightened and accepting as a result of the awareness and efforts of the HRC. But because San

Francisco was founded on commerce, trade and the gold and precious metals industry, there remains a very strong conservative element when dealing with the business sector.

"But what we see as a conservative in San Francisco would probably be seen as a raving liberal elsewhere in the country. So I would say in general our population is very enlightened when it comes to a lot of these issues," said Sparks. "It's also important to keep in mind we are a majority minority here. We have no majority ethnic group or race in San Francisco these days. More than 50 percent are a mixture of different races and ethnicities."

When deciding which issues to take on Sparks said they look at a few things, not the least of which are discrimination claims filed by citizens.

"We still enforce all discrimination claims based on housing, employment and public accommodations. Last year we had 1960 inquiries on alleged discrimination in the city and we filed a number of complaints

on behalf of the complainants on those issues, and we investigated them and then came up with findings or with mediated settlements. So a lot of issues, probably the majority of them, come through that means," said Sparks. "If we determine an issue may be something we've seen a number of times, we look into doing something about it. We also see things through our work on the various task forces. For example, through discrimination reported through the Hate Crimes Task Force we have become and continue to be involved, for instance, the issues impacting the AAMEMSA (African Arab Middle Eastern Muslim South Asian). We think that is one of the most important issues facing our country today, as seen even after the Boston Marathon bombings. Discrimination started occurring in that community and around the country almost immediately following the bombing."

That discrimination, he continued, involves public accommodations, housing and even within the contracting industry.

Meanwhile, some of the issues the HRC deals with are referred to them by the HRC's three advisory committees.

Some of the HRC's more pressing issues at present time, besides AAMEMSA, include the war on drugs "and the tremendous disparity in the African American community, along with the issue dealing with previously incarcerated people which, again, has a tremendous disparity in the African American community, and the immigration issues," said Sparks. "Many of the issues we're involved with now are national issues and we work with various human rights organization in different parts of the country on some of these. I would say these are going to be our staple for at least the next few years."

"In summary, we're very busy, but I have a very talented staff of individuals who work on these issues with a great dedication and passion, and that makes all the difference in the world," said Sparks.

• **Note: There will be a series of events in 2014 to commemorate and celebrate the HRC's 50 year anniversary.**

Check their web site (www.sf-hrc.org) for details as they become available.



FICTITIOUS BUSINESS NAME • CHANGE OF NAME

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350944-00

Fictitious Business Name(s):
The Wheat House Bakery
 Address
**25 Leland Avenue,
 San Francisco, CA 94134**
 Full Name of Registrant #1
Wei Wen Zhen
 Address of Registrant #1
**960 Hampshire Street,
 San Francisco, CA 94110**
 Full Name of Registrant #2
Rong Hui Yu
 Address of Registrant #2
**2264 18th Avenue,
 San Francisco, CA 94116**

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/9/2013**.

Signed: **Wei Wen Zhen**

This statement was filed with the County Clerk of San Francisco County on **5/9/2013**.

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

Filed: **Michael Jaldon, Deputy County Clerk**
5/9/2013

5/16/13 + 5/23/13 + 5/30/13 + 6/6/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0351350-00

Fictitious Business Name(s):
Pacific Commerce Group
 Address
**1626 Shafter Avenue
 San Francisco, CA 94124**
 Full Name of Registrant #1
Michael Cheng
 Address of Registrant #1
**1626 Shafter Avenue
 San Francisco, CA 94124**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/28/2013**.

Signed: **Michael Cheng**

This statement was filed with the County Clerk of San Francisco County on **5/28/2013**.

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

Filed: **Jennifer Wong, Deputy County Clerk**
5/28/2013

5/30/13 + 6/6/13 + 6/13/13 + 6/20/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350879-00

Fictitious Business Name(s):
Club Rio Fashion
 Address
**2240 Silver Avenue,
 San Francisco, CA 94124**
 Full Name of Registrant #1
Victor Phillips
 Address of Registrant #1
**2240 Silver Avenue,
 San Francisco, CA 94124**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/6/13**.

Signed: **Victor Phillips**

This statement was filed with the County Clerk of San Francisco County on **5/6/13**.

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

Filed: **Guillermo Sandoval,
 Deputy County Clerk**
5/6/2013

5/9/13 + 5/16/13 + 5/23/13 + 5/30/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0351148-00

Fictitious Business Name(s):
Jody Worthington Graphic Design
 Address
**2905 Van Ness #206,
 San Francisco, CA 94109**
 Full Name of Registrant #1
Jody Louise Worthington
 Address of Registrant #1
**2905 Van Ness #206,
 San Francisco, CA 94109**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/16/2013**.

