

SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984

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May 8, 2014

Mayor Lee Announces New “BUY LOCAL” INITIATIVE



Al Williams, Alfred Williams Consultancy, LLC, **Fadeke Linda Richardson**, ADR Continental Group



Left to Right: Veronica Sanchez, Veronica Sanchez Consulting; **Karla Rosales**, Rosales Business Partners; **Ingrid Merriwether**, Merriwether and Williams Insurance Services; **Mara Rosales**, Owner, Rosales Business Partners

Spotlight: Naomi Kelly, San Francisco City Administrator



On February 7, 2012, Naomi M. Kelly was sworn in by Mayor Edwin M. Lee to serve as the City Administrator for a five year term for the City and County of San Francisco. As City Administrator, Ms. Kelly oversees the City's General Services Agency consisting of 20 departments, divisions, and programs including the Department of Public Works, Department of Technology, Administrative Services, Office of Contract Administration/Purchasing, Real Estate, County Clerk, 311, Fleet Management, Convention Facilities, Animal Care and Control, Medical Examiner, Treasure Island, and more. The General Services Agency has an annual budget of over \$450 million and approximately 2,100 employees. In this capacity, Ms. Kelly's objective is to ensure responsible fiscal management and accountability to those who pay taxes for our local government to provide essential services.

Prior to her appointment, Ms. Kelly was the Deputy City Administrator where she assisted Mayor Lee in rolling out the City's new local hiring policy by preparing and working closely with City departments, contractors, and the broader community to ensure compliance with the new legislation. The new policy required contractors

By Belle Taylor-McGhee



Belle Taylor-McGhee

Before an invited list of Local Business Enterprise (LBE) firms in San Francisco on Thursday, May 1, 2014, San Francisco Mayor Ed Lee announced a new initiative that would require City department heads to look first at opportunities to buy locally – signaling a climate change designed to build the capacity of local businesses and shore

up the City's LBE program under Chapter 14B of the City's Administrative Code. Discussions to amend Chapter 14B have been ongoing, but according to the Mayor, the City can do more to increase opportunities for local businesses to win City contracts.

“The landscape is changing. We can afford to be bold,” said Mayor Lee. The “Buy Local” initiative is part of a new directive from the Mayor requesting City departments to look first at local businesses when purchasing products, goods and services. In a recent letter sent to department heads, the Mayor required that they report by May 16, 2014, to City Administrator Naomi Kelly current contracting award data, including:

- The number of 14B contracts awarded in FY13/14 or those currently out to bid
- Micro-LBE Set-Aside contracts awarded in FY13/14 or those currently out to bid

The LBE ordinance under Chapter 14B is designed to assist small businesses in competing for City contracts. However, City agencies are not required by law to submit purchase orders for goods and services under \$10,000 to competitive bidding. They are allowed to use “good judgment” when placing these orders. And according to City reports, purchase orders exceeded \$79 million in 2013, with approximately 15 percent or \$11 million awarded to LBEs. City officials concede the

numbers could be better and rewriting Chapter 14B they say is a step in that direction.

Currently, much of the LBE data City officials assess comes from the “big six” agencies – the San Francisco International Airport, the San Francisco Public Utilities Commission, Parks and Recreation, the Department of Public Works, the Port of San Francisco and the Municipal Transportation Agency. Ms. Kelly said the Mayor's new directive is intended to capture data from all City departments – data that will inform City officials on what needs to be done to bolster the “Buy Local” initiative and improve LBE contracting opportunities.

Ms. Kelly said over the next several months, City officials will outreach to LBEs to gather feedback on what legislative and/or administrative improvements are needed to rewrite Chapter 14B. Outreach efforts will include online surveys as well as neighborhood workshops in Bayview, Civic Center, Mission and Sunset. Ultimately, any proposed

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Community Outreach

Certified to win: City's minority and women-owned businesses turn government biz into profits

By Phyllis Furma

Tamara Nall's Harlem-based data analysis and IT consulting firm, The Leading Niche, is on a fast track.

Launched in 2007, the company has grown its employee ranks from four to 31 in just the last two years.

Nall's biggest customer: Uncle Sam.

Some 90% of The Leading Niche's revenues come from federal government contracts. Nall, 39, has no fewer than five government certifications identifying The Leading Niche as a minority-

owned, women-owned, and/or small business.

The designations have helped her open doors to opportunities that she otherwise might not have been able to access. Once she landed government clients, and proved herself, others followed.

"We have every certification you can imagine," Nall told a roomful of multicultural small business owners last week who came to learn about government contracting at the Trade Brooklyn business conference.

"For me, it's been very helpful."

Savvy New York City entrepreneurs like Nall are turning not-so-sexy government work into hot profits.

The federal government and New York State set aside a certain portion of their procurement for disadvantaged businesses. Likewise, New York City sets diversity goals for specific types of contracts such as construction, legal services and trucking.

Lately, government at all levels has been stepping up efforts to give minority business owners a hand.

Last year, New York City passed Local Law 1. The new law eliminates what had been a \$1 million cap on the type of government contracts that count towards the city's diversity goals.

That means minority and women-owned businesses can use their designation to compete for much bigger deals.

"The pool of contracts has gone from \$400 million to \$2 billion," Gregg Bishop, deputy commissioner, business development division at the city's Department of Small Business Services (SBS), told the Daily News.

Since 2008, when the city launched its Minority and Women-owned Business Enterprise (MWBE) program, the number of certified city businesses has ballooned from 700 to 3,764.

"We are committed to dramatically increasing that number," SBS Commissioner Maria Torres-Springer told the News.

■ Continued on page 13

Public Policy

Miss. Congressman: Clarence Thomas Is an 'Uncle Tom'



Congressman Bennie Thompson (D-Miss.)

By Albert Lin

Eleven-term Congressman Bennie Thompson (D-Miss.) is not backing down from a radio interview in which he called Supreme Court Justice Clarence Thomas an "Uncle Tom."

In a subsequent interview with CNN, Thompson told Dana Bash, "If you look at [Thomas'] decisions on the court, they have been adverse to the minority community, and the people I represent have a real issue with an African-American not being sensible to those issues."

Asked by Bash whether "Uncle Tom" is a racially charged term, Thompson replied: "For some it is, but to others it's the truth."

Bash went on to say that the phrase "wouldn't be appropriate" coming from a white person. To which Thompson answered: "But I'm Black."

Thompson made his original comment Sunday on a New Nation of Islam radio show. Even the show's host appeared taken aback by Thompson's use of the phrase, shaking his head and saying, "Oh, brother, oh, brother. You said that, I didn't."

Later on, Thompson elaborated on his reasons for labeling Thomas this way. "When I look at the decisions he's been part of on that court, it's almost to the point to say this man doesn't even like Black people. He doesn't like being Black," Thompson said. "Because every decision where color has something to do with it, he went against it."

Thomas wasn't the only target of Thompson's ire on the radio show. Thompson also accused Senate Minority Leader Mitch McConnell of making a racist comment ("Now if that's not a racist statement, I don't know what is") and says that opposition to President Obama is "all about race."

"Now all of a sudden, government is the worst thing in the world since a Black man became President," Thompson said.

Earlier this year, Thomas made some headline-grabbing comments of his own, telling a group of students that Americans are overly sensitive about race.

Source: © Copyright 2014 — DiversityInc

Editorial Staff

Publisher:

Gerald W. Johnson [gwwj@sbeinc.com]

Outreach & Managing Editor:

Valerie Voorhies [vvh@sbeinc.com]

General Manager:

Kevin Grant [kgrant@sbeinc.com]

Production Staff

Sales & Production Manager:

Nabil Vo [nvo@sbeinc.com]

Sales

Willie Sims [wsims@sbeinc.com]

Graphics Design:

Tyler Chen [tchen1129@gmail.com]

Webmaster:

Umer Farooq [umer@octadyne.com]

Writer:

Cheryl Hentz [cheryl.hentz@gmail.com]

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.

AWARDS

• CITY OF LOS ANGELES

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

• COUNTY OF LOS ANGELES

Black Business Association,
Outstanding Entrepreneur

• BAY AREA CONTRACT COMPLIANCE

OFFICERS ASSOCIATION
Champion of Diversity

• NAMCSC

Minority Advocate

• 2014 Black History Month Award for
Commitment and Service to the African American
Community

Minority Advocate

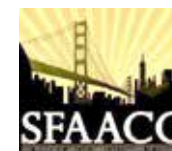
CALIFORNIA CERTIFICATIONS



• CPUC Clearing House

• San Francisco Human Rights Commission

MEMBERSHIP



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California Sub-Bid Request Ads

**Candlestick Point in San Francisco
Opportunity to Perform
GRIFFITH STREET AND GILMAN AVENUE
COMBINED SEWER services during the
development of CANDLESTICK POINT
in San Francisco.**

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

**GRIFFITH STREET AND
GILMAN AVENUE
COMBINED SEWER
services for
Candlestick Point Redevelopment.**

For more information, please visit:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7998>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting. Respondents are encouraged to check this website regularly for updates.

**Pre-Bid Coordination Meeting and
Job Walk: MAY 6, 2014 @ 10:00 AM**

**101 HORNE AVE.,
HUNTERS POINT SHIPYARD
San Francisco, CA 94124
LENNAR URBAN**

One California Street, Suite 2700
San Francisco, CA 94111

Proposals must be submitted by
May 22, 2014 @ 2:00 PM (PST).

**Candlestick Point in San Francisco
Opportunity to Perform
CANDLESTICK PARK CONSTRUCTION
ASSISTANCE PROGRAM (CAP)
during the development of
CANDLESTICK POINT in San Francisco.**

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

**CANDLESTICK PARK
CONSTRUCTION ASSISTANCE
PROGRAM (CAP)**

for **Candlestick Point Redevelopment**
For more information, please visit:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7976>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting. Respondents are encouraged to check this website regularly for updates.

**Pre-Bid Coordination Meeting and
Job Walk: May 1, 2014 at 10:00 AM**

LENNAR URBAN

One California Street, Suite 2700
San Francisco, CA 94111

Proposals must be submitted by
May 20, 2014 @ 2:00 PM (PST).

**REQUEST FOR QUALIFIED/CERTIFIED
SBE/MICRO BUSINESS SUBCONTRACTORS AND SUPPLIERS**

**Santa Clara Valley Water District
Project No. 40264008, Contract No. C0594
Lower Silver Creek Flood Protection and Creek Restoration Project, Moss Point Drive
to Cunningham Avenue (Reach 6B)
San Jose, CA
Bid Date: **May 14th, 2014 at 2:00 PM**
SBE Goal 30%**

Flatiron West Inc requests SBE subcontractor and supplier participation for the following items of work, but not limited to: CAS/Roadway Signs, Demolition, Clear & Grub, Erosion Control, Landscaping/Irrigation, CIDH, Minor Concrete, Rebar, Hydroseeding, Fencing, Aggregates (Rip Rap, Permeable Material & Decomposed Granite), Ready Mix, Concrete Pumping, Trucking, SWPPP Plan, SWPPP Materials, Geotextile Materials, Formliner, Street Sweeping, Traffic Control, Vibration Monitoring, Surveying and QC Testing.

