

The Los Angeles Times and its Disgraceful Reporting on High Speed Rail



TGV high-speed trains lined up in Paris. Photo courtesy of Ryan Stern

By Roger Rudick

On the morning of March 24, I was in the café car on the Eurostar high-speed train, on my way from Paris to London. I glanced out the window as we zoomed at nearly 200 mph past a stopped train, a concrete platform and some parked cars.

I asked the barista if that was Haute-Picardie station. She looked at the clock, gave a Gallic shrug, and said “probablement.” I told her how I’d read in the Los Angeles Times [2] that California’s High Speed Rail project needs a re-design, citing Haute-Picardie as evidence that intermediate stations slow the whole system.

She chortled and said “did we slow down?”

Under the new state budget, \$250 million was allocated for California HSR in the next fiscal year [3]. With a portion of cap-and-trade funds now dedicated to the project, it will have a way to move steadily forward. This was covered widely in the

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Eunejune Kim as the new Chief Harbor Engineer for the Port

Port of San Francisco Names Eunejune Kim Chief Harbor Engineer

The Port of San Francisco announced the appointment of Eunejune Kim as the new Chief Harbor Engineer for the Port effective immediately.

As Chief Harbor Engineer, Mr. Kim oversees the Port’s Engineering Division, which provides management of infrastructure needs and related improvements, architectural design, building/encroachment permits and development engineering review. The Engineering Division is also responsible for the integrity of the historic seawall which provides structural support and flood protection to nearby properties.

“As a 150—year old enterprise, one of the most critical roles at the Port is managing and maintaining the infra-

structure of our historic piers and facilities along the 7.5 miles of San Francisco shoreline to benefit current and future generations,” said Port Executive Director Monique Moyer. “To meet this challenge, we are fortunate to have Eunejune Kim join our executive team, bringing his impressive hands on experience and history of public service with several Bay Area municipalities to this essential role for the Port.”

The Engineering Division provides project and construction management, engineering design, facility inspection, contracting, code compliance review and permitting

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Sub Bids Requested



Ducks Unlimited - Cullinan Ranch Restoration Project Phase III

Location: Vallejo, CA

Bid Date: July 2, 2014 @ 3:00 PM

McGuire and Hester

9009 Railroad Avenue
Oakland, CA 94603
Phone: (510) 632-7676
Fax: (510) 562-5209

See the full ad on page 4

Public Legal Notices



Concession Opportunity at San Francisco International Airport

Accepting proposals for the Foreign Currency Exchange Services Lease.

San Francisco International Airport

For additional information, please call Gigi R. Ricasa, Senior Principal Property Manager, Revenue Development and Management, at (650) 821-4500.

See the full ad on page 11

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Community Outreach

TV Stations Deal Increases Black Ownership and Opportunities for Content Producers



Pluria Marshall Jr.

Nexstar Broadcasting Group announced early this month that it had a definitive agreement with Pluria Marshall Jr. and Marshall Broadcasting Group, a Black-owned media company, for the sale of three network affiliated TV stations in three markets for \$58.5 million. The financing for MBG's purchase will be guaranteed by Nexstar.

Perry A. Sook, chairman, President and CEO of Nexstar Broadcasting Group, said, "We believe the proposed transaction announced today presents an ideal framework for introducing and incubating a new, minority-controlled entrant to broadcasting, and for bringing additional news, information and specialized programming to MBG's markets at the earliest possible opportunity."

Under the terms of the agreement MBG will acquire three full-powered, FOX affiliated stations, KMSS-TV (Shreveport, LA), KPEJ-TV (Odessa-Midland, TX) and KLJB-TV (Quad Cities, IA).

In addition to securing from Nexstar the purchase, MBG will also enter into agreements with Nexstar to provide sales, technical and administrative functions while MBG maintains control of the stations and programming.

According to a Nexstar press release on the sale, under the terms of the proposed services agreements, MBG will be entitled to 70 percent of the advertising revenue sold by Nexstar for the stations and will not provide for any bonus payments to Nexstar for achieving revenue goals. It will not be a fixed-fee payment; as total revenues increase, so does MBG's share.

The terms and conditions reflect the FCC's concerns when it voted in March to close loopholes in Joint Sales Agreement. The practice of allowing JSAs, where the owner of one TV station was allowed to sell advertising for another station, led to stations being able to effectively operate as owners of multiple stations in a market.