Signed: **Jody Worthington**

This statement was filed with the County Clerk of San Francisco County on **5/17/2013**.

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

Filed: **Melissa Ortiz, Deputy County Clerk**
5/17/2013

5/23/13 + 5/30/13 + 6/6/13 + 6/13/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350874-00

Fictitious Business Name(s):
Seam's Possible
 Address
**11 Milton Street, San Francisco, CA
 94112**
 Full Name of Registrant #1
Maria J. Castillo
 Address of Registrant #1
**11 Milton Street, San Francisco, CA
 94112**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/30/13**.

Signed: **Maria J. Castillo**

This statement was filed with the County Clerk of San Francisco County on **5/6/2013**.

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

Filed: **Maribel Jaldon, Deputy County Clerk**
5/6/2013

5/23/13 + 5/30/13 + 6/6/13 + 6/13/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350712-00

Fictitious Business Name(s):
Sutter Larkin
 Address
**1390 Market Street, #1402
 San Francisco, CA 94102**
 Full Name of Registrant #1
Carrie Asby
 Address of Registrant #1
**1390 Market Street, #1402
 San Francisco, CA 94102**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/29/2013**.

Signed: **Carrie Asby**

This statement was filed with the County Clerk of San Francisco County on **4/29/13**.

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

Filed: **Michael Jaldon, Deputy County Clerk**
4/29/2013

5/9/13 + 5/16/13 + 5/23/13 + 5/30/13

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350994-00

Fictitious Business Name(s):
Citi-TV
 Address
**536 Leavenworth Street, #3
 San Francisco, CA 94109**
 Full Name of Registrant #1
Michael D. Zook
 Address of Registrant #1
**536 Leavenworth Street, #3
 San Francisco, CA 94109**

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

Signed: **Michael D. Zook**

This statement was filed with the County Clerk of San Francisco County on **5/10/2013**.

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

Filed: **Michael Jaldon, Deputy County Clerk**
5/10/2013

5/16/13 + 5/23/13 + 5/30/13 + 6/6/13

CLASSIFIED AD INFORMATION

TO PLACE AN AD: Email your ad to **NABIL VO** at **nvo@sbeinc.com** or by fax **415-778-6255**.

Please include credit card number and expiration date.

PAYMENT: All ads must be paid in advance. Money order, or imprinted checks. Credit Cards by telephone, mail, or fax; American Express, VISA, and MASTERCARD.

First line has 15 spaces, subsequent lines have 22 spaces. Every letter, punctuation mark, or space between words counts as a space.

START HERE (Please Print Legibly)																

Name _____

Address _____

City _____ Zip _____

Method of Payment CHECK MONEY ORDER MASTERCARD AMEX VISA

Credit Card Number: _____

Expiration

Date: _____ Signature _____

Reference Number (Office Use Only) _____

Classified displays ads may be prepaid or billed.

RATES: CLASSIFIED DISPLAY Open rate: \$5.89 per line. 4-line minimum.

TERMS: We reserve the right to reject or cancel advertising for any reason deemed appropriate.

DEADLINE:

Wednesday before 3:00 PM.
SBE Weekly Newspaper is published
every Thursday

CATEGORIES

(Please check the category you are submitting.)

- Announcements & Information
- Appliance
- Automotive
- Business Opportunities
- Carpentry
- Ceramic / Tile
- Cleaning Services
- Construction
- Electrical
- Employment
- Financial Services
- For Sale
- Handyman
- Hardwood
- Hauling
- Landscaping
- Legal Services
- Miscellaneous
- Office Equipment
- Painting
- Plumbing
- Professional Services
- Real Estate
- Wanted to Buy

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



BANKING \$ FINANCE



Direct Real Estate Lending Program

■ Continued from page 7

CEDLI has provided over \$130 million in capital to its target markets directly, and in partnership with its shareholders it has provided over \$430 million in capital. The purpose of CEDLI's Direct Real Estate Lending Program is to provide permanent capital to finance the development of community facilities and other real estate based economic development and community revitalization projects. CEDLI will structure its financing to accommodate the needs of community focused nonprofit corporations and other institutions whose mission is to meet the economic and social needs of under served markets and disenfranchised populations.