Non-SBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier SBE goal participation with your quote. 2nd-tier SBE goal participation will be evaluated with your price.

Performance & Payment Bonds by admitted surety, naming prime contractor as the obligee, in full amount of the subcontractor's bid, subject to approval by Flatiron required. Bonding & Insurance assistance is available. Flatiron will pay bond premium up to 2.0%. Worker's Compensation Waiver of Subrogation required. Please contact Flatiron for bonding and insurance requirements, or if any other assistance is needed to facilitate your participation on this project. Quotations must be valid for same duration as specified by owner for contract award. Plans and specs are available for free download via an FTP transfer directly from the Santa Clara Valley Water District upon an email request to: scvwdplanroom@valleywater.org Plans and Specs are also available for viewing in Flatiron's Benicia office. Please call for an appointment to view in our office or locating online. Please contact Lillian Simon at LiSimon@FlatironCorp.com Quotes can be emailed to FWNCBID@FlatironCorp.com or to our BID FAX at 707-746-1603.

**PLANS AND SPECS ARE AVAILBLE FROM FLATIRON BY EMAIL REQUEST FOR ACCESS TO OUR
FTP SITE. SEND EMAIL TO: LiSimon@FlatironCorp.com**

FLATIRON WEST

2100 Goodyear Rd. • Benicia, CA 94510
Phone (707) 742-6000 • Fax (707) 746-1603
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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101 Reconstruct Overcrossing, Retaining Walls,
Ground Improvement - Burlingame
Caltrans #04-235844
BID DATE: **May 13, 2014 @ 2:00 PM****

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

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

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

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

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

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

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

1520 Fourth Street • Berkeley, CA 94710

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

Bid Requests from Certified SBE Subcontractors and Suppliers for ALL TRADES except for Earth Shoring

**HUNTER'S POINT SHIPYARD PHASE I,
BLOCK 56&57**

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

**Hunter's Point Shipyards Phase I, Block 56&57
Coleman Street at Innes Court
San Francisco, CA 94124
Bid Date: **5/15/14 @ 2 PM****

Voluntary Pre-bid Meeting on 4/30/14 at 11 AM at Construction Assistant Program Trailer Located at 690 Hudson Ave., Trailer "B", San Francisco, CA 94124.

CAHILL CONTRACTORS, INC.

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

JUV Inc is requesting Subcontractors, Suppliers bids from DVBE/LBE/MBE/WBE Companies for the project listed below.

**Project: New Academic Campus at 300 Seneca
New Classroom Addition
SFUSD Project # 11556
300 Seneca Avenue San Francisco CA 94112
Owner: San Francisco Unified School District
Bid Date **May 27st 2014 AT 2:00 PM**
Please fax your scope of work one day before bid**

**This project has Project Labor Agreement
and Local Hiring Requirements**

Scope of Work Includes: Demolition, Underground Utilities, Concrete, Metals, Carpentry, Casework, Insulation, Roofing, Doors and Windows, Flooring, Acoustical Ceilings, Tile, Specialties, Fire Suppression System, HVAC, Plumbing, Electrical.

**100% PERFORMANCE AND PAYMENT
BOND MAY BE REQUIRED
JUV INC WILL PAY UP TO 1.5% OF BOND
PREMIUM**

JUV Inc.

1616 Franklin Street Suite # 203 • Oakland, CA 94612
(510) 836-1300 • Fax (510) 836-1301
Contact: David Gruzman • Email: david@juvinc.com

JUV Inc is an Equal Opportunity Employer

- Your advertisement in the SBE is sent to the contractors, professional and business service businesses you want to reach.

- SBE daily and weekly circulation reaches over 30,000 construction, commodity, professional and business service businesses.

- SBE's B2B database has the largest central circulation database of certified DBE/SBE/WBE/DVBES

BUSINESS MARKETING ON A DIVERSE MARKET

Concerned about DBE Compliance?
SBE helps businesses with targeted outreach to find the firms you need.

Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses

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

Visit www.sbeinc.com

**Visit SBE Website
www.sbeinc.com**

1984 **30** Years 2014

California Sub-Bid Request Ads

DeSilva Gates-Flatiron West, a Joint Venture of DeSilva Gates Construction, L.P. and Flatiron West, Inc., is soliciting for DBEs for the following project:

CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY IN BURLINGAME FROM 0.3 MILE NORTH OF ANZA BOULEVARD TO 0.9 MILE SOUTH OF MILLBRAE AVENUE OVERCROSSING - ROUTE 101,
Contract No. 04-235844

Federal Aid Project ACNHP-Q101(237)E

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

BID DATE: May 13, 2014 @ 2:00 P.M.

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

DESILVA GATES CONSTRUCTION -

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

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

FLATIRON WEST -

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

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

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

DeSilva Gates-Flatiron West, a Joint Venture

11555 Dublin Boulevard
 P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263
 Website: www.desilvagates.com
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DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

CONSTRUCTION ON STATE HIGHWAY IN SACRAMENTO COUNTY IN AND NEAR RANCHO CORDOVA FROM 0.5 MILE EAST OF WATT AVENUE OVERCROSSING TO FAIR OAKS PEDESTRIAN UNDERCROSSING,

Contract No. 03-4M8504,

Federal Aid Project ACNH-P050(134)

OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
 1727 30th Street, Bidders' Exchange, MS 26, Sacramento, CA 95816

BID DATE: MAY 21, 2014 @ 2:00 P.M.

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

CONSTRUCTION AREA SIGN, ELECTRICAL, GUARDRAIL, LEAD COMPLIANCE PLAN, STRIPING, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.

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

DESILVA GATES CONSTRUCTION, L.P.

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

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

CONSTRUCTION ON STATE HIGHWAY IN SACRAMENTO COUNTY IN AND NEAR SACRAMENTO FROM 5/99 SEPARATION TO 1.3 MILES NORTH OF ELKHORN BOULEVARD OVERCROSSING AND FROM 0.5 MILE NORTH OF ELVERTA ROAD OVERCROSSING TO SUTTER COUNTY LINE, Contract No. 03-4M8204

OWNER: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
 1727 30th Street, Bidders' Exchange, MS 26, Sacramento, CA 95816

BID DATE: MAY 14, 2014 @ 2:00 P.M.

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

AC DIKE, CONSTRUCTION AREA SIGN, ELECTRICAL, EROSION CONTROL, GUARDRAIL, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP PLAN, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.

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

DESILVA GATES CONSTRUCTION, L.P.

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

An Equal Opportunity Employer

DeSilva Gates Construction is soliciting for SBEs for the following project

**LOWER SILVER CREEK FLOOD PROTECTION AND CREEK RESTORATION PROJECT,
 MOSS POINT DRIVE TO CUNNINGHAM AVENUE (REACH 6B)**

Project No. 40264008, Contract No. C0594

OWNER: SANTA CLARA VALLEY WATER DISTRICT
 Room B108 of the District's Administration
 Building, 5750 Almaden Expressway, San Jose, CA 95118

BID DATE: MAY 14, 2014 @ 2:00 P.M.

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

EROSION CONTROL MATERIALS, EROSION CONTROL MONITORING, SUPPLY AND INSTALL TEMPORARY EROSION CONTROL, SITE REVIEW AND MONITORING OF LIMITS, NOISE AND VIBRATION MONITORING, QUALITY ASSURANCE, CLEARING AND GRUBBING/DEMOLITION, TRUCKING FOR CHANNEL EXCAVATION, PLANTING AREA PREP, SUPPLY ARMORING AGGREGATE, TRUCK ARMORING AGGREGATE, MINOR STRUCTURES, FLOODWALLS, CIDH, SUPPLY DECOMPOSED GRANITE, SUPPLY AND DECOMPOSE GRANITE, UNDERGROUND IMPROVEMENTS/ROCK SLOPE PROTECTION, HABITAT SEEDING, IRRIGATION, PLANTING, ESTABLISHMENT MAINTENANCE.

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

DESILVA GATES CONSTRUCTION, L.P.

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

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

**Alameda County Flood Control & Water Conservation -
 San Leandro Creek (Line P) ConcreteChannel Rehabilitation**

Location: Oakland, CA

Project No. FC 12-200

Bid Date: May 13, 2014 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; Shoring; Rebar; Concrete; Shotcrete; Street Sweeping; Misc. Metals; and Wall Coring.

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

McGuire and Hester

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Contact: Duane Schulze

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California Sub-Bid Request Ads

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Replace Horsethief Creek Bridge on Route 138

Caltrans Contract No.: 08-0J8504

District 08 on Route 138

DBE Goal: 9%

Bid Date: May 22, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

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

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

Job Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temp Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Cold Plane Asphalt Concrete Pavement, Concrete Barrier, Bridge Removal, Clearing & Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Backfill, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, CIDH Concrete Piling, Prestressing Precast Girder, Structural Concrete (Bridge), Minor Concrete, Joint Seal, Bar Reinforcing Steel (Bridge), Roadside Sign, Corrugated Steel Pipe, Flared End Section, Rock Slope Protection, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Thermoplastic Traffic Stripe, Landscape and Irrigation, Temporary Signal System, Asbestos Removal, Biologist, Permanent Steel Casing, CIDH (Rock Socket), Precast Concrete Girder, Stain Concrete, Temporary Arroyo toad Fence.

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

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 Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
 Ph: (951) 684-5360, Fax: (951) 788-2449
 Email: joe.sidor@skanska.com

BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS
 FROM QUALIFIED CALIFORNIA
 DEPARTMENT OF GENERAL SERVICES (DGS) CERTIFIED SMALL/
 MICRO BUSINESSES SUBCONTRACTORS AND SUPPLIERS
 FOR THE FOLLOWING PROJECT:

PROJECT: South Campus Generator Replacement

Contract No. 60204016

OWNER: Santa Clara Valley Water District

BID DATE/TIME: May 21, 2014 – 2:00 PM

DGS certified small/micro businesses wanted for the following items, including, but not limited to: **Temporary Electricity; Site Construction and Demolition; Electrical and Communication Structure; Concrete; Reinforcing Steel; Doors & Windows; Painting & Coating; Instrumentation and Control; Electrical Testing; Electrical Material Suppliers; Generator Supplier**

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work, as well as assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will be made available to interested DGS certified small/micro business suppliers and subcontractors.

Plans available for viewing at:

Blocka Construction, Inc.

4455 Enterprise Street, Fremont, CA 94538

Contact: **Maureen Kelly-Thompson**

mkellythompson@blockainc.com

510-657-3686 – Office ; 510-789-7988 – Direct; 510-657-3688 - Fax

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SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Puente Avenue Grade Separation Project

Located in the County of Los Angeles and City of Industry

ACE Contract/IFB No.: 13-07

SBE/DBE Goal: 11%

Bid Date: May 21, 2014 – 2:00PM

The Puente Avenue Grade Separation Project is located within the Union Pacific Railroad (UPRR) Alhambra Subdivision in the City of Industry on Puente Avenue. The project is located at mile post (MP) 498.20. The grade separation is between Valley Boulevard to the south and Nelson Avenue to the north. Puente Avenue will be lowered beneath the UPRR railroad.

