



Voice of Small, Emerging Diversity Owned Businesses Since 1984

The Small Business Exchange introduces new programs in 2013



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 Inland Empire / Los Angeles
 Monday 5 pm PST / 7 pm CST

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Terrie Guerin • Marcia Henry

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ROBERT A. BOTHMAN, INC.

BART – EARTHQUAKE SAFETY PROGRAM
 STATION STRUCTURES
 A LINE - PROJECT NO.: 115PJ-110B
 City/Location: San Leandro, Hayward,
 Southern Hayward, Fremont
 Owner: San Francisco Bay Area
 Rapid Transit District
 Bid Date: Friday 5/17/13 at 5:00 PM

EARTHQUAKE SAFETY PROGRAM
 BUILDING A STRONGER SYSTEM

See Page 3 for the FULL Ad

DRAGADOS / SCHIAVONE / SOUTHLAND, a Joint Venture
 Request for Notice of Interest from certified DBE Subcontractors, Material and/or Suppliers, and professional services for: Regional Connector Transit Corridor
 OWNER: Los Angeles County MTA
 Bid Date: June 25, 2013

Telephone: (657) 229-7809 - See Page 5 for the FULL Ad

Assemblymember Holden to Amend AB 366

The Black Economic Council (BEC) recently voiced strong opposition to Assemblymember Chris Holden's proposed new legislation AB 366.

The immediate reaction from Assemblymember Holden's office was to reach out to learn exactly what our issues were with the bill and to ensure that the minority, woman and disabled veteran business communities would not be affected negatively.

The original language AB 366 modified the definitions for minority owned business. The result would place minority owned businesses, women owned businesses, and disabled veteran owned business enterprises (DVBE) at a competitive disadvantage in seeking contract awards. At the same time, the proposed bill would allow contract awards to large publicly held companies. Ownership would no longer be a criteria for inclusion under GO 156 for minority, women and disabled veteran owned firms. Smaller minority owned companies would again lose out to the fat cats.

As originally presented to Assemblymember Holden, the bill painted a picture of support for the community by promoting increased diversity

on boards and in executive level positions. Yolanda Lewis, CEO of Black Economic Council, led opposition efforts. Voices in opposition were raised, and the voices were heard. After learning about the negative impacts of the bill on the underserved business community, Assemblymember Holden agreed to work closely with the Black Economic Council to amend the bill.

The Black Economic Council will work closely with Assemblymember Holden's team to amend the bill. To further demonstrate Holden's and BEC's intentions and commitment to supporting small business and economic recovery for all California, steps are being taken to further improve the bill to strengthen support for service disabled veteran, woman and minority owned firms and community members.

As amended, the bill delivers a platform for creating a true win-win value proposition to help stimulate California's economy while supporting small business growth and long term sustainability.

With further refining, AB 366 can become a true benchmark and the gold standard in California



Continued on page 8 Assemblymember Chris Holden

SBA Changes Contracting Rule for Women-Owned Businesses



Image Credit by <http://www.sohotoday.net>

An interim final rule published in the Federal Register and effective immediately will amend regulations to the U.S. Small Business Administration's Women-Owned Small Business Federal Contract Program allowing for greater access to federal contracting opportunities for women-owned businesses as a result of the National Defense Authorization Act of 2013 (NDAA) signed in January.

The interim final rule removes the anticipated award price of the contract thresholds for women-owned small businesses (WOSB) and economically disadvantaged women-owned small businesses (EDWOSB) to allow them greater access to federal contracting opportunities without limitations to the size of the contract. The rule can be accessed at: <http://www.gpo.gov/fdsys/pkg/FR-2013-05-07/html/2013-10841.htm> and comments can be submitted on or before June 6, 2013, at www.regulations.gov, identified by the following RIN number: RIN 3245-AG55.

As a result of the rule change, contracting officers will be able to set aside specific contracts for certified WOSBs and EDWOSBs at any dollar level which will help federal agencies achieve the existing statutory goal of five percent of federal contracting dollars being awarded to WOSBs.

The SBA is currently working on the changes to the Federal Acquisition Regulations.

Prior to the rule change, the anticipated award price of the contract for women-owned and economically disadvantaged women-owned small businesses could not exceed \$6.5 million for manufacturing contracts and \$4 million for all other contracts.

Every firm that wishes to participate in the WOSB program must meet the eligibility requirements and either self-certify or obtain third party certification. There are four approved third-party certifiers

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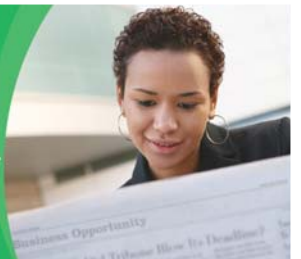
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On June 28, 2012 San Francisco Board of Supervisors designated the Small Business Exchange newspaper as a minority outreach newspaper for the following communities for FY 12-13:

- AFRICAN AMERICAN • CHINESE • HISPANIC



Leadership And Management: What Are We Talking About?



Darryl K. Henderson,
J.D. Street Articles Author

By Darryl K. Henderson, J.D.

Does an executive ever manage? Does a mid-level manager ever lead?

People often use the terms leadership and management interchangeably. Harvard Business School professor and author, John P. Kotter, says it well, "Leadership and management are different but complimentary." The goal is to apply the right approach at the right time.

FRAMEWORKS

"Leadership" entails influencing people to follow to achieve a common goal. It is big picture-focused. It is often, but not exclusively, executed at the highest level of an organization. Leadership consists of:

- **Setting Direction** – Establishing the mission, vision, core values and strategies to get

people moving in a specific direction.

- **Aligning People** – Communicating the mission, vision, core values and strategies, and allocating resources.
- **Motivating People** – Influencing people to achieve the mission and vision by executing the strategies.
- **Assessing** – Assessing results and making necessary adjustments.

"Management" entails executing tasks through other people. It is more narrowly-focused than leadership. It is commonly, but not exclusively, executed below the highest level of an organization. Management consists of:

- **Planning** – Establishing goals and tasks (i.e., plans) to achieve the strategies, inventorying resources, identifying process needs, and identifying potential risks.
- **Organizing** – Delegating responsibilities and dispersing resources.
- **Executing** – Directing people to implement plans, managing potential risks, measuring results, and making necessary adjustments.
- **Scoring** – Measuring, documenting and reporting results.

A subpart of management is "Project Management", which involves making sure a project is executed as follows:

- Within scope (purpose and parameters),
- On time (commencement and completion), and
- Within budget (revenue, expense and profit).

CORE TALENTS

Are leaders born or developed?

Leaders can be trained. Training is critical. But a person must be born with a core-level of talent to develop. As John C. Maxwell says in his book, "The Right to Lead", "You must be someone others can trust to take them where they want to go."

The core talents needed to be an effective leader include knowledge, skills and characteristics.

The knowledge and skills (i.e., technical abilities) can be developed through education, training and work experience. Those include:

- Communication
- Functional Knowledge (i.e., marketing, finance, operations, etc.)
- Analytical Thinking
- Strategic Thinking
- Problem-Solving
- Customer-Focus
- Team-Building
- Delegation
- Talent Development
- Change Management
- Cultural Competence

The characteristics (i.e., behavioral traits) of an effective leader can also be developed through education, training and work experience, but it is more difficult. Characteristics are difficult to both change and adopt, so a person may never strengthen unfamiliar characteristics enough to be a proficient leader. The characteristics include:

Continued on page 9

Entrepreneurship at the SBA? No way, says the House Small Business Committee

By Kent Hoover, Washington Bureau Chief

It doesn't pay to be entrepreneurial if you're the head of the Small Business Administration.

After four years in the job, SBA Administrator Karen Mills should know that by now. But Mills keeps creating innovative programs, only to be told by the House Small Business Committee that she can't do that without its permission. No wonder she's running away -- Mills will soon leave the government to once again breathe the private sector's fresh air.

Committee members today made it clear that they don't like the SBA's budget proposal for next year, particularly the agency's plan to spend \$57 million on entrepreneurial development programs that haven't been specifically authorized by Congress. The most expensive of these programs would be an intensive training program for established business owners to put them in a position to take advantage of growth opportunities.

"It's like a mini-MBA," Mills told the committee.

The program pulls the best practices from similar programs already in existence, such as the Kauffman Foundation's FastTrac program and Goldman Sachs' 10,000 Small Businesses program, Mills said. This year, the SBA's Emerging Leaders program offers executive-level training in 27 cities around the country, focusing on small business owners in under-served markets.

Expanding the program further would enable more existing businesses to create more jobs, Mills said.

The SBA also wants to boost job creation by startups by investing in business accelerators and regional clusters.

The problem with these plans, however, is that the SBA proposes to cut funding for its long-standing entrepreneurial assistance program -- Small Business Development Centers -- by \$10 million compared with this year.

SBDCs shouldn't worry, Mills said, because funding for the agency's new entrepreneurial development programs "will find their way to the Small Business Development Centers." That's because SBDCs, which receive state funding as well as SBA grants, will provide many of the new programs' services, in collaboration with other organizations.