Also, the deal comes at a time when minority ownership of broadcast properties has gone from 18, full-power commercial TV stations in 2006 to none today.

Marshall Broadcasting Group, Inc. is a newly formed minority owned media entity owned 100% by Pluria Marshall Jr. Marshall is currently the president and chief executive officer of Equal Access Media Inc., which owns several newspapers

serving African-American and minority communities, including The Texas Freeman and Houston Informer Newspapers, The Los Angeles Wave Newspaper Group, and the Los Angeles Independent Publications Group.

"We are delighted to have the support of Nexstar to promote diversity of media ownership assets among minority operators," said Pluria Marshall. "Over the last 30 years, I've devoted significant time and effort in seeking to purchase television and radio stations. The single key factor in each unsuccessful opportunity has been the inability to access the funding necessary for the purchase."

"With Nexstar's support and commitment to guarantee financing for the Shreveport, Odessa-Midland and Quad Cities station purchases, we believe we are establishing a new paradigm that addresses recent proposed FCC regulation changes while expanding the opportunity for minority broadcasters to play a greater role in the U.S. broadcasting industry as owners and operators of television stations."

Continued on page 5

New Manager Leads Women and Girls in Transportation Initiatives

The Department of Transportation's, Office of Small and Disadvantaged Business Utilization (OSDBU) welcomes the new Women and Girls in Transportation Initiative (WITI) manager, Michelle Harris, to the OSDBU family. Michelle brings years of experience in working with small businesses, building stakeholder relationships, and strong leadership with innovative ideas.

Before joining OSDBU, Michelle served as a Lead Business Opportunity Specialist with the U.S. Small Business Administration (SBA) in the 8(a) Business Development Continuing Eligibility Office. Prior to the SBA, Michelle was the Executive Director for the State of Del-

aware's Office of Supplier Diversity where she worked on providing equal access for minority women and veteran owned small businesses participating in the competitive process for State goods and services.

Michelle also served as a Senior Stakeholder Relationship Tax Consultant with the Communication and Education Department of the Internal Revenue Service (IRS), where she partnered with non-profit groups in the sharing of pertinent tax and asset building information, leveraging free income tax assistance programs and providing technical guidance and training to non-profit partners. The primary stakeholders receiving these services were low-to-moderate

income families and small business owners.

WITI was originally launched in September 2009, as a partnership with Spelman College in Atlanta, GA, to encourage girls to pursue careers in science, engineering, and technology and help women in the field to achieve their goals. This program provided internships and mentoring for young women as well as entrepreneurial training for female small business owners in the region. The Spelman program was undertaken as part of a broader effort, led by the White House, to ensure that federal programs and policies take into account the distinct needs and concerns of wom-



Michelle Harris, Women and Girls in Transportation Initiative (WITI) manager

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Minority Advocate

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California Sub-Bid Request Ads

Invitation to bid
JCHS Student Life Center
Construction Project

Plant Construction Company invites subcontractors to bid on the **Jewish Community High School Student Life Center Project**. The Office of Community Investment and Infrastructure (OCII)/Successor Agency to the SFRA certified MBE/WBE/SBE/LBE subcontractors are strongly encouraged to bid. Project has a 50% SBE goal and Work Force goal is 50% S.F. Residents with first consideration for resident of the Western Addition. A Pre-Bid Meeting will be held on Thursday, July 2nd at 10:00am at Plant Construction Company, 300 Newhall Street in SF. Bids are due on July 21st, 2014 at 11:00am. Plans and Specs are available for viewing at Plant Construction 300 Newhall Street in SF. Send Bids to Jeremy Littman of Plant Construction at (415)550-1357 fax or by e-mail: jeremyl@plantco.com.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Hwy 4/242 Install Ramp Metering and TOS Elements
Contra Costa County – Martinez/Concord/Pittsburg
Caltrans #04-152724
BID DATE: July 8, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lean Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling and Analysis, Storm Water Annual Report, Temporary Erosion Control, Sweeping, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Bridge Removal (Portion), Clearing & Grubbing, Roadway Excavation (Type Y-1 ADL), Structure Excavation, Structure Backfill, Soil Amendment, Slow-Release Fertilizer, Planting & Irrigation, Erosion Control, Hydroseed, Compost, AC Dike, Soil Nail, CIDH Concrete Pile, Structural Concrete, Minor Concrete (Minor Structure), Random Rough Stacked Rock Texture, Bar Reinforcing Steel, Structural Shotcrete, Sign Structure, Roadside Signs, Underground, Rock Slope Protection, Minor Concrete (Curb, Gutter, Sidewalk), Detectable Warning Surface, Misc. Iron & Steel, Guard Railing Delineator, Object Marker, Special Marker, Fencing, Midwest Guardrail System, Chain Link Railing, Concrete Barrier, Transition Railing, Striping & Marking, Signal & Lighting, 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 DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Old Redwood Highway
Pedestrian and Bicycle Enhancements
Town of Windsor
BID DATE: July 1, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Erosion Control, Adjust Utilities, Minor Concrete, Cole Plane, AC Dike, Underground, Striping & Marking, Loop Detectors, Object Marker, Roadside Sign, Lighting, Planting & Irrigation, Surveying, WPCP, Survey Monuments, Fencing and Construction Materials