The project will construct a bridge structure over Puente Avenue for Valley Boulevard. The Valley Boulevard structure is within the unincorporated area of Los Angeles County.

Plans and Specifications are available for view at our main office in Riverside or may be downloaded online from the owner at: <http://www.planetbids.com/portal/portal.cfm?CompanyID=15588>

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

Sewer installation, utility casing, railroad shoofly Installation, installation of CIDH and secant piles, retaining wall construction, waterline installation, sewer siphon with air line, furnish and installation of steel girders, reinforcing steel, roadway excavation, clearing, building demolition, survey, traffic control, water pollution control, disposal of contaminated soil, concrete bridge structure, storm drain, drainage structures, storm water pump station construction, street lighting, landscaping and irrigation, storm drain realignment, curb and gutter, protection of the Avocado Creek drainage facility, asphalt pavement, PCC pavement, waterproofing, masonry building construction, plumbing, fencing, signing and striping, and traffic signals.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified SB/DBE companies for this project. All interested subcontractors, please indicate all lower tier SB/DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

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

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 Ph: (951) 684-5360, Fax: (951) 788-2449
 Email: jerome.dipadova@skanska.com

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

Healdsburg Avenue Bridge Retrofit/Rehab Project, Sonoma County
City of Healdsburg Project #2014-03, Bid Date: May 15, 2014 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (7.1% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Fencing, Prepare SWPPP, Storm Water Annual Report, Construction Area Signs, Traffic Control System, Traffic Management Plan, Type III Barricade, Temp Pavement Delineation, Temp Railing, Temp Crash Cushion Module, Temp Concrete Washout, Contractor Supplied Biologist, Fish Protection, MBGR, Remove Concrete Platform, Remove Concrete, Remove Railing, Clearing & Grubbing, Roadway Exc, Landscaping, Class 2 Aggregate Base, Asphalt Concrete, Rock Slope Protection, Minor Concrete, Steel Pedestrian Railing, T-Plastic Traffic Stripe, Pavement Markers, Core & Pressure Grout Dowel, Core Concrete, Bridge Removal, Lead Compliance Plan, Structure Exc, Structure Backfill, Concrete Piling, Structural Concrete, Fiber Reinforced Lightweight Concrete, Drill & Bond Dowel, Replace Bearing Assembly, Joint Seal, Bar Reinforcing Steel, Structural Steel, Clean & Paint Structural Steel, Clean & Paint Structural Steel (Existing Bridge), Misc Metal, CA ST-30 Bridge Rail, Pedestrian Railing, Pedestrian Access (Shuttle Service), Reset/Adjust Roadway items, Welded Steel Pipe, Flexible Expansion Joint, Signal & Lighting, Structural Steel, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the City of Healdsburg at: <http://www.ci.healdsburg.ca.us/index.aspx?page=579>. Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

C.C. Myers, Inc.



3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

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

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

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California Sub-Bid Request Ads

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

**Marsh Creek Detention Facility Bridge, Contra Costa County
Contra Costa County Project #4660-6X4015, Bid Date: May 13, 2014 at 2:00 pm**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (20.68% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Demo Bridge, Fencing, Prepare SWPPP, Storm Water Annual Report, Construction Area Signs, Traffic Control System, Construction Staking, Traffic Management Plan, Remove Concrete, Transition Railing, Clearing & Grubbing, Roadway Exc (Haz-Mat), Landscaping, Erosion Control, Willow Cutting, Rock Slope Protection, Water Quality Monitoring, Asbestos Compliance, Biologist, Aggregate Base, Hot Mix Asphalt, Rock Slope Protection, Lead Compliance Plan, Structure Exc, Structure Backfill, Prestressing Cast-In-Place Concrete, Seal Course Concrete, Replace Bearing Assembly, Misc Metal, Joint Seal, Signal & Lighting, Object Marker, Bar Reinforcing Steel, Structural Steel, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the Contra Costa County <http://www.co.contra-costa.ca.us/1489/Marsh-Creek-Detention-Facility-Bridge> Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

C.C. Myers, Inc.



3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

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

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

C.C. Myers, Inc., is a Union Contractor

WASHINGTON SUB-BID REQUEST AD

SUB-BIDS REQUESTED FOR

Request for Certified D/M/WBE Subcontractors & Suppliers

SR 530/SKAGLUND HILL VIC. TO C-POST ROAD VIC.- EMERGENCY ROADWAY RECONSTRUCTION PROJECT

Owner: Washington Department of Transportation (WSDOT)

Bid Date: May 23, 2014 at 11:00 am

D/W/WBE 12% Goal



Skanska-Scarsella, Joint Venture

1995 Agua Mansa Road, Riverside, California 92509

(951) 368-6421, Fax (951) 788-2449

Point of Contact: Mike Randall, Sr. Estimator
bids.NW@skanska.com

Quotes from certified D/M/WBEs requested for, but not limited to: Drainage, Embankment, Equipment Rental, Erosion Control, Fencing, Fish Passages, Flagging, Hydroseeding, Landscaping, Office Supplies, Quality Control Services, Reprographic Services, Signing, Street Cleaning, Striping, Surveying, and Trucking.

Plans and specifications can also be downloaded, at no cost at:

<http://www.wsdot.wa.gov/biz/contaa/DESIGNBUILDCONTRACTS/SR530SkaglundHillEmergencyReconstruction/Default.htm>

Assistance in obtaining bonding, lines of credit, insurance, equipment supplies and materials is available upon request. Skanska-Scarsella analyzes and considers each D/M/WBEs quote, including those that are broken down into economically feasible units to facilitate bidding. Quotations must be valid for same duration as specified by Owner for contract award. Notwithstanding any contrary language in a bid to Skanska-Scarsella or any prior course of dealing between Skanska-Scarsella and a bidder, and unless waived in writing by Skanska-Scarsella, Skanska-Scarsella reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Skanska-Scarsella in the amount of 100 percent of the bid to Skanska-Scarsella. Skanska-Scarsella will reimburse the bond premium at actual cost not to exceed 3%.

The Design-Builder in accordance to Title VI of the Civil Rights Act of 1964, 78 Stat. 252 U.S. Code 2000d to 2000d-4, and Title 49 Code of Federal Regulations, Part 21, hereby notifies all bidders that it will affirmatively ensure that in any contract entered into Pursuant to this advertisement, minority business enterprises will be afforded full opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, national origin and sex in consideration for an award.

Non-D/M/WBEs Subs/Suppliers: Indicate 2nd tier D/M/WBEs participation offered on your quotation as it will be evaluated with your price.

State Hires AECOM to Study Sites for New Buffalo Bills Stadium

A California architectural and planning firm has been tapped by the Cuomo administration to quickly begin scouting locations for a new stadium for the Buffalo Bills, and to come up with a detailed, financial feasibility report in just two months for up to four possible sites in Western New York.

AECOM, a Fortune 500 company that has worked on numerous professional, college and Olympic stadium projects, will begin Monday to identify and review potential stadium sites. The state hopes to use the resulting economic impact report to persuade the next owners of the Bills to remain in Western New York, according to information obtained by The Buffalo News on Tuesday.

The location scouts will confine their work to the "Buffalo region" -- avoiding Ontario -- to develop detailed projections on everything from the number of seats to how to incorporate a new football facility into other economic development projects in a community.

Sources close to the effort said the company could look at a dozen sites before reducing the list to a "workable" three or four new locations. The company also is charged with doing an economic analysis of keeping the Bills in their current stadium in Orchard Park.

Site visits by AECOM executives will start Monday and conclude June 17, with a draft report due to the state by June 17 and a final report by July 11.

The work is being fast-tracked because of the effort by the trust of the estate of the team's longtime owner, the late Ralph C. Wilson Jr., to sell the team, possibly as soon as this year. It also comes after the state, county, team and National Football League last year approved a new stadium lease to keep the Bills in Buffalo for 10 years, though there is an escape clause in the contract's seventh year.

The state's work with AECOM, as well as the Buffalo News' report last week of the rehiring by the state of a Manhattan law firm to represent its interests in Bills' matters, shows a growing interest in making sure the team does not slip away from New York under new owners.

The Cuomo administration is hoping to negotiate a new stadium lease deal with the next team's owners with terms as long as 30 years.

"We want to present a long-term solution that will keep the Bills in Western New York for decades to come. Someone is going to buy the team, and we want them to have the best information available in order to give them confidence in the region and the widespread support the team has," said Irwin Rajj, co-chairman of the Sports Practice legal team at Foley & Lardner, which represented the state during the 2012-2013 stadium lease negotiations and was recently retained again by the state.

The audience for the report is not only Cuomo and Erie County -- so officials can know the economic and financial implications of any new stadium project -- but also buyers of the team and the NFL, whose owners have to approve the sale of the team.

For the state, keeping the Bills in Western New York was a major prize when it secured its deal with Wilson last year. That pact included a \$400 million penalty if the team -- and any future owners

-- leaves the region within the deal's 10 years, with the exception of a cheap escape clause during year seven of the contract.

Now, as he faces re-election this fall, Cuomo has realized the growing importance of trying to get a long-term deal with a new owner. Many potential buyers' names have been floated -- from a local consortium led by Delaware North's Jacobs family to former Buffalo Sabres owner Tom Golisano to billionaire developer Donald Trump.

"Gov. Cuomo and this administration want to send a very strong message to the new owners and the NFL that we are committed to keeping the Bills in Buffalo and are prepared to do the legwork to make this a reality," said Howard Glaser, Cuomo's director of state operations, who was the point person during the 2012-2013 stadium lease talks.

AECOM's fees will be taken out of the \$350,000 the state recently awarded Foley & Lardner as part of a three-year contract. AECOM's total price tag was not revealed, though portions of it -- such as \$5,000 for each rendering the firm completes for new stadium sites -- were contained in a document obtained by The News.

The report will include an array of architectural, infrastructure and financial information, but it will not include what the state might be willing to spend on a new stadium. That would come down the road, assuming the new owners want a new stadium and want to stay in the region.

Sources say the next owners will certainly want to perform their own stadium analysis but that AECOM's work will be an important tool the next owners -- or prospective bidders -- can use in judging the value of keeping the team here.

AECOM has been a key partner in stadiums for the NFL's Seattle Seahawks and baseball's Arizona Diamondbacks. It was involved in the renovations at Lambeau Field for the Green Bay Packers and the Olympic Stadium for the 2008 Olympic Games in Beijing, as well as a number of major college football stadiums.

With 45,000 employees worldwide, the company is headquartered in Los Angeles.

The timetable is short, given the amount of work the state and the law firm want from AECOM. The company will look at whether it makes financial and economic sense to build a stadium with, for instance, 60,000 to 80,000 seats, and whether the right parcels exist in downtown Buffalo or other areas for a new stadium. Infrastructure, such as existing or new roads that might be needed, will be a part of the work, as well as how many acres a stadium would need and, most obviously, construction cost estimates.

Sources said the sites will be as specific as possible and won't be listed as just "downtown Buffalo."