But SBDCs that don't participate in these new programs would have less money to do what they've been doing for decades -- providing free assistance to small businesses in their areas.

Most members of Congress have SBDCs in their districts, so this proposed funding cut didn't sit well with many House Small Business Committee members.

"We're all hearing about the SBDC issue," said Rep. Kurt Schrader, D-Ore.

Rep. Sam Graves, the Missouri Republican who chairs the committee, was indignant about the SBA's proposal to increase funding for programs that were never authorized by Congress.

"Given the deficit, one would think that the SBA would find ways to cut back," Graves said. "Instead, the agency has the audacity to request nearly \$57 million in new funding for entrepreneurial programs not authorized in the Small Business Act. None of these programs have proven to create a single job."

The SBA's budget request for next year is lower than this year's funding, primarily because the health of its loan portfolio has improved so much that its flagship 7(a) loans will no longer need to be subsidized by the government.

But Graves told Mills that more cuts to the SBA budget are "definitely possible."

Where will the ax fall? On Mills' innovative new programs, of course. Mills may like them, but the House Small Business Committee doesn't like anything that it didn't create itself.

Source: The Business Journals; www.bizjournals.com

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NORTHERN CALIFORNIA SUB-BID REQUEST ADS

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

**Winters Road Bridge Replacement • Federal Aid No. BRLO-5923(067)
County of Solano**

***REVISED* Bid Date: May 16, 2013 at 2:00 pm**

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

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 can be downloaded from the County of Solano website by following this link: http://www.co.solano.ca.us/depts/rm/public_works/engineering_surveying_division/projects/request_for_bids.asp or by contacting Kimberlee Marlan by email at kmatlan@ccmyersinc.com or by phone @ 916-635-9370.

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.

AN EQUAL OPPORTUNITY EMPLOYER.

Request for sub-bids from Certified DVBE Subcontractors and Suppliers for:

**SF Community School Exterior Building Envelope Repair Project, SFUSD Project No. 11562
125 Excelsior Avenue, San Francisco
Bid Date: May 14, 2013 at 2 PM**

(Please submit to Rainbow by May 13th, 6 PM)

Requesting trades for the following work: Haz Mat Abatement, Scaffolding, Concrete Rehab, Masonry Restoration, TPO Roofing (tear-off and replacement), Sheet Metal Flashing, Sealant, Elastomeric Coating

Plans and Documents are available upon request or at www.e-arc.com/ca/sanfrancisco. Please include a copy of your DVBE certification letter with your bid. Subcontractors that are selected may be required to provide a Performance Bond and Payment Bond.

Rainbow Waterproofing & Restoration Co.

600 Treat Avenue, San Francisco, CA 94110
Phone: (415) 641-1578 • Fax: (415) 641-6151
Contact: Jessica Walitt • Email: jwalitt@rainbow415.com

D.L. Falk Construction Inc. Requesting sub-bids from qualified DVBE subcontractors and material suppliers for all services pertaining to this project:

**Independence High School Building
G & N Modernization
Bid #B-14-12-13**

**Location: 1776 Educational Park Drive, San Jose, CA 95133
Bid Date: May 15, 2013 @ 1:00 pm**

D.L. Falk Construction, Inc.

3526 Investment Blvd • Hayward, CA 94545
Contact: Joey Gita - joeyg@dlfalk.com
Ph: 510-887-6500 Fax: 510-887-6501

Sub Bids Requested From Qualified MBE/WBE/DBE Subcontractors & Suppliers for
**EBMUD - Pipeline Relocation, Schnitzer Steel • Spec No. 2066 • Location: Oakland, CA
Bid Date: May 15, 2013 @ 1:30 PM**

McGuire and Hester is seeking trades for the referenced project in the following trades: bore & jack; welding; trucking; and sawcutting.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
Phone: 510-632-7676 • Fax: 510-562-5209
Contact: Jim Falk • An Equal Opportunity Employer

SUB-BIDS REQUESTED FROM CERTIFIED QUALIFIED DVBE SUBCONTRACTORS & SUPPLIERS

S.F. COMMUNITY SCHOOL - EXTERIOR BUILDING ENVELOPE REPAIRS

SFUSD Project No.: 11562
San Francisco, CA
Bids: 5/14/13 @ 2:00 pm

Subs for Roofing and Scaffolding

EVEREST WATERPROOFING & RESTORATION, INC.

1270 Missouri Street • San Francisco, CA 94107

415/ 282-9800 • Fax: 415/ 282-1205

Email: Jeannie@everestsf.com

Contact: Keith Goldstein

Bonds and Insurance Required

An Equal Opportunity Employer

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 80 Pave at Willow - Hercules • Caltrans #04-4G3904

BID DATE: May 14, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Cold Plane AC, Reconstruct MBGR, Crack Treatment, AC Dike, Tack Coat, Roadside Sign, Detectable Warning Surface, Minor Concrete, Pedestrian Barricades, Striping & Marking, Loop Detector, Electrical and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

An Equal Opportunity Employer

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

Robert A. Bothman An Equal Opportunity Employer, is requesting bids from qualified SBE & M/WBE subcontractors for the following trade: Fiber Wrap Reinforced Polymer for the following project:

BART - EARTHQUAKE SAFETY PROGRAM STATION STRUCTURES

A LINE - PROJECT NO.: 115PJ-110B

City/Location: San Leandro, Hayward, Southern Hayward, Fremont

Counties: San Francisco, Alameda, Santa Clara, Contra Costa, Santa Cruz, San Mateo

Owner: San Francisco Bay Area Rapid Transit District

Bid Date: Friday 5/17/13 at 5:00 PM

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications.

This is a Public Works project subject to Prevailing Wage that will require Certified Payroll records be submitted on a weekly basis. We are signatory to Collective Bargaining Agreements. If any utilized subcontractors employ Operating Engineers, Laborers, Cement Masons, and Carpenters and are not signatory to these Unions, a one-job agreement will be required. 100% Payment & Performance bonds may be required from utilized subcontractors. Robert A. Bothman, Inc. utilizes a modified AGC Subcontract Agreement, which requires that all subcontractors meet specific requirements that may exceed project requirements. Insurance must be "Completed Operations Coverage", be the Primary Insurance and must include Waiver of Subrogation. Copies of all these requirements are available in our office or on our website at www.bothman.com/contracting.php.

Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

Robert A. Bothman, Inc.

650 Quinn Ave • San Jose, CA 95112 • Phone: (408) 279-2277 • Fax: (408) 279-2281
Shams Bashar • sbashar@bothman.com



A Joint Venture in Association with LAN I TY Lin

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

Please visit: www.sshjv-c700.com

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

EEO

Visit the Small Business Exchange online at
www.sbeinc.com or
Call 800-800-8534 for more info

SOUTHERN CA SUB-BID REQUEST AD

DRAGADOS USA



**Southland
Contracting**

Equal Opportunity Employers

DRAGADOS / SCHIAVONE / SOUTHLAND, a Joint Venture

3200 Park Center Drive, Suite 600 | Costa Mesa, CA 92626

TEL: (657) 229-7809 | FAX: (657) 549-6547

Regional@Dragados-USA.com | www.dss-jv.com

INVITATION TO BID

Request for Notice of Interest from certified DBE Subcontractors, Material and/or Suppliers, and professional services for:

Regional Connector Transit Corridor

OWNER: Los Angeles County Metropolitan Transportation Authority

LOCATION: Los Angeles, CA

COUNTY: Los Angeles

BID DEADLINE: June 25, 2013

DBE Anticipated Level of Participation (DALP): 20%

Quotes for Services & Supplies requested for the following items for bid including, but not limited to:

- | | | | |
|-------------------------|-----------------------|-------------------------|--------------------------|
| • Civil | • Photography | • Waterproofing | • Janitorial |
| • Fencing | • Plumbing | • Bridge Materials | • Printing/Reprographics |
| • Fire Protection | • Structural | • CADD Support | • Site Staff Labor |
| • Landscape/ Irrigation | • Survey/Construction | • Ventilation (tunnels) | • Augmentation |
| • Masonry | • Staking | • Catering | • Security |
| • Painting | • Trucking/Hauling | • Delivery Services | |

Opportunities for quotations will be needed throughout the life of the project. Terms and conditions should be made part of the quotations. 100% performance and payment bonds may be required for the full amount of the subcontract price. DSS JV will assist with obtaining bonding, lines of credit, insurance by encouraging the SBE/DBE to work with state supportive services programs. All responsive subcontractors must possess a current contractor's license, insurance, and worker's compensation coverage complying with DSS JV requirements and will be required to sign the standard DSS JV Subcontract Agreement. A Worker's compensation Waiver of Subrogation will also be required.

The DSS JV will analyze and consider each DBE quote received, including those that are broken down into economically feasible units to facilitate bidding. Quotes must be valid for the same period of time as specified by Owner for contract award. Any conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Subcontractor scope (including any conditions or exceptions) is required by June 7, 2013 to allow proper evaluation. Proposals are required by June 12, 2013. Send DBE certification (CUCP) with quote. Non DBE- Subs/Suppliers: Indicate 2nd tier SBE/DBE participation offered on your quotation as it will be evaluated with your price.