SUMMARY OF TERMS

Loan Amount	\$50,000 to \$1,000,000 by CEDLI. CEDLI can arrange for additional participants for larger loan amounts.
Loan Type	Real estate loan with first mortgage on real property.
Terms	Up to 15 year maturity fully amortized in 15 years, or 10 year maturity with 25 year amortization.
Interest Rate	Interest rate fixed at market rates, (minimum 8.0%) with a five year reset provision.
Origination Fee	2.0% origination fee; application fee of \$500 collected upon loan acceptance; reimbursement of CEDLI legal expenses for loan documentation.
Loan to Value	Maximum LTV 80% for loans up to \$500,000; up to 75% LTV for larger loans up to \$1,000,000.
Borrower Equity	Borrower's equity should be at least 20% to 30% of the project's appraised value. Subordinated debt, grants or contributions made for the purpose of completing the project qualify as borrower's equity.
Use of Proceeds	Loan funds can be used for acquisition, expansion, rehabilitation or refinancing of a new or existing building.
Collateral	CEDLI requires that the loan be secured by a deed of trust which constitutes the first lien against the real property being financed.

BORROWER ELIGIBILITY

Target Borrower	Community focused nonprofit corporations and other institutions whose mission is to meet the economic and social needs of under served markets and disenfranchised populations by promoting job creation and economic self-sufficiency, supporting human development, or providing community services.
Track Record	Borrower must have a proven track record in delivering its services to the community it serves.
Operating History	Borrower, its parent corporation, or the majority of the participating agencies of a consortium corporation, should be in existence and active in service delivery for 5 years or more.
Location	Borrower must provide services in the state of California.
Creditworthiness	Borrower must meet CEDLI underwriting guidelines related to managerial quality, financial and organizational capacity, and project feasibility and economics.

APPLICATION PROCESS

If you are eligible to apply for a CEDLI loan based on the criteria described above, or you would like more information about the Direct Real Estate Lending Program, please contact a CEDLI office near you: Northern California - Oakland, Clinton Etheridge, Vice President, (510)267-8992. Southern California - Los Angeles, Bruce Dart, Vice President, (213)347-2202. Statewide, Ray Mendoza, President, (510)267-8998.

Working Capital Initiative For Community Needs

Funded by The David and Lucile Packard Foundation, the CEDLI Working Capital Initiative for Community Needs provides accessible and affordable short-term working capital for qualified eligible Boys & Girls Clubs operating in the child care field to address their short-term cash flow needs. Under the Working Capital Initiative for Community Needs, CEDLI provides short-term financing to qualified nonprofits for specific government contract expenditures eligible for reimbursement. The goal of the CEDLI Working Capital Initiative for Community Needs is to pioneer a statewide market in California for the financing of short-term working needs for creditworthy nonprofits.

SUMMARY OF TERMS

Loan Amount	\$50,000 up to \$500,000 in a one year annually renewable Revolving Line of Credit.
Availability	Available in advances with maturities of ranging from 30 days to a maximum of 180 days.
Advance Rate	CEDLI will finance up to 80% of the amount of eligible contract or grant receivables.
Collateral	UCC 1 general lien on organization assets.
Interest Rate	One Percent below Wall Street Journal Prime Rate, floating with the Prime Rate. Subject to a minimum interest rate of 5.0% per annum.
Repayment Terms	Advances repayable at maturity; structured to match expected cash flow from specific contract receivable or specific grant receivable being financed.
Loan Fees	1.0% of the Revolving Line of Credit Amount, payable upon signing of Loan Agreement.

Continued on the side column

BORROWER ELIGIBILITY

Target Borrowers Nonprofit child care providers operated by a Boys & Girls Club.

Tax Status Tax-exempt, charitable organization under Section 501(c)(3).

Time in Business Minimum of three years of successful operating history.

Financial Criteria Positive net asset position or net fund balance; 1 year projected operating budget demonstrating debt service capacity.

Service Delivery Quality service delivery with favorable references from public agency or source of grant support that is source of repayment of advance(s) under Revolving Line of Credit.

Management

Stable, experienced, competent management; governance from board of directors.

APPLICATION PROCESS

If you are eligible to apply for a CEDLI loan based on the criteria described above, or you would like more information about the Working Capital Initiative Program, please contact a CEDLI office near you: Northern California - Oakland, Clinton Etheridge, Vice President, (510)267-8992. Southern California - Los Angeles, Bruce Dart, Vice President, (213)347-2202. Statewide, Ray Mendoza, President, (510)267-8998.

About CEDLI

CEDLI, the California Economic Development Lending Initiative, is a statewide for-profit loan fund sponsored by California financial institutions. The purpose of CEDLI is to create jobs by providing financing to support small business and community economic development activities which fall outside of normal bank lending practices. CEDLI aims to achieve and sustain financial self-sufficiency to ensure the continuing availability of credit to CEDLI borrowers, while providing appropriate returns for the funds placed at risk by the participating institutions. CEDLI serves both urban and rural California through a partnership of a wide diversity of banks, public sector and nonprofit sector partners. Through the establishment and operation of the CEDLI loan fund, participating financial institutions offer more flexible sources of financing to both traditional and non-traditional borrowers while sharing risks among fund participants.