Ancillary mixed-used real estate developments for a new stadium site -- such as possibly incorporating a stadium into some kind of year-round venture -- also will be a key part of the study. Revenue estimates for everything from ticket sales to parking and concessions also will be projected for each site, and the firm will have to estimate costs for purchasing seats and "soft" costs, such as marketing.

Contractor Structure Tone Agrees to Pay \$55 Million in Fraud Plea

By Debra K. Rubin

Structure Tone Inc., the New York City-based building and interiors construction giant, pleaded guilty to fraud charges in a Manhattan court April 30 in a client overbilling and falsified recordkeeping arrangement, and will pay \$55 million.

Manhattan District Attorney Cyrus R. Vance, Jr. said the payout was one of the largest forfeitures ever imposed on a construction company, but the firm was sentenced to a three-year "conditional discharge."

No company executives were named in the agreement.

"Interiors construction is a multi-billion dollar industry in New York City and is vital to our city's economy," said Vance. "This plea agreement addresses the severity of Structure Tone's criminal conduct, while taking into consideration the remedial actions the company has implemented since 2010 to end the fraud and provide better oversight of its business practices."

Structure Tone ranks at No. 19 on ENR's list of The Top 400 Contractors, with \$3.08 billion in 2012 revenue, 86% in general building. Clients include banks, law firms, financial institutions, and advertising agencies, the D.A. said.

"We are pleased this matter has come to a conclusion," said Structure Tone in a statement. "The recordkeeping issues, which form the basis of this agreement, date back to the period 2005 to 2009, and we have fully cooperated with authorities from the beginning."



Vance said that, according to Structure Tone's guilty plea and documents filed in court, between 2005 and 2009, the company "required the subcontractors on CM jobs to increase their bids by adding, in many cases, unnecessary contingencies listed in an addendum provided by [the contractor] called the 'Rider B.' This practice was concealed from the ... clients."

The firm then obtained added discounts from subs that were not passed along to clients, says Vance. Structure Tone created fraudulent purchase orders that omitted subcontractor discounts, with subs holding overpayments for the contractor, according to the district attorney statement.

Structure Tone "recovered these overpayment amounts by inducing these same subcontractors to provide discounts to [it] on other unrelated GC projects," says Vance.

Under the plea agreement, Structure Tone will allow the D.A.'s office to review selected projects to insure "the safeguards [the firm] put in place are, in fact, working," says the court

document.

The contractor says that since about 2010, it has instituted new purchasing guidelines and trained its staff in their use. It also "has made Rider B transparent to all clients" and installed accounting procedures to track its use, according to the court document.

Structure Tone also has "issued directives to purchasing agents to cease the practice of obtaining undisclosed discounts from its subcontractors," the plea says.

The firm paid about \$30 million of its penalty with the rest to be paid over a three-year period beginning in April 2015.

The plea agreement is the result of a long-running investigation of industry corruption in New York City, said the D.A. statement.

Several other interiors' sector executives were indicted in 2011 related to a fraud conspiracy (see related link).

The D.A.'s office says its probe has resulted

in convictions of 17 construction firms and 13 individuals "on a variety of felony charges, including enterprise corruption, grand larceny and false recordkeeping."

In 1998, Structure Tone paid \$10 million and pleaded guilty to felony charges related to its role in a \$2-billion bid-rigging and bribery scheme involving major corporate clients.

"The financial position of our company ... continues to be strong," said Structure Tone. We will be paying the government from prior years' retained earnings," it added. "This case has no impact on our ability to complete existing and future projects."

The firm said that it has "strengthened our compliance protocols to improve transparency."

"Since our founding 43 years ago, we have developed a strong reputation for providing our clients with a high level of satisfaction and will continue to focus on providing best-in-class services," its statement said.

Source: <http://enr.construction.com>

Workers' compensation fraud and habitual lying result in eight year sentence



Insurance Commissioner Dave Jones

Chip Kyle Bolton, 33, a resident of Arizona who formerly lived in Salinas, received a maximum sentence to prison for eight years and eight months on May, 2, 2014 by the Honorable Russell D. Scott.

"Individuals that lie, exaggerate and falsify injuries with the intent to bilk the workers' compensation system are stealing from every Californian," said Insurance Commissioner Dave Jones. "My department remains steadfast in our mission to weed out these individuals and put an end to their deceitful and greedy practices."

The sentence followed a verdict by jury in April 2014 where Bolton was convicted of seven felony counts involving workers' compensation fraud and welfare fraud charges. In sentencing the defendant, to the maximum term provided by law, Judge Scott told the defendant the one truth that was proved at trial was that Bolton was a perennial liar, it was not impulsive conduct, but it is what he does and it is a way of life for him

Evidence presented at the trial established that in 2011 Chip Bolton reported an on the job injury

to his employer. He received immediate and continued medical treatment under the workers' compensation system and placed on total temporary disability for injuries as he described to his doctor. Bolton also made statements to a claims adjuster asserting an inability to stand for more than an hour, a numbing sensation from his hips to his knee, and an inability to hold his baby daughter. On this same day, Bolton was filmed at the YMCA exercising on an elliptical machine and playing basketball. At his deposition, he denied engaging in the very activities that were captured on film.

As for the welfare fraud counts, detectives established Bolton periodically received public assistance beginning in 2009. In 2012, while receiving this assistance, Bolton applied for and received unemployment insurance benefits from the Employment Development Department. Bolton signed, under penalty of perjury, documents attesting he was not receiving unemployment benefits when in fact he received and had cashed unemployment checks. Department of Social Services subsequently identified Bolton as ineligible to receive any benefits, because he did not accurately and truthfully

"Individuals that lie, exaggerate and falsify injuries with the intent to bilk the workers' compensation system are stealing from every Californian,"

**Dave Jones
Insurance Commissioner**

provide information on all his income, expenses, and the number of persons in his household.

Bolton's convictions include two counts of false/fraudulent statements in order to obtain workers' compensation benefits, one count of insurance fraud, one count of attempted perjury, one count of perjury, one count of welfare fraud and one count of grand theft. Victim restitution is ordered in the amount of \$60,488 for the workers' compensation fraud; \$18,912 to the Department of Social Services and \$4,950 to the Employment Development Department for a total restitution of \$84,350.

Source: © California Department of Insurance

Mayor Lee Announces New “BUY LOCAL” INITIATIVE

Continued from page 1

changes to Chapter 14B require approval from the San Francisco Board of Supervisors (BOS). Mayor Lee said he is currently working with members of the BOS to rewrite the legislation.

For more information on LBE workshops and how to provide feedback, visit www.SFLBE14B.com.

Belle Taylor-McGhee is a freelance writer based in San Francisco and Vice President for Strategic Communications for JLM Management Group, a multi-disciplinary consulting firm specializing in strategic communications, media and public relations, community outreach and public engagement for private, public and nonprofit entities



Maria Cordero, Director Contract Monitoring Division (CMD)



Edwin M. Lee
San Francisco Mayor



Left to Right: **Ryan Young**, CMD, LBE Certification; **Boris Delepine**, CMD Analyst



Peter Goldstein, CCSF- Deputy Risk Manager; **Matt Hansen**, CCSF-Risk Manager



Mindy Lee, Compliance Officer/SFPUC; **Regina Du**, Compliance Officer, CMD; **Nichole Truax**, Manager, CMD/SFPUC



Left to Right: **Stephen Lau**, President, Soha Engineers; **Mennor Chan**, President, Telamon Engineering Consulting; **Dea Bachetti**, AE3 Partners

Mayor Lee Announces New “BUY LOCAL” INITIATIVE



Matthew Ajiaka,
President/CEO of Sonika Corporation



Finbarr Jewell, Compliance Officer,
Contract Monitoring Division (CMD);
Miguel Galarza, President,
Yerba Buena Engineering



Gerald W. Johnson, CEO, Small Business Exchange Inc.; **Belle Taylor-McGhee**,
Vice President for Strategic Communications for JLM Management Group



Kristy Dutch, Pfau Long Architects; **Dea Bachetti**, AE3 Partners;
Rick Dumas, AE3 Partners



Matthew Thomas, President Visit San Francisco;
Valerie Voorhies, Small Business Exchange, Managing Editor;
Dr. Caesar Churchwell, Sr. VP, San Francisco African American Chamber of Commerce

Public Legal Notices

MCCARTHY BUILDING COMPANIES, INC.

ADVERTISEMENT FOR PREQUALIFICATION OF SUBCONTRACTORS AND ADVERTISEMENT FOR PROPOSALS

PROJECT NOTICE

McCarthy Building Companies, Incorporated, hereinafter called MBC, intends to award subcontracts for Mechanical/Plumbing/Controls, Electrical/Low Voltage, and Fire Protection as a design build best value award for the following project:

UCSF CLINICAL SCIENCES BUILDING AND OPTIONAL UC HALL SEISMIC RENOVATION PROGRAM

UCSF Project No.:

M2615 CSB SEISMIC RENOVATION

MBC Project No.: CM-0021

UNIVERSITY OF CALIFORNIA,
SAN FRANCISCO

PREQUALIFICATION OF PROSPECTIVE PROPOSERS:

The University and MBC have determined that subcontractors who plan to participate in the proposal process for this project must be prequalified in order to submit proposals.

Prequalified subcontractors are required to have California licenses for the work they plan to perform.

M2615-WC 1: Mechanical/Plumbing and Controls | B, C-20 and C-36

M2615-WC 2: Electrical, Fire Alarm, Low Voltage, Security, Tel Data, AV | B, C-10

M2615-WC 3: Fire Protection | C-16

GENERAL DESCRIPTION OF WORK:

M2615 CSB Seismic Renovation: Seismic retrofit and renovation of historic 110,780 GSF Clinical Sciences Building for future classroom and academic work space use. Scope includes design build Mechanical/Plumbing/Controls, Electrical/Low Voltage, and Fire Protection Systems. CSB is located at the Parnassus Campus located at 521 Parnassus Avenue, San Francisco CA 94143.

The contract will be divided into two parts, Part A (Design Work) and Part B (Construction). MBC/University will provide a stipulated sum for Part A Work. Part B is an option for award. MBC/University will establish a combined Total Target Budget (for M2615-WC1, WC2, and WC3) for Part B Work in the Proposal Documents. The three awarded Subcontractors

for Part A are required to submit a budget proposal, for their respective scopes, prior to MBC/University exercising Part B. It is the intent of MBC/University to exercise Part B when the three awarded Subcontractors have provided proposals that do not exceed the combined Total Target Budget for M2615-WC1, WC2, and WC3.

The project is a LEED Gold project, with a stretch goal of Platinum. The design and construction processes will be organized using Building Information Modeling (BIM), Lean Construction methods, including, without limitation, Target Value Design and Set-Based Design processes, Waste Elimination and Continuous Improvement, Pull Planning, Information Center Meetings, 5S and Visual Management, Build in Quality, Standardized Work, Total Station Layout, Just in Time Delivery, and Last Planner™ production management techniques, including Takt-Time Organization of workflows.