DSS JV is committed to ensuring that DBE has the maximum opportunity to successfully perform on this project, and to making good faith efforts to achieve the DBE goal.

Please register on our website www.dss-jv.com and send your scopes and quotes by fax to: (657) 549-6547 or email to regional@dragados-usa.com. DBE firms must be certified by the California Unified Certification Program (CUCP). Please include a copy of your DBE Certification with your scopes and quotes.

SKANSKA
in association with **AECOM**

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

Current and ongoing procurement opportunities for the I-805 North project are available through the project procurement website: www.usa.skanska.com/I805North
Bid Packages available are: Construction Survey, Rebar, Structure Concrete, CIDH, Electrical, and Drainage Pipe

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

Skanska is an Equal Opportunity Employer

**You Can Listen to the
SBE Talk Radio Podcast
by Visiting this link**

**[http://kcaaradio.celestrion.net/
kcaa-podcasts/exchange/](http://kcaaradio.celestrion.net/kcaa-podcasts/exchange/)**



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CENTRAL CA SUB-BID REQUEST AD



SWINERTON RENEWABLE ENERGY

Point of Contact: Chris Ruiz

Phone: (858) 622-4040 • Fax: (858) 622-4044 Email: cruiz@swinerton.com

**Photovoltaic Power Plant –
Westlands Solar Project**

20MW plant in Huron, Fresno County, CA

The Goal as follows:

10% Women, Minority, and Service Disabled Veteran owned Business Enterprises certified with the California Public Utilities Commission (CPUC) or Supplier Clearinghouse.

This project consists of the following:

Site Work: Surveying, Interior dirt road construction, fencing

Electrical: AC & DC electrical system installation

Prior Utility-scale PV experience is required
Subject to Swinerton prequalification process

We are soliciting bids for all trades. If interested in bidding please contact Chris Ruiz for bid documents and formal scope of work.

Bid Date is Friday, May 24, 2013 at 2 PM

Bids to be received at:

Swinerton Builders

16798 West Bernardo Drive • San Diego, CA 92127

Attention: **Chris Ruiz** • cruiz@swinerton.com

Phone (858) 622-4040 • Fax: (858) 622-4044

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a U.S. Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a U.S. Treasury-listed surety may be required within 48 hours of demand. Swinerton Builders is an equal opportunity employer requesting subcontractor bids from all interested firms including disadvantaged, minority, veterans and emerging small business enterprises.

ARCADIS U.S. Inc. is requesting DBE subcontractor's proposals for the Request for Qualifications to Caltrans Districts 5, 6, 9, and 10 On-Call Construction Claims Technical Support Services (Contract #06A1901)

ARCADIS is seeking participation by highly qualified DBE certified firms with previous experience providing Claims Analysis and Claims Schedule Analysis services. Previous experience working with Caltrans and a strong understanding of the local environment and local laws, ordinances, regulations, policies, and permitting is preferred. ARCADIS has identified the following positions made available to DBE firms:

• **Claims Analysts:** (Minimum 5 years of Construction Claims experience on highway projects; and computers, computer applications, and computer software programs such as Microsoft Word, Excel, Power Point, or equivalent.)

• **Claims Schedule Analysts:** (Minimum 5 years of Construction Scheduling experience on highway projects; and computers, computer scheduling applications, and computer software programs such as Microsoft Schedule, Primavera, P6, or equivalent.)

ARCADIS intends to conduct itself in "good faith" with DBE firms regarding participation with this contract. The RFQ is available through the Caltrans Procurement Website, BidSync, or with Brenda Connelly (Brenda.connelly@arcadis-us.com), phone (714) 508-3141 or fax (714) 730-9345.

ARCADIS can provide information on plans, specifications and requirements for this procurement. Assistance in obtaining bonds, lines of credit, insurance and/or technical assistance is available.

If your firm is interested in submitting your qualifications, please submit your letter of interest, statement of qualifications, and the services/positions for which you wish to be considered for, to Brenda Connelly on or before May 23, 2013. Late submittals will not be accepted. Qualifications can be submitted by mail, fax, or email (email preferred).

ARCADIS-US, Inc

Attn: **Brenda Connelly**, Project Assistant

320 Commerce, Suite 200 • Irvine, CA 92602

Email: Brenda.connelly@arcadis-us.com

Phone: (714) 508-3141 • Fax: (714) 730-9345

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and Suppliers?

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



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or visit us at www.sbeinc.com



The Surety & Fidelity
Association of America
Serving the Industry Since 1908

Surety and fidelity bonds: Protecting consumers, taxpayers and businesses.

SFAA Members Discuss Important Surety Issues With Lawmakers

Nearly three dozen representatives from SFAA member companies, along with SFAA staff, met with almost 30 members of the House and Senate and their staffs as part of SFAA's annual Congressional Action Day. The goal is for SFAA member company representatives to meet with their respective Congressional representatives on the Hill to reinforce the importance of Congress addressing surety legislation.

"With issues of spending, taxes, and the national debt dominating the Congressional agenda, it can be challenging to get leaders' attention on surety issues. They are more likely, however, to pay more attention to the importance of surety issues when they hear from their constituents—in this case, SFAA member company representatives," says Lenore Marema, SFAA's vice president of government affairs, who organizes Congressional Action Day.

SFAA members addressed two key issues on all their Hill visits to increase the likelihood that our surety issues would have an impact. It is a top priority for SFAA to change the federal procurement law to exempt the Miller Act bonding threshold from the periodic reviews for inflation, which are now required for all procurement thresholds. The existing federal law contains exemptions for thresholds intended to provide some form of financial or other protection, such as prevailing wages. The federal Miller Act bonding threshold should be exempted as well, as it protects workers, suppliers, and taxpayers on federal construction projects. It has little to do with increased costs in construction.

SFAA Congressional Action Day participants also addressed The Security in Bonding Act (H.R. 776), which would require that the security that stands behind every federal contractor's obligations to the federal government should be governed by the same rules. There should be either a corporate surety bond in place from a company approved by the U.S. Treasury or assets with readily identifiable value pledged and relinquished to the federal government while the construction project is ongoing.

While these surety issues are not the biggest issues on the Congressional agenda, both of them are good government issues. They make the federal procurement process more effective, save taxpayer dollars, protect small businesses, and are issues that can move through Congress on a bipartisan basis.

The Surety & Fidelity Association of America (SFAA) is a trade association of more than 450 insurance companies that write the vast majority of surety and fidelity bonds in the U.S., is a licensed rating or advisory organization in all states, including the District of Columbia and Puerto Rico, and is designated by state insurance departments as a statistical agent for the reporting of surety and fidelity insurance.

About SFAA

The Surety & Fidelity Association of America (SFAA) is a District of Columbia non-profit corporation whose members are engaged in the business of suretyship. Member compa-

nies collectively write the majority of surety and fidelity bonds in the United States.

The Surety & Fidelity Association of America is licensed as a rating or advisory organization in all states, as well as in the District of Columbia and Puerto Rico, and it has been designated by all state insurance departments except Texas as a statistical agent for the reporting of fidelity and surety experience.

The Surety & Fidelity Association of America represents its member companies in matters of common interest before various federal, state and local government agencies. The Surety & Fidelity Association of America has departments handling: statistical information, regulatory filings, publications, government affairs, membership, and both surety and fidelity bond underwriting.

Source: Surety & Fidelity Association of America (SFAA)



Is Your Leadership Hurting the Bottom Line? 4 'Bad Leader Behaviors' That Affect Productivity, Profits



Kathleen Brush
25-year veteran of international business and author of "The Power of One: You're the Boss."

What can business leaders and managers learn from watching the earnings of publicly traded companies?

"Plenty," says Kathleen Brush, a 25-year veteran of international business and author of "The Power of One: You're the Boss," (www.kathleenbrush.com), a guide to devel-

oping the skills necessary to become an effective, respected leader.

"When looking at the corporations reporting lower-than-expected earnings, you need to read between the lines. They are not going to admit that the reason is a failure of leadership, but 99 times out of 100 that's what it is."

She cites Oracle, the business hardware and software giant, which recently reported a quarterly revenue shortfall based on a decline in new software licenses and cloud subscriptions.

The company is "not at all pleased with our revenue growth this quarter," Oracle copresident Safra Catz told analysts. "What we really saw was a lack of urgency that we sometimes see in the sales force ..."

They are pointing the finger at the employees, but they are really admitting a failure of leadership, Brush says.

"Do you know how simple it is for managers to motivate sales people? If indeed the lack of sales urgency is the problem. There are dozens of bad leader behaviors that can cause sales to decline," she explains.

In her work for companies around the country, from restructuring operations to improving profitability, Brush says she sees an epidemic of bad leader behaviors.