Goals and Objectives

- Goal #1** Promote job creation and retention.
- Goal #2** Address underserved markets and help fill unmet credit needs.
- Goal #3** Complement and work through existing public sector and nonprofit community economic development lending programs.
- Goal #4** Work through and enhance the capability of CEDLI bank branches and existing technical assistance providers to provide support to CEDLI borrowers.
- Goal #5** Through CEDLI's financing program, provide a vehicle through which participating financial institutions can expand their existing CRA lending activity.

Source: CEDLI

RADIO VISIBILITY MEANS BUSINESS!

KCAA 1050-AM
5pm Mondays

In addition to your print and online advertising, radio visibility offers:

- A new audience you may not reach otherwise—local, and interested in area resources
- An opportunity to showcase your company in the content of the business specific programming.
- A forum to display and take a leadership role in maximizing opportunities the industry offers—new projects, new contracts, new partnerships.



Hosts of the Small Business Exchange (SBE) Talk Radio

Marcia Bent-Henry and Terrie Guerin

Program topics

Topics will include regulations, partnering, business tools, project details, certification and much more...

YOU CAN LISTEN TO THE SBE TALK RADIO PODCAST BY VISITING THE LINK BELOW
<http://kcaaradio.celestrion.net/kcaa-podcasts/exchange/>

Or, listen on your telephone by calling 832 999 1050. The service is available on any standard telephone, cell phone or smart phone. Simply call 832 999 1050 that's 832 triple 9 1050.



Franchise Business Resources For Veterans Abound

by Franchise King

If you're a US military veteran interested in becoming the owner of a franchise, there are thousands of opportunities for you to explore. It's easy to become a bit overwhelmed with all of the choices. But, it's not like you have to try to figure everything out on your own. There are a variety of business resources that put all of their focus on you. Let's look at some of them.

Business Education

If you'd like to learn the ins and outs of business, before you embark on your search for a franchise opportunity that makes sense for you, check out The Entrepreneurship Bootcamp for Veterans with Disabilities.* (EBV) This program is set up to open the door to small business ownership for veterans. You can learn how to develop skills that are needed to launch and grow a small business, and find out how to leverage the programs and services that are available to help you further your dream of business ownership.

There may even be tuition assistance available for you to get your entrepreneurial education. The folks over at Military.com * provide a very thorough list of resources that

are worth your time, including information about certain benefits that you may qualify for as a veteran.

VetFran

This International Franchise Association * (IFA) program helps veterans access franchise opportunities through training, financial assistance, and franchise business industry support.

Beth Solomon, the VP of Strategic Initiatives & Industry Relations for the IFA, told me that as of 2011, over 2200 military veterans have taken advantage of the VetFran program. (The program was started right after the 1st Gulf War.)

Steve Caldeira, President of the IFA, added the following:

"As drawdowns from the Iraq and Afghanistan wars accelerate, more veterans are finding themselves among the ranks of the unemployed. The IFA and the franchise industry are working hard every day with our partners in business and veterans organizations to help America's sons and daughters find the careers and opportunities in the civilian world they have so bravely earned."

Veterans Business Outreach Centers

Business training, counseling and mentoring are offered by the Veterans Business Outreach Program (VBOP). The Small Business Administration has cooperative arrangements with 16 different organizations that can help veterans with business plans, feasibility studies, and franchising. Go here for more information.

Franchise Loans

If you end up going the franchise route, you'll probably need a small business loan. The SBA's Patriot Express Pilot Loan Initiative was set up for veterans and members of the military community wanting to establish or expand small businesses. (Franchise or non-franchise businesses)

It's important to note that the SBA does not actually lend money. Instead, the SBA sets the guidelines for loans, which are then made by its partners (lenders, community development organizations, and microlending institutions). The SBA guarantees that these loans will be repaid, thus eliminating some of the risk to the lending partners.

Veterans And Franchising

Your military training will be a huge advantage if you end up becoming the owner

of a franchise business. The franchise model is quite rigid; there's not a lot of wiggle room in the way a franchise business is supposed to run on a day-to-day basis. Does that sound familiar? Franchises are for rule followers, not rebels.

Finally, you have to want to be the boss. It's a serious commitment, and there's risk involved.

Are you up to it?

* *Non-US Government website*

About the Author

The Franchise King®, Joel Libava, is the author of the book, *Become a Franchise Owner!* He's also a franchise ownership advisor; Joel teaches people that are interested in franchise ownership how to properly select and carefully research franchise business opportunities so they can increase their odds of success.

Source: U.S. Small Business Administration

SMALL BUSINESS EXCHANGE

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