The current estimated construction costs for the following Bid Packages are:

M2615-WC 1: Mechanical/Plumbing and Controls | \$6,600,000 to \$8,000,000

M2615-WC 2: Electrical, Fire Alarm, Low Voltage, Security, Tel Data, AV | \$6,000,000 to \$7,000,000

M2615-WC 3: Fire Protection | \$850,000 to \$1,100,000

PREQUALIFICATION PROCESS:

PART 1 – Each prospective Proposer must complete Part 1 using McCarthy's Prequalification system and answer all questions and provide all requested information. Any prospective Proposer failing to do so will be deemed to be not responsive and not prequalified with respect to this Prequalification. Prior to starting the process, contact Judy Gee for Part I Instructions and General Requirements. Complete Part 1 by going to <https://prequalification.mccarthy.com/>. All Proposers that have responded to Part 1 will be notified in writing of whether or not they have successfully achieved Part 1 Prequalification status. Only those Proposers that have successfully achieved Part 1 Prequalification status will be permitted to participate in the Part 2 Prequalification process. Part 1 includes general questions on company information, type of services, business classifications, bonding limits, business and project references, license/claims history/disciplinary measures, safety and health status, and business construction revenue.

PART 2 –When deemed necessary by University and MBC, Proposers who have successfully prequalified for Part 1 will be notified to also complete Part 2 process. Part 2 process will utilize University's SRS

system (Supplier Registration and Sourcing). Detailed instructions will be sent to Part 1 Prequalified Proposers when Part 2 process is applicable. Part 2 includes Project specific questions.

Only those Proposers that successfully achieve Part 1 and Part 2 (if applicable) Prequalification status will be determined to be prequalified and only those so prequalified will be eligible to submit a Proposal for this Project.

PREQUALIFICATION SCHEDULE:

Prequalification Documents will be available on MBC's prequalification system beginning **May 7, 2014 at 10AM PST.**

To start the prequalification process and if there are questions regarding access to or navigation of MBC's prequalification system or UCSF's SRS system, send an e-mail to Judy Gee: jgee@mccarthy.com with the following information in the email subject line:

UCSF Project No. M2615 MBC/SRS Prequalification

Any questions or requests for clarifications or interpretation of the Prequalification Documents must be submitted in writing to Kevin Lew, Project Manager, MBC Inc. by EMAIL to kew@mccarthy.com **5 PM PST, May 15, 2014.** Questions received after the above-noted deadline may be answered at the discretion of MBC and the University.

Prequalification via MBC's Prequalification system must be completed on or before **May 28, 2014 at 5 PM PST.** MBC will not accept completed questionnaires via FAX, US Mail or Email.

Proposals will only be accepted from prequalified contractors. Proposals will be due on **June 27, 2014 at 2:00 PM.** and shall be submitted electronically via the University's web based procurement platform.

Prior to the Proposal Deadline and after proposal opening, the University may establish a new Proposal Deadline no earlier than 24 hours from the prior Proposal Deadline, if no material changes are made to the Proposal Documents, and no earlier than 72 hours if material changes are made. In such event the University will, at a minimum, notify all persons or entities known by the University to have received a complete set of Proposal Documents and who has provided a street address and/or email address for receipt of any written pre-proposal communications.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the MBC or University's written notice regarding prequalification determination. Any assertion that the outcome

of the prequalification process was improper will not be a ground for a bid protest. However, MBC and the University reserve the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

This project will be insured under a University Controlled Insurance Program ("UCIP") providing workers' compensation and employer's liability insurance coverage, commercial general liability insurance coverage, and excess liability insurance coverage for Work performed on or at the Project site ("UCIP Coverages"). All insurance policies required to be obtained by Subcontractor shall be subject to approval by MBC and University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent rating by Standard and Poor's or Moody's.

Proposal Security in the amount of 10% of the Total Proposal Value shall accompany each Proposal. The surety issuing the Bid Bond shall be on the proposal deadline, an admitted surety insurer (as defined in California Code Civil Procedure Section 995.120)

The University and MBC reserves the right to reject any or all responses to Prequalification Questionnaires and to waive non-material irregularities in any response received.

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

All information submitted for prequalification evaluation will be considered official information acquired in confidence and the University will maintain its confidentiality to the extent permitted by law.

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

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

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

Naomi Kelly, San Francisco City Administrator

Continued from page 1

performing public works or other capital improvement projects to meet mandatory levels of San Francisco resident participation that support the local economy.

In 2004, Ms. Kelly was appointed the City Purchaser and Director of the Office of Contract Administration by Mayor Gavin Newsom. Ms. Kelly managed the procurement of approximately \$250 million in materials and supplies and approved approximately \$500 million of professional service contracts that support the operations of city services in a fair and transparent manner. She also improved the department's performance by enhancing and streamlining the procurement procedures.

Q: Has the local hire policy had any documented impact on local contractors seeking work with the City and County of San Francisco?

No, there has been no documentation of the Local Hire Ordinance's impact on local contractors. However, the Office of Economic and Workforce Development (OEWD) did release the San Francisco Local Hiring Policy for Construction 2011-12 Annual Report in March which found that 34% of total craft hours and 68% of apprentice hours for 22 active Public Works projects have been performed by local residents. The City's Local Hire Ordinance was adopted in December of 2010. As more information on the legislation's impact is released, the Contract Monitoring Division (CMD) will work with OEWD to gauge the ordinance's effect on LBE-certified firms.

Q: How has the city been assisting small contractors with bidding on local contracts?

The Contract Monitoring Division works in collaboration with city departments when they award their contracts. For example, the City has a set-aside program that awards to Micro-LBEs depending on the size of the contracts. For pub-

lic works contracts estimated to be equal to or less than \$400,000, the amount will not be less than 50%. For public works contracts estimated to be equal to or less than \$100,000, the set-aside award to Micro-LBEs will not be less than 25%. In addition, during pre-bid, pre-proposal meetings, CMD encourages all contractors, including small and micro LBE firms to request technical assistance to ensure clarification on contracting requirements. Under the 12B, Equal Benefits Program, CMD ensures timely and efficient analysis of their 12B submittals, thereby increasing the pool of pre-qualified small contractors.

Q: How is the City prepared to assist small contractors with JOC contracts that are becoming more prevalent as a bidding mechanism throughout the City and County of San Francisco?

One of the main concerns by small contractors with respect to JOC contracts is the bonding requirement. CMD worked with the PUC & DPW in order to set up a Micro Set-Aside JOC require-

ment that helps alleviate the bonding requirement concern (e.g. tying up small contractor bonding capacity). The City's Bonding and Financial Assistance Program for small contractors assists in this endeavor. The first JOC contract at the Airport will be advertised in early 2013. CMD has set the Airport JOC contract with a 25% LBE sub-goal. The license requirement is a "B" General Building trade.

Our City's Risk Manager has also been working with the contracting departments and the City Attorney's office to secure options for bond duration modifications on these JOC contracts. It is still a work in progress but is something that is at the forefront of our attention.

Visit SBE website to read the full article:

www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=682&pageID=25

Source: The Official Blog of Merriwether & Williams Insurance Services

Public Legal Notices

CALIFORNIA STATE UNIVERSITY STANISLAUS

CORP YARD EMERGENCY GENERATOR REPLACEMENT, PROJECT NUMBER 8713 CSU STANISLAUS ONE UNIVERSITY CIRCLE TURLOCK, CA 95382

The Trustees of the California State University will receive sealed bid proposals in room MSR290 at the above address, for furnishing all labor and materials for construction of the Corp Yard Emergency Generator Replacement **Project Number 8713**, for the CSU Stanislaus, campus.

Proposals will be received in the above-mentioned room until 2:00 p.m. on June 5, 2014 in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consists of but is not limited to: furnishing all labor, materials, equipment, transportation, supervision, permits, and incidentals to replace the existing generator and associated equipment with a new generator and related equipment in accordance with the plans and specifications published for this project and to remove and dispose of the existing generator and related equipment. Plans and specifications may be seen at the office of the University and Plan Rooms. Engineer's construction estimate is \$240,000.

Plans and specifications will be available for review and purchase after May 12th by requesting them from ARC by going to www.e-ARC.com/ca/modesto then clicking on "Public Planroom" or by calling the ARC Modesto location at, (209) 524-2924 asking for the PlanWell Department. Plans and specifications cost approximately \$125.00 per set plus tax and shipping payable to ARC and are non-refundable.

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. of the Contract General Conditions. The bidder should familiarize himself with all the provisions of the Contract General Conditions and Supplementary General Conditions.

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

A non-mandatory pre-bid walkthrough has been scheduled for Thursday, May 22, 2014 at 10:00 am. Interested bidders should assemble at the Mary Stuart Rogers Building, conference room MSR130C on the campus.

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

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by contractors, licensed in the State of California with a C-10 Electrical license, and the bid packages must be requested from the Trustees, located at CSU Stanislaus, One University Circle, Turlock CA 95382; Attention: Debbie DaRosa, (209) 667-3987.

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

UC Irvine Medical Center (UCIMC) invites sealed bids for a lump sum contract for **B23 Exterior Upgrade, Project No. 994024**, at UCIMC in Orange, CA.

DESCRIPTION: Replace all existing spandrel glass elements and mullion caps in Building 23 with a solid, light gray glass. Touch up paint around replaced glass as needed. As an alternate, add a canopy structure at the fourth floor terrace. Project completion time: 90 days.

EST. COST: \$800,000

BID DOCS AVAIL: 2pm, 5/6/14 at American Reprographics Co., Cost Mesa, CA 714-751-2680. Planrooms: F.W. Dodge 626-932-6120 or Reed 800-424-3996.

PREQUALIFIED BIDDERS: 2H Construction, Inc., Signal Hill, CA, 562-424-5567; De La Secura, Inc., dba DLS Builders, Orange, CA, 714-998-3790; J.R. Abbott Construction, Inc., Arcadia, CA, 626-462-9557; Kemp Bros. Construction, Inc., Santa Fe Springs, CA, 562-236-5000.

LICENSE REQ: Current and active "B" General CA contractor's license.

BID SUBMITTAL REQ: Sealed Bids due **2 PM, 6/4/14** at: UCIMC Planning Administration, Bldg. 27, Rm 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: **2:05 PM, 6/4/14**, Bldg. 56, Rm 114, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Contract will be awarded to lowest responsive bidder.

MANDATORY PRE-BID CONFERENCE: **Wednesday, 5/14/14** Pre-Bid Conference and Site Visit promptly at **9 AM** at UCIMC Bldg. 3, Room 101, 101 The City Drive S., Orange, CA 92868. **ONLY** prequalified bidders attending can submit Bids.

REQ'D BID SECURITY: 10% bid security. Surety issuing bid bond shall be an *admitted surety insurer (as defined in the CA Code of Civil Procedure Section 9951.120)* at bid deadline.

ADD'L REQS: Successful Contractor and subs must follow nondiscrimination req's in Bid Docs and pay prevailing wages at location of Work.

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

Contact David Donovan at 714-456-5628, ddonovan@uci.edu or Elita Dao at 714-456-8842, ecjohnso@uci.edu.