"When I point them out, most leaders downplay, or refuse to acknowledge, the impact their behaviors are having on their bottom line. But, in companies where leaders

change these behaviors, employees become engaged and motivated. It is really that simple to increase productivity, innovation, and the bottom line," she says.

"If you're a boss examining your own lower-than-expected performance, instead of wasting time searching for scapegoats, look in the mirror. Most bosses unwittingly exhibit bad leader behaviors daily that cause their businesses to suffer."

Here are four increasingly prevalent and damaging behaviors:

- **The unethical boss:** This is a category that doesn't just annoy employees, it appalls them. As such, it's a powerful demotivator. When a boss breaks or fudges the rules, cheats, lies or indulges in behaviors that reveal a lack of moral principles, he or she loses employees' respect. Without their respect, a boss cannot lead. In addition, when a leader indulges in unethical practices, he gives his employees permission to do the same. Padding mileage reports, splurging on business travel expenses, failing to take responsibility for mistakes — they all become endorsed activities by the boss — the role model.

- **The unfair boss:** Our current societal efforts to treat people equally — think gay marriage, health care reform, the children of undocumented immigrants — have led to confusion among some leaders about "equality" versus "fairness" in the workplace. "I talked to a manager who gave all

his employees the same pay raise because 'he wanted to be fair,'" Brush recalls. He then seemed mystified that the productivity of his best employees declined to that of an average worker. "Rewards can be powerful tools of motivation, but they must be administered fairly."

- **The buddy boss:** Bosses can never be buddies with their employees. Ever. Friendships neutralize the boss's authority and power. They can also cloud a leader's objectivity and hinder her ability to correct behaviors, to delegate, and to hold employees accountable. When friendships compromise output, it's the boss who will be accountable. "Be friendly to employees, but do not cross the line that muddies the relationship between boss and friend. It could cost you your job," Brush says.

- **The disorganized boss:** Workplaces are filled with employees who lack direction because disorganized leaders don't deliver and manage plans and strategies to guide their teams. What's the chance of an unguided team maximizing its productivity to create competitively superior innovative widgets? "What's the chance of employees being inspired by a leader who leads like a doormat or by random thoughts?" says Brush.

"As a manager, you wield a tremendous amount of power," she says. "You can be an incredibly negative power or a positive one who's looked up to by both peers and employees."

Continued on page 10



SAN FRANCISCO BAY AREA

Emilio Cruz to Oversee San Francisco Public Utilities' Water, Power and Sewer Infrastructure Programs



Emilio Cruz, Assistant General Manager (AGM) of Infrastructure for the retail and wholesale water agency

The San Francisco Public Utilities Commission (SFPUC) recently selected Emilio Cruz as its Assistant General Manager (AGM) of Infrastructure for the retail and wholesale water agency that also manages the City's sewer system and provides hydroelectric power to public facilities.

In this position, Mr. Cruz is now overseeing all water, power and sewer capi-

tal programs and projects, including such multi-billion dollar efforts as the Water System Improvement Program, which extends from the California's Central Valley to downtown San Francisco, and the Sewer System Improvement Program, within the City.

"Emilio brings to the SFPUC all the attributes of a dynamic career encompassing twenty-five years serving the City and County of San Francisco, and private and non-profit sectors," said Harlan Kelly, SFPUC General Manager.

Previously, Mr. Cruz served as the Program Manager of the Waterfront Capital Improvement Program under the Chief Administrative Officer of San Francisco; Director of Facilities and Operations for the Port of San Francisco; Vice President of URS Corporation; Director of Economic Development for the City and County of San Francisco; Vice President and Partner of EPC Consultants; and most recently, Program Manager for the \$4.2 billion Transbay Terminal Program.

Mr. Cruz is a graduate of Stanford University, with a B.S. in civil engineering. He has held leadership positions on numerous boards, including the San Francisco Board of Education, and San Francisco Planning and Urban Research (SPUR), for which he served as President and Vice President, respectively.

Source: San Francisco Public Utilities Commission

Toll Bridge Program Oversight Committee Approves Substitute For Broken Rods



The Toll Bridge Program Oversight Committee (TBPOC) today announced a plan to install large steel saddles over two seismic safety devices on the new East Span of the San Francisco-Oakland Bay Bridge after 32 high-strength anchor rods holding the devices in place broke. These devices, known as shear keys, are located beneath the eastern end of the Self-Anchored Suspension (SAS) portion of the new East Span. The fix will cost \$5 million to \$10 million. It is still being determined whether fabrication and installation of the saddles will affect the schedule to open the bridge by Labor Day weekend.

"Safety is not just job one on this project, it is the only job," said Steve Heminger, Executive Director of the Bay Area Toll Authority and chair of the Toll Bridge Program Oversight Committee. "We share everyone's frustration that after years of engineering innovation and difficult construction work, we face the possibility of further delay. But when this bridge opens to traffic, it will be safe."

There are four shear keys beneath the road decks at the eastern end of the SAS and four other seismic devices known as bearings. The bearings allow the road decks to move slightly during an earthquake, while the shear keys prevent the decks from moving too much. The bearings and shear keys are bolted between the roadways above and a concrete cap beam below with high-strength steel anchor rods.

In March, when 96 rods were tightened to connect two shear keys, 32 broke. The 96 rods cannot be removed or replaced because they are directly under the decks and are embedded in concrete, so engineers explored solutions to bypass the rods altogether.

"The saddle will provide the equivalent clamping force as the original bolt design to hold down the shear keys," said Andre Boutros, Executive Director of the California Transportation Commission. "We have selected the saddle as the retrofit strategy because while requiring more detailed fabrication, it will be less difficult to install and require less coring of the concrete cap beam."

The saddle option was reviewed by the Toll Bridge Program's Seismic Safety Peer Review Panel members Dr. Frieder Seible, Dean of the

Jacobs School of Engineering at the University of California, San Diego and an expert in bridge design and strategies to mitigate earthquake damage in buildings and bridges; and Dr. John Fisher, professor emeritus of civil engineering at Lehigh University and director emeritus of the ATLSS Engineering Research Center, and an expert who has been investigating the effects of earthquakes on steel structures for the last four decades.

The TBPOC also released a letter sent by the committee to the Federal Highway Administration (FHWA), requesting the FHWA's assistance to conduct an independent review of the TBPOC's findings and recommendations related to high-strength bolts on the East Span.

"We welcome an independent review to make sure that the investigation was comprehensive and the solution is the best and safest possible decision," said Malcolm Dougherty, Director of the California Department of Transportation (Caltrans).

Caltrans and prime SAS contractor American Bridge/Fluor (Joint Venture) determined that the 96 failed anchor rods, fabricated in 2008, broke due to hydrogen embrittlement. Investigators found the 2008 rods were susceptible to hydrogen embrittlement due to a lack of uniformity - the outside of the rods was harder than the middle. The rods broke within days of being tightened, which is typical of hydrogen embrittlement. The TBPOC also released a detailed metallurgical testing and fracture analysis of the 2008 rods today.

An additional 192 anchor rods, fabricated in 2010, have been tightened since March and have shown no signs of failure. Although the rods remain sound, engineers are subjecting them to a battery of tests to confirm integrity. Preliminary test results indicate that these rods have more ductility and no evidence of internal hydrogen embrittlement. Additional testing will focus on surface hardness, microscopic examination and corrosion testing. Anchor bolts elsewhere on the bridge have been visually inspected and are performing as required. Anchor bolts at other locations are under significantly lower tension levels.

SBA Finalizes Rule Adopting

■ Continued from page 1

that perform eligibility exams: El Paso Hispanic Chamber of Commerce, National Women Business Owners Corporation, U.S. Women's Chamber of Commerce, and the Women's Business Enterprise National Council. Additional information and links about approved third-party certifiers are available at www.sba.gov/wosb.

To qualify as a WOSB, a firm must be at least fifty-one percent owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens and the firm must be considered small according to SBA size standards. To be deemed "economically disadvantaged," a firm's owners must meet specific financial requirements set forth in the program regulations.

The WOSB Program identifies eighty-three four-digit North American Industry Classification Systems (NAICS) codes where WOSBs are underrepresented or substantially underrepresented. Contracting

officers may set aside contracts in these industries if the contract can be awarded at a fair and reasonable price and the contracting officer has a reasonable expectation that two or more WOSBs or EDWOSBs will submit offers for the contract.

For more information on the Women-Owned Federal Small Business Contract Program or to access the instructions, applications or database, please visit www.sba.gov/wosb.

Source: U.S. Small Business Administration



Continued on page 8

SOUTHERN CALIFORNIA



Metro to receive more than \$390 million to improve public transit and air quality



Excellent news for L.A. County this evening. Metro will receive funds to support a variety of notable projects. Here's the release:

This week Metro was awarded more than \$390 million from the California Transportation Commission (CTC) and the California Department of Transportation (CALTRANS) to support construction of new rail, upgrade existing transit service, buy much needed rail cars, repair and improve buses and create jobs. The money comes from Proposition 1B, the 2006 voter-approved transportation bond, Proposition 1A, the voter-approved High-Speed Rail Bond, and the State Transportation Improvement Program (STIP). The High-Speed Rail Bond program targets some funds at connectivity with future high-Speed rail service. Metro used its Measure R funds, approved by Los Angeles County voters in 2008, to aid in leveraging state funding to Los Angeles County.

Projects benefiting from \$390 million in state bond funds include \$264 million for the Regional Connector project, which will improve connectivity county wide by linking Metro's Blue, Expo and Gold lines via a 1.9-mile extension of light-rail tracks beneath downtown Los Angeles, and \$61 million included in the current Life of Project for the Crenshaw/LAX Transit Corridor, an 8.5-mile light-rail line that will connect the Metro Green Line with the Metro Exposition Line and provide a link to LAX. Another portion of the funding — \$45.4 million — will aid in the purchase of 78 light-rail

vehicles for system-wide service expansion and for use on future light-rail lines that will open during the next few years. The state also released \$19.9 million for Metro's Bus Rehabilitation Program to repair and improve up to 321 buses.

"These funds will help us continue to expand and upgrade the Metro system," said Metro CEO Art Leahy. "They are slotted for bus and rail projects that will work together to buy us improved mobility and move us closer to our goal of creating a 21st Century transit network for our region."

The projects were included in the Metro Long Range Transportation Plan and were chosen because they already are underway and the new round of funding will ensure they stay on schedule.

The Caltrans funding comes from Proposition 1B, the 2006 voter-approved transportation bond, which is providing \$3.6 billion over a 10-year period to improve public transit in California. To date, Proposition 1B has provided more than \$2 billion in funding to approximately 750 transit projects statewide, with 340 completed.

Source: Metro - Los Angeles County Metropolitan Transportation Authority - The Source

VSolvit Team Takes Big Step Forward with SBA 8(a) Program Assistance



Payal Kamdar founder of VSolvit

VSolvit was founded in 2006 by Payal Kamdar. VSolvit (pronounced 'We Solve It') develops geospatial and information technology solutions for government and private sector clients. VSolvit is also a certified SBA 8(a) firm and Women Owned Small Business.

In 2010, the U.S. Department of Agriculture's Rural Development (USDA RD) designated geographic information system procurement as an 8(a) set aside. VSolvit competed and won this five-year \$14.5 million 8(a) competitive contract and within their first year of performance demonstrated how a small 8(a) firm can provide outstanding service to their customers.

One example of VSolvit's innovation is an application that integrated Rural Development's geospatial system with social media platforms such as Flickr and YouTube. This ingenious web application enhanced the USDA Rural Development's community outreach efforts, lowered costs and enabled personalized, location-based data sharing. Based upon VSolvit's sound execution and delivery on the program, they were nationally recognized as the USDA's 2011 Woman Owned Business of the Year.

This early success has garnered the attention of other prospects as VSolvit's customer list has grown to include multiple agencies within the Navy and USDA as well as the Department of Housing and Urban Development (HUD), Bill & Melinda Gates Foundation; and local government agencies.

Ms. Kamdar acknowledges that her business' success is in large part due to VSolvit's talented team members, the SBA and her advisors. "Without the generous support from SBA and its programs, VSolvit could not have transformed from a one person outfit in 2006 to the successful company it is today," said Ms. Kamdar. "If small businesses are the growth engines of our economy, then SBA is the vital engineer who keeps the engine roaring." VSolvit is a graduate of the Goldman Sachs 10,000 Small Businesses Program with Long Beach Community College District.

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NORTHERN CALIFORNIA PUBLIC LEGAL NOTICES



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

ARCHITECTURAL AND ENGINEERING TEAM LED BY AN EXECUTIVE ARCHITECT FOR OFFICE OF CHIEF MEDICAL EXAMINER FACILITY

The Department of Public Works (DPW) announces a Request for Qualifications (RFQ) for an Architectural and Engineering (A/E) Team led by an Executive Architect to provide architectural, engineering, and related services to design a new Office of Chief Medical Examiner facility.

DPW is seeking an A/E Team to be integrated with a City Staff Team to deliver comprehensive architectural, engineering and related services to plan and design a new two story facility to house the City and County of San Francisco's Office of Chief Medical Examiner. The project will relocate Office of Chief Medical Examiner (OCME) to 1 Newhall Street in the India Basin Industrial Park. The new facility will house about 50 employees who are organized into the four units of the OCME: Field Investigations, Medical/Autopsy, Laboratory, and Administration. One Newhall Street is an existing 28,000 gsf industrial warehouse which will be renovated to add a second floor within the existing footprint of the building, resulting in a seismically safe 42,600 gsf facility.

The OCME receives accreditation from the National Association of Medical Examiners (NAME).

Digital files of the RFQ Package and Addenda, if any, may be downloaded at no cost from www.sfdpw.org/biddocs. Bidding documents prepared by Harley Ellis Devereaux Corp. Crime Lab Design are available at DPW by appointment only, contact John Matthies at OCME@sfdpw.org. Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other proposal changes will be distributed by email to Plan Holders.

A Pre-Proposal Conference will be held on Tuesday, May 14, 2013, at 3:30 p.m. at DPW 4th floor Main Conference Room, 30 Van Ness Avenue, San Francisco, CA. All proposers attending the pre-proposal conference will receive 15 points towards its SFHRC "Good Faith Outreach" requirement.

Written questions regarding the RFQ shall be directed to John Matthies at OCME@sfdpw.org, no later than 4:00 p.m. May 28, 2013.

Rating bonuses will be applied per San Francisco Administrative Code Chapter 14B. Certified Local Business Enterprise (LBE) firms are encouraged to submit proposals. Subconsulting goal is 15% LBE participation. In accordance with Chapter 14B requirements, all Prime Consultants shall submit documented good faith efforts with their proposals, unless such proposals demonstrate that the total LBE participation exceeds the established subconsulting goal by 35% or more. The Contract Monitoring Division will participate in the Pre-Proposal Conference to answer questions and will monitor the entire selection process.

Consultants shall submit their packages by no later than 4:00 p.m. local time, Monday, June 17, 2013. Submit packages to the attention of John Matthies, Project Manager, 30 Van Ness Avenue, 4th floor, San Francisco, CA 94102. Late submissions will not be considered.

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

5/9/13
CNS-2481456#
SMALL BUSINESS EXCHANGE

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR BIDS

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

Electrical upgrades in the kitchen. Upgrade to include new countertops, re-facing cabinets, appliances, painting, carpeting, bathroom upgrades and deck repairs.

Procedures: Bidding documents will be available at Monday, March 25, 2013, and will be issued only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064, 831-459-2366, Fax: 831-459-5517.

Bidders must attend a **mandatory** pre-bid conference at **Wednesday, May 22, 2013 at 2:00 PM**.

Bids will be received only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064. Bid Deadline: Sealed bids must be received on or before **3:00, Wednesday, June 5, 2013**.

The University has determined that only prequalified bidders will be allowed to submit a Bid on this project

The following bidders have been prequalified to bid on this project:

1. Kelso Construction, Inc.
2. Cen-Con, Inc.
3. Mike Hinson Construction, Inc.

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

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

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

Estimated construction cost: \$120,000.00

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Santa Cruz
March 2013

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz, sealed bids for a lump-sum contract are invited for the following work: **Oakes College – Laundry Improvement**
Project Number: 3700-030

Description of Work: Oakes College Laundry Improvement provides for increasing the number of clothes washing and drying machines by modifying and upgrading existing utilities at six different laundry facilities in the Apartments and Residence Halls.

Procedures: Bidding documents will be available at Thursday, May 16, 2013, and will be issued only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064, 831-459-2366, Fax: 831-459-5517.

Bidders must attend a **mandatory** pre-bid conference at **Friday, May 17, 2013 at 2:00 PM**.

Bids will be received only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064. Bid Deadline: Sealed bids must be received on or before **3:00, Friday, May 31, 2013**.

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

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

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

Estimated construction cost: \$ 200,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Santa Cruz
May 2013

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz, sealed bids for a lump-sum contract are invited for the following work: **Kerr Hall- Pedestrian Deck Repair, Project Number: 3300-010**.

Description of Work: Install a new pedestrian traffic coating on an existing concrete deck. Work to include Removal of old coating, remove/relocate concrete planters, install new coating, replace planters.

Procedures: Bidding documents will be available at Monday, March 25, 2013, and will be issued only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064, 831-459-2366, Fax: 831-459-5517.

Bidders must attend a **mandatory** pre-bid conference at **Tuesday, May 21, 2013 at 2:00 PM**.

Bids will be received only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064. Bid Deadline: Sealed bids must be received on or before **3:00 PM, Tuesday, May 28, 2013**.

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

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

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

Estimated construction cost: \$ 150,000.00

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Santa Cruz
May 2013

Assemblymember Holden's Actions

■ Continued from page 1

and the nation as it addresses several critical areas that have historically negatively impacted undervalued communities.

1. AB 366 increases industries that will be regulated under GO 156 to include banking.
2. AB 366 delivers a platform to motivate banks in key areas where CRA has been ineffective.
3. AB 366 offers opportunities to identify key goals for banks to increase lending to minorities, women and service disabled veterans.