For other opportunities: <http://www.healthaffairs.uci.edu/planning-administration/>

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ADVERTISEMENT FOR BIDS

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

MISSION BAY VARIOUS BUILDING ROOF MAINTENANCE AND REPAIRS

Project No.: M3648 / Contract No.: SL0273

DESCRIPTION OF WORK:

Perform various roof repair and general maintenance work in Mission Bay Rock Hall, Genentech Hall, and Helen Diller building. Typical roof maintenance involves resealing and/or repair and reinforce the deteriorated components in the following areas:

- Roof penetrations (pipes, structural supports, and ducts)
- General roof membrane
- Sheet metal flashings and parapet caps
- Mechanical housings
- Roof top Air Handling Unit (AHU) intakes

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

PROCEDURES:

Bidding Documents will be available beginning **May 5, 2014 at 10AM** by requesting via e-mail to RFx@ucsf.edu with the following information: Company name, address, phone and fax nos. Please reference **Project No. M3648 in the subject line**. You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the bidding document.

Bidders must attend a **mandatory** pre-bid conference at **9:30 AM, May 12, 2014**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm>

(Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Sealed bids must be received on or before **3:00 PM, May 20, 2014** using the UC SRS system accessible through <https://suppliers.sciquest.com/UCOP/>. Bids will be opened at **3:05 PM** at Minnesota St. Finance Service Center, University of California, Can Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343.

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

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

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

LICENSE CLASSIFICATION: Roofing and Painting & Decorating Contractor

LICENSE CODE: C39 & C33

ESTIMATED CONSTRUCTION COST: \$100,000 - \$125,000

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

PORT OF SAN FRANCISCO

The Port of San Francisco is issuing a Request for Proposals (RFP) for a retail space located at Pier 33 North (33 1/2) on the Embarcadero at the foot of Bay Street to San Francisco based small businesses currently working with one of the San Francisco community-based organizations that provide technical assistance to emerging small businesses. The RFP is available for pick up at Pier 1, The Embarcadero or downloaded for the Port's website www.SFPort.com (<http://www.sfport.com/index.aspx?page=18>) For more information you may contact Jay Edwards in writing at Jay.Edwards@SFPort.com or Jeff Bauer at Jeff.Bauer@SFPort.com.

Submittals must be delivered by hand to the Port of San Francisco, Pier 1, San Francisco CA 94111, no later than 3:00 P.M. PST on Monday August 11, 2014.

5/1, 5/8, 5/15, 5/22/14

CNS-2616522#

SMALL BUSINESS EXCHANGE



CONCESSION OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport has commenced the Request for Proposals process for the Foreign Currency Exchange Services Lease. Staff invites you to attend the informational conference on May 14, 2014 at 10:00 a.m. at San Francisco International Airport, SFO Business Center, 575 N. McDonnell Road, 2nd Floor. The Lease is intended to provide foreign currency exchange services on an exclusive basis at San Francisco International Airport. The proposed minimum acceptable proposal amount is \$4,500,000, which will be the successful Proposer's minimum annual guarantee for the first year of the Lease, and a proposed term is five (5) years, with three (3) one-year options at Airport's absolute and sole discretion.

The RFP document is available online at <http://www.flysfo.com/business-at-sfo/current-opportunities>. For additional information, please call Gigi R. Ricasa, Senior Principal Property Manager, Revenue Development and Management, at (650) 821-4500.

CNS#2619176

State Hires AECOM

Continued from page 6

The company is assigning a number of executives to the project, including Jon Niemuth, the Kansas City-based director of AECOM Sports-Americas. Others include urban planners and transportation experts.

The review calls for "lessons learned" by up to five other stadium projects to help determine how everything from the size of a stadium to revenue projections and public sector financial support "might apply to a new Buffalo Bills stadium."

They will look at revenue potential from advertising and sponsorships for each stadium site and even whether certain features -- such as a retractable roof and the kinds of general admission and premium seating -- should be considered.

The final three or four sites selected by AECOM will be done, the document notes, in consultation with both Raij's law firm and the Cuomo administration's economic development agency.

The contract calls for AECOM to come up with one rendering for each site based on information from Google Maps and "massing of the proposed stadium and ancillary development." The company is not expected to show actual architectural designs, but the "scale and mass" of a stadium development.

Source: (c)2014 The Buffalo News (Buffalo, N.Y.)

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Public Legal Notices

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR SUBCONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, Santa Cruz, responses to the University's prequalification documents, Timber Framing subcontractors are sought for the following project:

ORIGINAL RANCH BUILDINGS –
HAY BARN RESTORATION
Project Number: 1326

UNIVERSITY OF CALIFORNIA, SANTA CRUZ

Prequalification of Prospective Bidders

The University has determined that bidders who submit bids on this project must be prequalified and that prequalified bidders must use prequalified subcontractors for the timber framing portion of the work.

Prequalified subcontractors will be required to have the following California contractor's license:

GENERAL BUILDING CONTRACTOR - B

General Description of Work: **The project will rebuild a historic hay barn on the UCSC campus using both new and salvaged materials. The barn was originally built in the 1850's using heavy timber framing. The project includes site grading, drainage and utilities; landscaping; heavy timber framing with pegged mortise and tenon joinery, conventional framing and roofing, mechanical, electrical, fire protection and plumbing. The approximate budget is \$2.5 million; the size is approximately 5,000 square feet.**

On: **Thursday, May 8, 2014** a single set of subcontractor prequalification documents will be issued to intending bidders at:

PHYSICAL PLANNING AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
1156 HIGH STREET
SANTA CRUZ, CALIFORNIA 94064
831-459-2366

Prequalification documents may be requested by email at khill@ucsc.edu or fax at 831-459-5517.

On **Thursday, May 18, 2014** completed prequalification documents will be received at:

PHYSICAL PLANNING AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
1156 HIGH STREET
SANTA CRUZ, CALIFORNIA 94064
831-459-2366

No prequalification documents will be accepted after **3:00 PM**. However, the University reserves the

right to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

Subcontractors will be notified whether or not they are prequalified.

Following is the anticipated bidding schedule:

1. Bidding Documents available to prequalified bidders - **June 4, 2014**
2. Bids received - **June 24, 2014**
3. Bids opened - **June 24, 2014**

The exact dates, times, and location will be set forth in an "Announcement To Prequalified Subcontractors."

Prequalification of prospective subcontractors will be determined by the application of a pre-established rating system to the following information to be submitted by prospective bidders:

1. California Contractor's license.
2. Surety.
3. Construction experience.
4. Arbitration and litigation claims history.
5. Bonding capacity.
6. Financial data.

A subcontractor will receive a pass/fail score. Only prequalified subcontractors will be allowed to submit bids to the prequalified contractors for the project. Prequalified bidders must use prequalified subcontractors for the timber framing portion of the work.

The evaluation is solely for the purpose of determining, in a timely manner, SUBCONTRACTORS who are deemed qualified for successful performance of the type of work included in this project. The contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to Prequalification Questionnaires and any or all bids and to waive non-material irregularities in any response or bid received.

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

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

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, Santa Cruz, responses to the University's prequalification documents for a Lump Sum contract are sought from bidders for the following project:

ORIGINAL RANCH BUILDINGS –
HAY BARN RESTORATION

Project Number: 1326

UNIVERSITY OF CALIFORNIA, SANTA CRUZ

Prequalification of Prospective Bidders

The University has determined that bidders who submit bids on this project must be prequalified.

Prequalified bidders will be required to have the following California contractor's license:

GENERAL BUILDING CONTRACTOR - B

General Description of Work: **The project will rebuild a historic hay barn on the UCSC campus using both new and salvaged materials. The barn was originally built in the 1850's using heavy timber framing. The project includes site grading, drainage and utilities; landscaping; heavy timber framing with pegged mortise and tenon joinery, conventional framing and roofing, mechanical, electrical, fire protection and plumbing. The approximate budget is \$2.5 million; the size is approximately 5,000 square feet.**

On: **Thursday, May 8, 2014** a single set of prequalification documents will be issued to intending bidders at:

PHYSICAL PLANNING AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
1156 HIGH STREET
SANTA CRUZ, CALIFORNIA 94064
831-459-2366

Prequalification documents may be requested by email at khill@ucsc.edu or fax at 831-459-5517.

On **Thursday, May 18, 2014** completed prequalification documents will be received at:

PHYSICAL PLANNING AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
1156 HIGH STREET
SANTA CRUZ, CALIFORNIA 94064
831-459-2366

No prequalification documents will be accepted after **3:00 PM**. However, the University reserves the right to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

Bidders will be notified whether or not they are prequalified.

Following is the anticipated bidding schedule:

1. Bidding Documents available to prequalified bidders - **June 4, 2014**
2. Bids received - **June 24, 2014**
3. Bids opened - **June 24, 2014**

The exact dates, times, and location will be set forth in an "Announcement To Prequalified Bidders."

Prequalification of prospective contractor bidders will be determined by the application of a pre-established rating system to the following information to be submitted by prospective bidders:

1. California Contractor's license.
2. Surety.
3. Construction experience.

4. Arbitration and litigation claims history.

5. Bonding capacity.

6. Financial data.

A bidder will receive a pass/fail score. Only prequalified bidders will be allowed to take out bidding documents and will be allowed to submit bids for the project. A bidder who falls under any of the following categories, will be excluded from submitting a bid:

1. Has had a surety finish work on any contract since .
2. Does not have currently available bonding capacity in excess of \$ 2.5 million.
3. Has not completed at least 3 contracts, each costing in excess of \$ 1 million between 2005 and 2014.
4. Does not submit a fully completed "Contractor's Statement of Experience and Financial Condition" (optional).

The evaluation is solely for the purpose of determining, in a timely manner, bidders who are deemed qualified for successful performance of the type of work included in this project. The contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University intends to prequalify subcontractors for the following portions of the work:

TIMBER FRAMING - B LICENSE

The University will provide a list of prequalified subcontractors to each prequalified contractor for solicitation of subcontractor bids by the contractor. Only prequalified subcontractors will be approved by the University for use in the designated portions of the work. A list of prequalified contractors will be provided to prequalified subcontractors once the contractor prequalification process is complete.

The University reserves the right to reject any or all responses to Prequalification Questionnaires and any or all bids and to waive non-material irregularities in any response or bid received.

Bid Security in the amount of 10% of the lump sum base bid, excluding alternates, shall accompany each bid. The surety issuing the Bid Bond shall be, on the bid deadline, listed in the latest published State of California, Department of Insurance, list of "Insurers Admitted to Transact Surety Insurance in this State."

All insurance policies required to be obtained by Contractor shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent ratings by Standard and Poor's or Moody's. The Certificate of Insurance shall be issued on the University's form.

Prospective bidders desiring to be prequalified are informed that they will be subject to and must fully comply with all of the bid conditions including 100% payment and 100% performance bonds, and compliance with all Affirmative Action requirements.

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

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

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- Metropolitan Water District of Southern California
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- UC Davis Medical Center
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- UC San Francisco CPEM
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Donna Hansen, UCLA

Fictitious Business Name • Abandonment

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358090-00

Fictitious Business Name(s):
Brighterme Lighting Co.
Address
**1 Daniel Burnham Ct #604,
San Francisco, CA 94109**
Full Name of Registrant #1
Qi Wang
Address of Registrant #1
**1 Daniel Burnham Ct #604,
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 **N/A**

Signed: **Qi Wang**

This statement was filed with the County Clerk of San Francisco County on **4/29/2014**.