The Black Economic Council strongly supports leadership with integrity that prove through actions their commitment and dedication to serving the communities they represent and serve. Through his expedient actions, Assemblymember Holden demonstrated his true commitment to supporting the community, and more importantly, he leads by example.

BEC applauds these new amendments and looks forward to working collaboratively with Assemblymember Holden and his team to support community and economic recovery for all Californians.

Source: Black Economic Council

Toll Bridge Program

■ Continued from page 6

The TBPOC was created by the State Legislature in 2005 to provide project oversight and project control for the Toll Bridge Seismic Retrofit Program in California. The TBPOC is comprised of the Director of the Department of Transportation (Caltrans), the Executive Director of the Bay Area Toll Authority (BATA), and the Executive Director of the California Transportation Commission (CTC). The Committee's oversight and control activities include review and approval of contract

bid documents, review and resolution of project issues, evaluation and approval of project change orders and claims, and the issuance of monthly and quarterly program progress reports.

For the latest information on Bay Bridge construction—including videos, fact sheets and public records regarding the ongoing investigation into the broken bolts—visit BayBridgeInfo.org.

Source: Bay Bridge Construction And The Seismic Safety Projects

SOUTHERN CALIFORNIA PUBLIC LEGAL NOTICES

CALIFORNIA STATE UNIVERSITY (CSU) OFFICE OF THE CHANCELLOR

NOTICE INVITING BIDS
Job Order Contract - Bid No. 4041
Project Name: Immediate Response
Job Order Contract
California State University (CSU),
Office of the Chancellor

Project Description: The CSU is seeking qualified contractors for the furnishing of all labor, materials, and equipment to implement and administer a Job Order Contract (JOC) for immediate response mitigation and reconstruction work to be used by campuses within the CSU system.

Bid Date: June 13, 2013
Bid Opening Time: 11:00 a.m.
Location: CSU Office of the Chancellor,
401 Golden Shore, Long Beach, CA 90802,
5th Floor, Attn: Ms. Verna Ale Paniani
(Contractor License Requirement: B)

Mandatory Pre-bid Conference Dates*:

1) Northern location
 Date: May 15, 2013 (Wednesday)
 Time: 1:00 p.m.
 Location: CSU East Bay Campus, 25800 Carlos Bee Blvd, Hayward, California 94542, FM Building (Facilities Building)

2) Southern location
 Date: May 16, 2013 (Thursday) Time: 1:00 p.m.
 Location: CSU, Office of the Chancellor,
 401 Golden Shore, Long Beach, California 90802 (Room TBD)

Primary Contact : Ms. Verna Ale Paniani,
Contract Manager
CSU Office of the Chancellor, Contract Services
and Procurement
Phone: 562 951-4667 or
Email: vpaniani@calstate.edu

*Contractor need only attend one pre-bid meeting in either the Northern or Southern location. Contractor must arrive and sign in within 10 minutes of start time or be disqualified from bidding.

Sample bid documents are available at the website below. Interested parties **must** register with Planet Bids to download bid documents, receive addendums, and update notices. There is no cost to register. CD specifications and plans will be available at the mandatory pre-bid meetings, May 15 & 16, 2013, for \$50.00, made payable to the CSU Trustees. The site for planet bids is: <http://vendors.planetbids.com/CSUCO/bidsearchform.cfm?StateID=52>

The Trustees require 3% Disabled Veteran Business Enterprise participation (no good faith effort will be accepted). This requirement applies to the reconstruction component of this bid, and not for immediate response work. Please contact the Trustees' DVBE Program Advocate Mr. Darryl Dearborn, at 562 951-4581 for additional information.

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

5/2, 5/9/13
 CNS-2477930#
 SMALL BUSINESS EXCHANGE

VSolvit Team

Continued from page 7

After leading VSolvit to national recognition for innovative information technology/geospatial solution development, Ms. Kamdar was recently honored by the SBA for driving VSolvit's "exemplary growth and success." Kamdar was named Region IX Minority Small Business Person of the Year, which recognizes small business owners across California, Arizona, Nevada, and Hawaii. Kamdar will be traveling to Washington, D.C. in October to receive the honor at the White House on behalf of VSolvit.

Source: U.S. Small Business Administration



ADVERTISEMENT FOR BIDS

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

CHS TELEMEDICINE AND PRIME FACILITIES RENOVATION - PHASE 2 CLINICAL RESEARCH WING
Project Number 944036.03

DESCRIPTION OF WORK: The scope of this Project consists of the renovation of Levels A, 1 and 2 of the Clinical Research Wing of the Center for the Health Sciences (CHS). Work shall include demolition of walls, ceilings, flooring, doors and mechanical, electrical and plumbing systems. Provide new mechanical, electrical and plumbing systems; fire sprinkler risers, mains and distribution systems; drywall, ceilings, millwork, lighting, network equipment and finishes. Work also includes the demolition and abatement of environmentally regulated materials.

The estimated construction cost is \$7,729,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on May 8, 2013 and will be issued at:

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

MCCARTHY BUILDING COMPANIES, INC. ADVERTISEMENT FOR PREQUALIFICATION OF SUBCONTRACTOR

Subject to conditions prescribed by the undersigned, Prequalification Questionnaires from Contractors licensed as follows:

Mechanical - C-20 and C-10
 Electrical - C-10 and C-7
 Masonry - C-29
 Plumbing - C-36
 Metal Studs & Gypsum Board - C-9
 Fire Sprinkler - C-16

are invited for the following work:

LUSKIN CONFERENCE AND GUEST CENTER
 UNIVERSITY OF CALIFORNIA,
 LOS ANGELES
 Project No. 946375.01
 Anticipated Construction Cost: \$110,780,000

PROJECT DESCRIPTION: University of California, Los Angeles (UCLA), in Los Angeles, California is planning to construct a new 294,000 gsf Type 1 building on a site located adjacent to the main entrance to the campus adjacent to the main entrance to

the campus at the terminus of Westwood Plaza. The site currently houses Parking Structure 6, which will be demolished. The project consists of four components: 1) a 242,000 gsf conference facility with meeting space and 250 guest rooms; 2) 42,000 gsf parking garage for resident guests; 3) a 10,000 gsf replacement campus catering kitchen; 4) improvements to adjacent traffic turnaround and pedestrian areas in Gateway Plaza at the main entrance to the campus. The structure will be constructed of a concrete frame with seven floors above grade and one level below grade for parking. The new building will be constructed to meet the LEED New Construction Version 3.0 "Gold" green building requirements.

BID DEADLINE: Bids will be received only at the following location:

Contracts Administration
 University of California, Los Angeles
 1060 Veteran Avenue, Suite 125
 Box 951365
 Los Angeles, California 90024
 310-825-7015

and must be received at or before:

11:30 a.m., May 31, 2013

MANDATORY PRE-BID CONFERENCE & JOB WALK:

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on May 15, 2013 beginning promptly at 10:00 a.m. **Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors.** Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact Michael Grant-Martin at 310-206-1531.

(NOTE: Bidders are advised that parking may be difficult. Bidders should allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and ar-

rive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference/Job Walk will last at least 2 hours.)

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

B License (General Building)

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

ASB (Asbestos Certification)
 AND
 HAZ (Hazardous Substance Removal Certification)

Bidder shall maintain or cause to be maintained Contractor Pollution Liability Insurance as specified in the Supplementary Conditions of the Contract Documents.

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

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
 (Visit our website at:
<http://www.capitalprograms.ucla.edu>)

345 Clinton St.
 Costa Mesa, CA 92626
 Ph: (949) 660-1150
 FAX: (714) 424-8526

No Prequalification Questionnaires will be received after May 17, 2013 at 2:00 p.m.

The successful firm must be able to demonstrate their willingness, experience, ability, depth of resources and financial strength in the Level 1 Prequalification Questionnaire and the Level 1A Interview.

Confidentiality of the information provided will be respected to the extent permitted by law. Response to the Prequalification Questionnaire must be submitted on the forms contained within the Prequalification Questionnaire available at the address above.

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

All insurance policies required to be obtained by Subcontractor shall be subject to approval by McCarthy for form and substance.

Prequalification Questionnaires will be received only at the following address:

MCCARTHY BUILDING COMPANIES, INC
 20401 S.W. Birch Street, Suite 300
 Newport Beach, CA 92660
 Telephone: (949) 851-8383 - Fax: (949) 756-6843.
 E-mail: knordbak@mccarthy.com

Construction Documents for reference purposes will also be available for intended proposers at:

ARC Reographics

Leadership And Management

Continued from page 2

- Integrity
- Humility
- Self-Awareness
- Courage
- Resilience
- Intellectual Curiosity
- Dispassionate Empathy
- Versatility

- Decisiveness
- Intuition
- Candor
- Influence
- Results-Driven
- Collaborative
- Relationship-Oriented

STYLES

Leaders have different styles, which range

from "forceful" (i.e., command and control) - to - "enabling" (i.e., engage and inspire).