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

Filed: **Guillermo Sandoval
Deputy County Clerk
4/29/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357506-00

Fictitious Business Name(s):
Urban Chica
Address
2228 Union Street, Penthouse Office, San Francisco, CA 94123
Full Name of Registrant #1
ATLAS REAL ESTATE INVESTMENTS, INC. (CA)
Address of Registrant #1
2228 Union Street, Penthouse Office, San Francisco, CA 94123

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/1/2013**

Signed: **Herve Vatinel, CFO**

This statement was filed with the County Clerk of San Francisco County on **3/28/2014**

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

Filed: **Melissa Ortiz
Deputy County Clerk
3/28/2014**

4/17/14 + 4/24/14 + 5/01/14 + 5/08/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358115-00

Fictitious Business Name(s):
David Baker Architects
Address
**461 2nd Street, C127
San Francisco, CA 94107**
Full Name of Registrant #1
David Baker, An Architectural Corporation (CA)
Address of Registrant #1
**461 2nd Street, C127
San Francisco, CA 94107**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/1/2013**

Signed: **David Baker**

This statement was filed with the County Clerk of San Francisco County on **4/30/2014**.

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

Filed: **Jennifer Wong
Deputy County Clerk
4/30/2014**

5/08/14 + 5/15/14 + 5/22/14 + 5/29/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357979-00

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

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/1/2014**

Signed: **Tim Dinh Nguyen**

This statement was filed with the County Clerk of San Francisco County on **4/22/2014**.

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

Filed: **Jeanette Yu
Deputy County Clerk
4/22/2014**

4/24/14 + 5/01/14 + 5/08/14 + 5/15/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358073-00

Fictitious Business Name(s):
Long Rainbow Spa
Address
**1311 23rd Avenue,
San Francisco, CA 94122**
Full Name of Registrant #1
Zhu Gui Fang
Address of Registrant #1
**1918 34th Avenue,
San Francisco, CA 94116**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/13/2014**

Signed: **Zhu Gui Fang**

This statement was filed with the County Clerk of San Francisco County on **4/28/2014**.

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

Filed: **Melissa Ortiz
Deputy County Clerk
4/28/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358088-00

Fictitious Business Name(s):
Xinton International
Address
**1 Daniel Burnham Ct #604,
San Francisco, CA 94109**
Full Name of Registrant #1
Xintong Zhang
Address of Registrant #1
**1 Daniel Burnham Ct #604,
San Francisco, CA 94109**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/29/2014**

Signed: **Xintong Zhang**

This statement was filed with the County Clerk of San Francisco County on **4/29/2014**.

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

Filed: **Guillermo Sandoval
Deputy County Clerk
4/29/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358077-00

Fictitious Business Name(s):
Pink Lotus Nails
Address
**1085 Fillmore Street,
San Francisco, CA 94115**
Full Name of Registrant #1
Yen Cam Dam
Address of Registrant #1
**27162 Tampa Avenue Apt. #72
Hayward, CA 94544**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/28/2014**

Signed: **Yen Cam Dam**

This statement was filed with the County Clerk of San Francisco County on **4/28/2014**.

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

Filed: **Jeanette Yu
Deputy County Clerk
4/28/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0358140-00

Fictitious Business Name(s):
SF Bay Scrubs
Address
**1918 Filbert Street #301,
San Francisco, CA 94123**
Full Name of Registrant #1
Michelle Elaine Kleier
Address of Registrant #1
**1918 Filbert Street #301,
San Francisco, CA 94123**

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: **Michelle Kleier**

This statement was filed with the County Clerk of San Francisco County on **5/1/2014**.

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

Filed: **Jennifer Wong
Deputy County Clerk
5/1/2014**

5/08/14 + 5/15/14 + 5/22/14 + 5/29/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357975-00

Fictitious Business Name(s):
Piper's Shoe Parlor
Address
**1682 Haight Street,
San Francisco, CA 94117**
Full Name of Registrant #1
Piper's Shoe Parlor LLC (CA)
Address of Registrant #1
**1682 Haight Street,
San Francisco, CA 94117**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/204**

Signed: **Kipling Rowe**

This statement was filed with the County Clerk of San Francisco County on **4/23/2014**.

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

Filed: **Jeanette Yu
Deputy County Clerk
4/22/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0357619-00

Fictitious Business Name(s):
Stirred, Not Shaken
Address
**1350 Turk Street #520
San Francisco, CA 94115**
Full Name of Registrant #1
Daniel Ponticello
Address of Registrant #1
**1350 Turk Street #520
San Francisco, CA 94115**

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: **Daniel Ponticello**

This statement was filed with the County Clerk of San Francisco County on **4/3/2014**.

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

Filed: **Jeanette Yu
Deputy County Clerk
4/3/2014**

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

Certified to win

Continued from page 2

Getting certified is no guarantee of success.

In 2012, less than 25% of certified firms actually won city contracts, according to a study conducted by the Manhattan Borough President's office.

The winners set themselves apart by connecting with programs and services offered by the city and then using those skills and connections to chase down deals.

Last year Danny Pretto, the owner of Staten Island-based Safeco Construction, participated in the city's Bond Readiness program.

The course teaches construction companies how to access bonds, which are required by the city.

Afterward, Pretto was able to secure a \$4 million bond - and about \$8 million worth of city construction contracts.

"You have to give blood, sweat and tears to get bondable," Pretto said. "It was definitely worth it."

Getting certified and doing business with the government isn't easy. Companies should expect to be heavily vetted. There are big capital requirements.

"From the time you apply for a contract to the time you are awarded a contract could take 12 to 18 months," said Candace Waterman, chief of staff at the Women's Business Enterprise National Council. It took some time for Brooklyn-based multicultural marketing firm Highbrid Media to get up to speed on nailing government work, said Juan Perez, the company's CEO.

But now Highbrid is making tracks.

This year, 25% of the firm's business will come from government clients including CUNY, which has tapped Highbrid to help recruit minority students.

"It's all about planning and being smart about contracting," Perez said. "It's a huge way to grow our revenues."

Source: NYDailyNews.com.

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Access to Capital

SMALL & MINORITY BUSINESS

Bank of America defends response to error in face-off with shareholders

By Adam O'Daniel

Chairman Chad Holliday and Chief Executive Brian Moynihan sought to reassure Bank of America Corp. (NYSE:BAC) shareholders that the company is on solid footing despite a recent spate of negative news.

At its annual meeting in Charlotte, BofA welcomed a small but lively group of investors, activists and attention-seekers at the Charlotte Marriott City Center, across the street from the second-largest U.S. bank's headquarters. BofA is the largest banking company in North Texas with \$53.26 billion in local deposits and 157 branches.

The big agenda item today was the recent accounting mishap that prompted BofA to halt a \$4 billion share repurchase plan and call off a dividend hike to 5 cents per share from the penny the bank has paid for five years. BofA disclosed a week ago that it had accidentally overstated its regulatory capital by \$4 billion, dating back to 2009. It must now resubmit its capital plan to federal regulators.

Related: Few protesters on streets as Bank of America faces shareholders (PHOTOS)

"Our goal is zero errors at all times," Holliday told the assembly in his opening remarks.

He said the bank is following the same three-step program it uses for all mistakes. No. 1: "Make it right," by quickly correcting the mistake. No. 2: "Get to the bottom of it," by determining how the mistake happened and then establishing preventive measures for the future. And No. 3: "Share the learning across the institution," so other parts of the company can be prevented from making the same mistake.

Moynihan said despite the mistake BofA has "rock solid" financial performance and has correctly reported all of its financial statements and earnings reports. "I know the capital adjustment was disappointing," he said. "It was disappointing to all of us."

Breaking from recent tradition, Moynihan turned over the stage to Chief Financial Officer Bruce Thompson early in the meeting — and

again multiple times throughout — to explain the mistake and report on the Bank of America balance sheet. Thompson told shareholders BofA caught the error during an internal review, immediately "escalated" the situation to the board of directors and then reported the mistake to the Federal Reserve.

From the outset, shareholders made the mistake a sticking point. Richard Davett, a frequent critic, interrupted the opening remarks to question the validity of the business meeting given the recent mistake. He later demanded director Sharon Allen, chair of the board's audit committee, and Frank Bramble, chair of the risk committee, to explain.

"It was a serious error and it was taken very seriously," Allen said, repeating Thompson's earlier explanation.

Bramble, who oversees the bank's Federal Reserve submissions, echoed the same sentiments. "We're all very disappointed in this adjustment, obviously."

CLSA analyst Mike Mayo asked the bank to provide more detailed explanations of how the mistake happened. He also questioned Holliday about whether or not BofA's massive size contributed to its accounting mistake.

BofA only disclosed that it is working with an unnamed third party to review what happened and will then hold responsible parties accountable and make needed changes.

"I believe very firmly this bank is not too big," Holliday said.

A representative from auditor PricewaterhouseCoopers attended the meeting but only offered brief boilerplate about its involvement with the accounting procedures. The firm was approved by shareholders for another year as external auditor.

All of the other management-sponsored proposals at the annual meeting passed, including measures on executive compensation and the reelection of all directors.

None of the shareholder proposals received enough votes to pass, including measures that would have opened director nominations to shareholders, required BofA to disclose all indirect lob-



Brian Moynihan, president and chief executive officer of Bank of America Corp

bying expenditures and disclose more details about the environmental impacts of its financing.

The meeting featured the same set of characters promoting various interests, including the Rev. Jesse Jackson, affordable-lending advocate Bruce Marks and representatives from the Rainforest Action Network, who asked BofA to do more in response to climate change.

A bizarre moment erupted when Judy Koenick, a frequent pest at BofA meetings, began demanding BofA disclose what types of light bulbs it uses in its office buildings.

"Oh, Jesus Christ," a woman yelled from the back of the room, cutting off Koenick. "You must not attack this fine gentleman. Sit down and shut

up."

The room erupted into laughter and applause.

Then the woman, later identified as Peggy McMahon, a New York shareholder, launched into the first of several speeches of her own, praising Moynihan.

"Stand tall Mr. Moynihan," she cried. "I love you Mr. Moynihan."

The CEO didn't miss a beat. "Between you and my mother, that's two of you."

Adam O'Daniel covers banking, entrepreneurs and technology for the *Charlotte Business Journal*.

Source: © 2014 American City Business Journals.

BBVA Compass hires veteran banker to lead its loan production office in the Bay Area

BBVA Compass hired veteran banker Jim Hatter to serve as the Bay Area market president for the bank's new loan production office in San Francisco.

"We're pleased to have Jim lead our Bay Area offices," said Ron Smith, Western regional executive for Commercial Banking at BBVA Compass. "He has more than a quarter-century of experience in the area and has already built a seasoned local commercial banking team to advise technology, health care, government and other clients."

The San Francisco office opened in March at 1 Post St. in McKesson Plaza in the city's financial district.

BBVA Compass now has loan production offices across the United States, with approval to open additional offices in Los Angeles, Seattle, Nashville, Tenn., Columbus, Ohio, and the North Carolina cities of Charlotte and Raleigh.

Hatter most recently served as a senior vice president and area manager at Bank of the West in its national banking division. He began his banking career in 1987 with Barclays Bank PLC, where he managed businesses in New York and London. Since 1998, he has worked in San Francisco for several financial institutions.

Hatter received his master's degree in business administration from Pepperdine University and

his bachelor's degree in investment finance from California State University-Northridge. Hatter is a community volunteer and active youth sports leader. He is the board chairman of California's Court Appointed Special Advocate Association and is also a member of the San Francisco chapter of the Association for Corporate Growth.

About BBVA Group

BBVA Compass is a subsidiary of BBVA Compass Bancshares Inc., a wholly owned subsidiary of BBVA (NYSE: BBVA) (MAD: BBVA). BBVA is a customer-centric global financial services group founded in 1857. The Group has a solid position in Spain, is the largest financial institution in Mex-

ico and has leading franchises in South America and the Sunbelt region of the United States. Its diversified business is geared toward high-growth markets and relies on technology as a key sustainable competitive advantage. Corporate responsibility is at the core of its business model. BBVA fosters financial education and inclusion, and supports scientific research and culture. It operates with the highest integrity, a long-term vision and applies the best practices. The Group is present in the main sustainability indexes. More information about the BBVA Group can be found at www.bbva.com.

■ Continued on page 16

Access to Capital

SMALL & MINORITY BUSINESS

Chase Joins SBA in celebrating 2014 National Small Business Week

Chase – America's #1 SBA lender – is joining with the U.S. Small Business Administration next week to recognize the power of the businesses and help keep them growing.

Chase is the presenting sponsor of the 2014 National Small Business Week, which starts in San Francisco on Monday and continues virtually and in cities around the country, culminating next Friday with the announcement of the National Small Business Person of the Year in Washington D.C. The national sponsorship complements the leadership of Chase as the banker to small businesses, including:

- **\$19 billion of new credit in 2013 – and \$56 billion in the last three years**
- **#1 SBA lender for approved loans overall for the last four years – and to women- and minority-owned businesses for the last two years**
- **Top regional ranking by J.D. Power for small business banking satisfaction in 2013**

"We're proud to support four million Chase business customers every day and all of America's businesses next week in sponsoring National Small Business Week," said Gordon Smith, CEO of Chase Consumer & Community Banking. "Small businesses employ half of all American workers, support communities large and small, and fuel our nation's economy."

Business owners can expect a full week of tips and offers from @ChaseSmallBiz to celebrate

#SBW2014 as well as a dedicated website – chase.com/smallbusinessweek. The website features:

- **Tips from experts and Chase clients:** Videos and webinars show how successful small business owners save time and money. Also, the recipients of Mission Main Street GrantsSM 2013 talk about their businesses and describe their trip to Google® headquarters.
- **Special offers from Chase:** Clients can take advantage of free equipment, bonus points and limited-time discounts through May 31 from the divisions that serve small business: Chase Merchant Services, Ink from Chase business credit cards, and Chase Business Banking.

Chase will help host events next week from Bakersfield, Calif. to Pompano Beach, Fla. – and dozens of locations in between, including:

- **Bakersfield:** Chase is the presenting sponsor of the Kern County Hispanic Chamber of Commerce-hosted Small Business Week Luncheon.
- **San Francisco:** Chase is presenting trends in digital banking for small businesses at the annual Barlow Research Conference.
- **San Marino, Calif.:** Chase is hosting a discussion for clients about health care reform and its impact on small business.
- **Denver:** Chase will announce additional support for entrepreneurs in Colorado, building on the success of its title sponsorship of Denver Startup Week in 2013.

National
Small Business
Week
May 12-16, 2014

- **Columbus, Ohio:** Chase is a supporting sponsor of Black Enterprise's BE100 Awards Dinner.
- **New York City:** Chase leaders will participate in several Small Business Week events, including the Federal Reserve Bank of New York's Small Business Summit panel discussion and an awards ceremony with Accion East.
- **Pompano Beach:** At receptions, Chase bankers will help South Florida business owners learn about financing options to grow their companies.

About Chase

Chase is the U.S. consumer and commercial banking business of JPMorgan Chase & Co. (NYSE: JPM), a leading global financial services firm with assets of \$2.5 trillion and operations worldwide. Chase serves nearly half of America's

households with a broad range of financial services, including personal banking, small business lending, mortgages, credit cards, auto financing and investment advice. Customers can choose how and where they want to bank: 5,600 branches, 20,000 ATMs, online, mobile and by phone. Chase Commerce Solutions is the #1 credit and debit card payment processor in the United States. More information about Chase is available at www.chase.com, @Chase and @ChaseSmallBiz. For more information, go to Chase.com.

Source: Business Wire



Wells Fargo Insurance Completes Sale of 40 Office Locations to USI Insurance Services

Wells Fargo continues to strengthen operations in key insurance locations across the U.S.

Wells Fargo Insurance, part of Wells Fargo & Company (NYSE: WFC), has completed a transaction with USI Insurance Services to sell 40 of its primarily smaller regional insurance brokerage and consulting locations. The sale is part of Wells Fargo's strategy to focus investments and resources in markets where the insurance business has the greatest growth potential and stronger partnerships with the bank's commercial customers.

"Wells Fargo continues to invest in and strengthen our insurance business," said Laura Schupbach, head of Wells Fargo Insurance. "This transaction is an important step in our ongoing strategy to grow the business in markets where we have the greatest opportunity to serve more of our core middle, upper middle market and risk management customers."

Through its Insurance Brokerage and Consulting (IBC) business, Wells Fargo provides national resources for property and casualty insurance and employee benefits as well as targeted insurance programs for industries such as real estate, health-care, energy, special risk, public entity, aviation, and hospitality. The business provides insurance consulting, sales and services to middle market, upper middle market, international and risk management customers.

USI is headquartered in New York and is the 14th largest insurance broker in the world. Wells Fargo team members who were actively working in the select IBC locations at the close of the transaction closes were offered continuous employment by USI.

Under the agreement, USI acquired the following locations: (Ala.) Birmingham, Tuscaloosa; (Alaska) Anchorage; (Calif.) Fresno, Grass Valley; (Fla.) West Palm Beach; (Ga.) Savannah; (Idaho) Boise; (Ind.) Elkhart, Fort Wayne; (Kan.) Overland Park; (Ky.) Lexington, Louisville; (Mich.) Grand Rapids; (Minn.) St. Cloud; (Neb.) Omaha; (N.M.) Albuquerque; (N.D.) Bismark, Fargo, Minot, Valley City; (Ohio) Dayton, Youngstown; (Ore.) Eugene, Newport; (Pa.) Erie; (S.C.) Columbia; (Tenn.) Knoxville; (Texas) El Paso; (Utah) Salt Lake City; (Va.) Abingdon, Bluefield, Norfolk, Vansant; and (W. Va.) Beckley, Charleston, Huntington, Martinsburg, Morgantown, Wheeling.

Wells Fargo Securities served as exclusive financial advisor to Wells Fargo Insurance Services in connection with the transaction.

About Wells Fargo Insurance

Recently named Best Insurance Broker in the U.S. by Global Finance Magazine¹, Wells Fargo Insurance provides solutions for a wide range of customers, including retail consumers, high net worth individuals, small businesses, as well as middle market and large corporate customers. Wells Fargo Insurance writes or places \$11 billion of risk premiums annually in property, casualty, benefits, international, personal lines, and life products and also includes the nation's largest crop insurance provider, Rural Community Insurance Services (RCIS).

About Wells Fargo & Company

Wells Fargo & Company (NYSE: WFC) is a nationwide, diversified, community-based financial services company with \$1.5 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 locations, 12,500 ATMs, and the internet (wellsfargo.com), and has offices in 36 countries to support customers who conduct business in the global economy. With more than 265,000 team members, Wells Fargo serves one in three households in the United

States. Wells Fargo & Company was ranked No. 25 on Fortune's 2013 rankings of America's largest corporations. Wells Fargo's vision is to satisfy all our customers' financial needs and help them succeed financially. Wells Fargo perspectives and stories are also available at blogs.wellsfargo.com and at wellsfargo.com/stories.

About USI Insurance Services

USI is the 3rd largest privately held insurance broker², the 4th largest commercial lines broker in the United States and the 14th largest insurance brokerage firm in the world. With more than 4,000 dedicated, experienced and innovative professionals, USI is a leader in middle market property-casualty, employee benefits, personal lines, retirement, program and specialty business. USI has been recognized for its innovation by Information Week 500 the last three years and Best's Review January 2014 Innovation Showcase. USI is headquartered in Valhalla, N.Y. and operates out of more than 100 offices across the United States. Additional information about USI may be found at www.usi.biz.

Source: Wells Fargo

BBVA Compass

Continued from page 14

About BBVA Compass

BBVA Compass is a Sunbelt-based financial institution that operates 684 branches, including 352 in Texas, 89 in Alabama, 78 in Arizona, 62 in California, 45 in Florida, 38 in Colorado and 20 in New Mexico. BBVA Compass ranks among the top 25 largest U.S. commercial banks based on deposit market share and ranks among the largest banks in Alabama (2nd), Texas (4th) and Arizona (5th). BBVA Compass has been recognized as one of the leading small business lenders by the Small Business Administration and was recently awarded the 2013 Celent Model Bank Award for its new core banking platform. Additional information about BBVA Compass can be found at www.bbvacompass.com, by following @BBVACompassNews on Twitter or visiting newsroom.bbva-compass.com.

Source: BBVA Compass

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SMALL BUSINESS EXCHANGE

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ABANDONMENT OF FICTITIOUS BUSINESS

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME File No. 2012-343164

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

1.) Long Rainbow Spa
Located at 1311 23rd Avenue, San Francisco, CA 94122

This fictitious business name was filed in the County of San Francisco on 5/2/2012 under file #2012-343164.

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

Full Name of Registrant #1
Yuet Mei Chan
5597 Serenity Ter, Pleasanton, CA 94588

This business was conducted by a AN INDIVIDUAL.

Signed: Yuet Mei Chan

This statement was filed with the County Clerk of San Francisco County on 4/28/2014

Filed: Jeanette Yu
Deputy County Clerk
4/28/2014

5/01/14 + 5/08/14 + 5/15/14 + 5/22/14

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME File No. A-0354687-00

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

1.) Urban Chica
Located at 2228 Union Street, Penthouse Office, San Francisco, CA 94123

This fictitious business name was filed in the County of San Francisco on 11/1/2013 under file #A-0354687-00.

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

Full Name of Registrant #1
ATLAS INSTITUTIONAL RE GRP INC. (CA)
2228 Union Street, Penthouse Office,
San Francisco, CA 94123

This business was conducted by a A CORPORATION

Signed: Herve Vatinel, CFO

This statement was filed with the County Clerk of San Francisco County on 3/28/2014

Filed: Melissa Ortiz
Deputy County Clerk
3/28/2014

4/17/14 + 4/24/14 + 5/01/14 + 5/08/14

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