Are Jack Welch and Jerry Jones forceful leaders? Are Marissa Mayer and Kenneth Chenault enabling leaders?

In actuality, an effective leader must be capable of both styles and draw upon their core talents to execute the frameworks of leadership or management at the right times. This is undoubtedly an explanation for the success of the leaders mentioned above.

Source: streetarticles.com

FICTITIOUS BUSINESS NAME • CHANGE OF NAME • CLASSIFIED ADS

<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350590-00</p> <p>Fictitious Business Name(s): Andy For Hair Address 326 Jackson Street, San Francisco, CA 94111 Full Name of Registrant #1 An Dinh Tran Address of Registrant #1 575 Eddy Street #308, San Francisco, CA 94109</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/1/2002</p> <p>Signed: An Dinh Tran</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/22/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Jennifer Wong, Deputy County Clerk 4/25/2013</p> <p>4/25/13 + 5/2/13 + 5/9/13 + 5/16/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0349949-00</p> <p>Fictitious Business Name(s): Dank City est. 1986 California Address 1691 Oakdale Avenue San Francisco, CA 94124 Full Name of Registrant #1 Wynnoka Brown Address of Registrant #1 1691 Oakdale Avenue San Francisco, CA 94124</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 2/28/2013</p> <p>Signed: Wynnoka Brown</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/26/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Melissa Ortiz, Deputy County Clerk 3/26/2013</p> <p>4/25/13 + 5/2/13 + 5/9/13 + 5/16/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350662-00</p> <p>Fictitious Business Name(s): Lucky Acupressure Center Address 770 Sacramento St, San Francisco, CA 94108 Full Name of Registrant #1 Du, Bin Address of Registrant #1 770 Sacramento St, San Francisco, CA 94108</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/25/2013</p> <p>Signed: Du, Bin</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/25/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Michael Jaldon, Deputy County Clerk 4/25/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350330-00</p> <p>Fictitious Business Name(s): Lyon Street Salon Address 2900 Lyon Street, San Francisco, CA 94123 Full Name of Registrant #1 Lyon Street Salon, Inc. (CA) Address of Registrant #1 3168 Washington Street #4, San Francisco, CA 94115</p> <p>This business is conducted by A Corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on Not Applicable</p> <p>Signed: Michelle Wilcox, President</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/11/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Elsa Campos, Deputy County Clerk 4/11/2013</p> <p>4/18/13 + 4/25/13 + 5/2/13 + 5/9/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350780-00</p> <p>Fictitious Business Name(s): SANFRANFABLES Address 1113 87th Street, Daly City, CA 94015 Full Name of Registrant #1 Scott Winn Address of Registrant #1 1113 87th Street, Daly City, CA 94015</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/21/2013</p> <p>Signed: Scott Winn</p> <p>This statement was filed with the County Clerk of San Francisco County on 5/1/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Michael Jaldon, Deputy County Clerk 5/1/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350444-00</p> <p>Fictitious Business Name(s): Ethan Yang Address 181 O'Farrell Street #503, San Francisco, CA 94102 Full Name of Registrant #1 Chihuan Yang Address of Registrant #1 181 O'Farrell Street, Ste. #503, San Francisco, CA 94102 Full Name of Registrant #2 Mi Wang Address of Registrant #2 181 O'Farrell Street, Ste. #503, San Francisco, CA 94102</p> <p>This business is conducted by A Married Couple. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/16/13</p> <p>Signed: Mi Wang</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/16/2013. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Elsa Campos, Deputy County Clerk 4/16/2013</p> <p>4/18/13 + 4/25/13 + 5/2/13 + 5/9/13</p>
<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350663-00</p> <p>Fictitious Business Name(s): SCOTTOMOTION PRODUCTIONS Address 1113 87th Street, Daly City, CA 94015 Full Name of Registrant #1 Scott Winn Address of Registrant #1 1113 87th Street, Daly City, CA 94015</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/21/2013</p> <p>Signed: Scott Winn</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/25/2013.</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Michael Jaldon, Deputy County Clerk 4/25/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350751-00</p> <p>Fictitious Business Name(s): Seto and Associates Address 3775 Balboa Street, San Francisco, CA 94121 Full Name of Registrant #1 Sam M. Seto Properties, LLC (CA) Address of Registrant #1 3775 Balboa Street, San Francisco, CA 94121 Full Name of Registrant #2 Jenny P. Seto Properties, LLC (CA) Address of Registrant #2 3775 Balboa Street, San Francisco, CA 94121</p> <p>This business is conducted by Co-Partners. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/1/2001</p> <p>Signed: Kazuo J. Nanya, Manager</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/30/2013</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Jeanette Yu, Deputy County Clerk 4/30/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350712-00</p> <p>Fictitious Business Name(s): Sutter Larkin Address 1390 Market Street, #1402 San Francisco, CA 94102 Full Name of Registrant #1 Carrie Asby Address of Registrant #1 1390 Market Street, #1402 San Francisco, CA 94102</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/29/2013</p> <p>Signed: Carrie Asby</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/29/13.</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Michael Jaldon, Deputy County Clerk 4/29/2013</p> <p>5/9/13 + 5/16/13 + 5/23/13 + 5/30/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350731-00</p> <p>Fictitious Business Name(s): Trop Bon Address 544 Somerset Street, San Francisco, CA 94134 Full Name of Registrant #1 Sangae Chloe Bienvenu Address of Registrant #1 544 Somerset Street, San Francisco, CA 94134</p> <p>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</p> <p>Signed: Sangae Chloe Bienvenu</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/29/2013.</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Michael Jaldon, Deputy County Clerk 4/29/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. 476653</p> <p>Fictitious Business Name(s): WE Group, LLC Address 1222 View Dr., San Leandro, CA 94577 Full Name of Registrant #1 WE Group, LLC Address of Registrant #1 1222 View Dr., San Leandro, CA 94577</p> <p>This business is conducted by A Limited Liability Partnership. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 2007</p> <p>Signed: Tim J. Webb</p> <p>This statement was filed with the County Clerk of Alameda County on 3/27/2013.</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Patrick O'Connell, County Clerk Deputy 3/27/2013</p> <p>5/2/13 + 5/9/13 + 5/16/13 + 5/23/13</p>	<p>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0350879-00</p> <p>Fictitious Business Name(s): Club Rio Fashion Address 2240 Silver Avenue, San Francisco, CA 94124 Full Name of Registrant #1 Victor Phillips Address of Registrant #1 2240 Silver Avenue, San Francisco, CA 94124</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/6/13.</p> <p>Signed: Victor Phillips</p> <p>This statement was filed with the County Clerk of San Francisco County on 5/6/13.</p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: Guillermo Sandoval, Deputy County Clerk 5/6/2013</p> <p>5/9/13 + 5/16/13 + 5/23/13 + 5/30/13</p>

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME
File No. 337459

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

1.) **Deli King**
Located at **1143 Taraval Street, San Francisco, CA 94116**

This fictitious business name was filed in the County of San Francisco on: **September 6, 2011** under file # **337459**

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

Full Name of Registrant #1
Emil Habash
3651 Ortega Street, San Francisco, CA 94122

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

Signed: **Emil Habash**

This statement was filed with the County Clerk of San Francisco County on **4/19/2013**

Filed: **Elsa Campos Deputy County Clerk**
4/19/2013

4/25/13 + 5/02/13 + 5/09/13 + 5/16/13

Is Your Leadership Hurting

Continued from page 5

"For the latter, bosses have to purge the bad behaviors."

About Kathleen Brush

Kathleen Brush has more than two decades of experience as a senior executive with global business responsibilities. She has a Ph.D. in management and international studies. Brush has been teaching, writing and consulting on international business and leadership for companies of all sizes, public and private, foreign and domestic.

Website: www.newsandexperts.com
Source: News and Experts



KATHLEEN BRUSH

BANKING \$ FINANCE

CDFI Fund Releases Application Demand for the FY 2013 NACA Program Funding Round

The U.S. Department of the Treasury's Community Development Financial Institutions Fund (CDFI Fund) released today the application demand for the fiscal year (FY) 2013 round of the Native American CDFI Assistance Program (NACA Program). The NACA Program provides Financial Assistance (FA) and Technical Assistance (TA) awards to certified and emerging Community Development Financial Institutions (CDFIs) that serve Native American, Alaska Native, and Native Hawaiian communities.

The CDFI Fund received 65 applications for the FY 2013 NACA Program round—30 requests for FA and 35 requests for TA. Applicants requested \$26.9 million in total, with FA applicants requesting nearly \$21.8 million and TA applicants requesting \$5.1 million. The amount requested is over double the funding available, and an increase from the \$23 million requested in the FY 2012 round. The applicants are from 21 states plus the District of Columbia.

"Over a decade after the CDFI Fund first studied how we can assist the growth of CDFIs serving Native communities, we are still seeing consistent demand for the Financial Assistance and Technical Assistance awards available through the NACA Program," said CDFI Fund Director Donna J. Gambrell. "Native CDFIs are active partners in the economic growth of their com-

munities, and the NACA Program continues to serve as vital support for these essential organizations as they work in the some of the most distressed areas in the country."

The CDFI Fund is making \$11.4¹ million available for Financial Assistance and Technical Assistance awards through the NACA Program. The deadline for applications was February 28, 2013. The awards are expected to be announced in the fall of 2013.

Applications are currently being evaluated through a merit-based qualitative review to identify those applicants most likely to have the greatest impact in our nation's most distressed low-income rural and urban Native communities.

For more information about the NACA Program or the other programs administered by the CDFI Fund, please visit www.cdfifund.gov.

1. Amount reflects final budget authority after the FY 2013 Continuing Resolution and implemented sequestration. Tentative dollar amount published in the Notice of Funds Availability in the Federal Register on December 28, 2012 were based upon the Administration's FY 2013 budget request for the CDFI Fund.

About the CDFI Fund

Vision

The vision of the Community Development Financial Institutions Fund (the CDFI Fund) is to economically empower America's underserved and distressed communities.

Mission

The CDFI Fund's mission is to increase economic opportunity and promote community development investments for underserved populations and in distressed communities in the United States.

Overview

The CDFI Fund was created for the purpose of promoting economic revitalization and community development through investment in and assistance to community development financial institutions (CDFIs). The CDFI Fund was established by the Riegle Community Development and Regulatory Improvement Act of 1994, as a bipartisan initiative.

Source: Community Development Financial Institutions Fund

NORTHERN CALIFORNIA PUBLIC LEGAL NOTICES

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR CM/CONTRACTOR PREQUALIFICATION

The University of California Santa Cruz seeks qualified CM/Contractors to work collaboratively with the campus representatives and selected design team to assist with the restoration of exterior assemblies and replacement of interior shower pans and related finished, and renovation of ventilation systems for 19 two (2) and three (3) story residential apartment buildings on the campus. The general scope for the CM/Contractors includes preconstruction services to assist with cost estimating, scheduling, phasing, development of bid packages, and bidding for the restoration and repair work. During the construction phase the CM/Contractor will provide general contracting services including general conditions work. Warranty requirements for this project will be limited to the work performed as part of this project.

Subject to conditions prescribed by the University of California, Santa Cruz, responses to the University's prequalification documents for a CM/Contractor contract are sought from CM/Contractors for the following project:

Infill Apartments - Exterior Replacement Phases I and II
Project No. 1652
UNIVERSITY OF CALIFORNIA,
SANTA CRUZ

PREQUALIFICATION OF PROSPECTIVE CM/CONTRACTORS

The University has determined that CM/Contractors who submit proposals on this project must be prequalified.

Prequalified CM/Contractors will be required to have the following California contractor's license:

GENERAL BUILDING CONTRACTOR, B

Prospective CM/Contractors shall note that this project has NOT received final design and/or budget approval, and the University reserves the right to stop the project and reject any and all Prequalification packages and/or proposed bid amounts.

GENERAL DESCRIPTION OF WORK

The Infill Apartments capital project, which opened in September 2004, is located at four (4) residential

colleges on the University of California Santa Cruz campus and house approximately 740 upper division undergraduates in 19 buildings. The department of Colleges, Housing, and Educational Services manages the apartments and residential program at the colleges.

The Infill Apartment structures are two (2) and three (3) story structures, Type V-one hour wood frame construction with a stucco exterior finish. Recent investigations have revealed substantial water intrusion through the exterior wall assembly resulting in areas of deteriorated sheathing, wall framing, and possible additional damage. This Project would restore the exterior assemblies of the apartment buildings to full weather tight performance. Based on initial investigations, this will entail substantial, if not complete, removal and replacement of the stucco, sheathing, and areas of structural framing over a two-phase, two-year period to meet the occupancy needs of the colleges. Additional areas of deterioration may also be present. In addition to exterior repair work, interior repairs will include the replacement of shower pans and related finishes and renovation to the mechanical ventilation systems.

It is anticipated the Project will be undertaken in two (2) phases. Phase I would include the 7-building apartment complex at Stevenson College and 2-building apartments at Kresge College. Phase I construction would commence in late-summer 2013 and would be complete by early-summer 2014. Phase II would include the 5-building apartment complex at Cowell College and the 5-building apartment complex at Porter College. Phase II construction would commence in summer 2014 and would be complete by early-summer 2015. The buildings will not be occupied during construction.

Preliminary forensic investigations of the exterior condition indicate a total Project budget (construction plus soft costs) in excess of \$25 million for the renovation work. However, that figure is based on a preliminary estimate. The actual scope and cost may change through further exploration, and as the full extent of necessary repair is determined.

PRE-QUALIFICATION SCHEDULE

On **Thursday, May 9, 2013**, a single set of Level 1 prequalification documents will be issued by:

CONTRACTS OFFICE - PHYSICAL PLANNING
AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ

1156 HIGH STREET BARN G
SANTA CRUZ, CA 95064
831-459-2366

On **Friday, May 24, 2013**, completed Level 1 prequalification documents will be received at:

CONTRACTS OFFICE - PHYSICAL PLANNING
AND CONSTRUCTION
UNIVERSITY OF CALIFORNIA, SANTA CRUZ
1156 HIGH STREET BARN G
SANTA CRUZ, CA 95064
831-459-2366

No Level 1 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.

On **Tuesday, May 28, 2013**, notification will be sent to all CM/Contractors, identifying those who qualified for Level 2 Interviews.

Level 2 interviews will be conducted after review of the Level 1 Prequalification Documents for those prospective CM/Contractors that meet Level 1 prequalification.

On **Friday, May 31, 2013**, Level 2 reference drawings and documents will be made available to CM/Contractors who passed Level 1 prequalification.

On **Wednesday, June 5, 2013**, interviews of all CM/Contractors who passed Level 1 prequalification will be held.

On **Friday, June 7, 2013**, notification will be sent to all Level 2 qualified CM/Contractors, identifying those who have qualified to submit bids for preconstruction services, general conditions, overhead and profit.

BIDDING SCHEDULE

Following is the anticipated bid schedule:

1. Bidding Documents available for Level 2 qualified CM/Contractors - **Monday, June 10, 2013**
2. Bids received and opened - **Thursday, June 20, 2013** (for preconstruction services, general conditions, overhead and profit).
3. Qualified Level 2 CM/Contractors notified of bid results.

The exact dates, times, and location will be set forth in an Announcement to qualified CM/Contractors.

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 proposal received.

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

All insurance policies required to be obtained by CM/Contractor shall be subject to approval by University for form and substance. The Certificate of Insurance shall be issued on the University's form.

It should be noted that for projects over \$25 million, the University shall pay for, obtain and maintain 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, to persons and entities enrolled in the UCIP, for Work performed on or at the Project site. Prior to the issuance of Level 2 reference documents to CM/Contractors who passed Level 1 prequalification, it will be determined if the UCIP will apply to this project.

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 CM/Contractor may be required to show evidence of its equal employment opportunity policy. The successful CM/Contractor and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Santa Cruz
May 2013

RADIO VISIBILITY MEANS BUSINESS!

**KCAA 1050-AM
5pm Mondays**

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

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



**Hosts of the Small Business Exchange (SBE) Talk Radio
Marcia Bent-Henry and Terrie Guerin**

Program topics

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

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

AD PACKAGES

RADIO SPOT ADS

ONE SPOT PER WEEK	1X	4X	8X	12X
RADIO SPOT: 30 SEC.	\$150	\$570	\$1,080	\$1,530

Number of Radio Spots on a weekly basis. Example: 1x is for **One** 30 second spot ad.

4x is for **One** 30 second spot ad for 4 weeks.

SPONSORSHIPS

The Radio Sponsorship Level is determined by the size and frequency of print, electronic and radio ads.

SPONSORSHIP LEVEL	INCLUDES	INVESTMENT
GOLD SPONSOR	<ul style="list-style-type: none"> • 1/3 page ad in SBE weekly newspaper • Banner ad on www.sbeinc.com • Two 30 second spots on weekly radio program • Two 15 minute guest appearances during contract term 	3 months at \$5,926 6 months at \$11,218
SILVER SPONSOR	<ul style="list-style-type: none"> • 1/4 page ad in SBE weekly newspaper • Banner ad on www.sbeinc.com • Two 30 second spots on weekly radio program • One guest 15 minute appearance during contract term 	3 months at \$5,147 6 months at \$9,920
BRONZE SPONSOR	<ul style="list-style-type: none"> • 1/4 page ad in SBE weekly newspaper • One 30 second spot on SBE weekly radio program 	3 months at \$2,937 6 months at \$6,900

RADIO AD UNIT PRICES

	WEEK 1
OPEN AD	\$150
SPOT AD	\$150
CLOSING AD	\$150

Each AD is 30 seconds and the fee is \$150.

**100,000 weekly
1050-AM radio listeners**

**277,680 monthly
Internet listeners**

**90,000 Facebook
impressions per month**