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REQUEST FOR MBE/WBE/DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Rumrill Park, City of San Pablo
Project No. PW-531
BID DATE: June 30, 2014 @ 1:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, SWPPP, Erosion Control, Hydroseed, Clearing & Grubbing, Underground, Sewer, Striping, Synthetic Turf, Planting & Irrigation, Fencing, Site Furnishings, Site Concrete, Signs, Restroom Building, Electrical and Construction Materials

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Bid Requests from Certified SBE Subcontractors and Suppliers for **ALL TRADES** except for Earth Shoring
HUNTER'S POINT SHIPYARD PHASE I, BLOCK 56&57

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

Hunter's Point Shipyard Phase I, Block 56&57
Coleman Street at Innes Court
San Francisco, CA 94124
Bid Date: 7/11/14 @ 2 PM

Voluntary Pre-bid Meeting on 6/26/14 at 1:00 PM at Hunters Point Shipyard Auditorium - Building 101, 101 Horne Ave, San Francisco, CA 94124.

Drawings will be reissued on June 19.
CAHILL CONTRACTORS, INC.
Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified SBE Subcontractors and Suppliers for **ALL TRADES** except for Earth Shoring
HUNTER'S POINT SHIPYARD PHASE I, BLOCK 49

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

Hunter's Point Shipyard Phase I, Block 49
350 Friedell Street
San Francisco, CA 94124
Bid Date: 7/1/14 @ 2 PM

Voluntary Pre-bid Meeting on 6/18/14 at 1:00 PM at Hunters Point Auditorium - Building 101, 101 Horne Ave., San Francisco, CA 94124

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

New Peer-to-Peer Service Revs Up Equipment Rentals



A San Francisco start-up hopes to save U.S. contractors billions of dollars in equipment rental fees and lost revenue with the rollout of a new online equipment-rental market model.

Incubated in Silicon Valley, YardClub.com aims to expand the service to Southern California, the East Coast and cities throughout the U.S. in the next six months.

“We are hiring like crazy,” says company founder Colin Evran.

The online rental concept allows contractors to lend idle equipment to other area contractors at 30% to 40% cheaper than traditional equipment-rental companies, according to club members.

Yard Club is based on the same peer-to-peer social media model that has revolutionized the travel industry and other sectors. For example, Airbnb, founded in 2008, currently lists more than 600,000 private apartments and houses that are available to rent to more than 11 million users.

Since its launch in 2013, Yard Club has attracted the attention of major tech-industry investors. Silicon Valley-based venture capital firm Andreessen Horowitz, a big investor in Airbnb, and former eBay executive Michael Dearing led the initial seed round of capital investment for Yard Club in July.

A graduate of Stanford University’s MBA program, Evran was inspired by his own family’s 40-year construction legacy.

“It’s a tough business [in which] the average operating margin is about 3%,” Evran says. “If you choose to own your own equipment, you have to make big up-front investments with little certainty on whether you are going to win work once a month. On the flip side, renting equipment can be pretty expensive.”

To test the concept, Evran initially funded the start-up out of his own pocket and brokered deals over the phone between a pilot group of about five contractors in the Bay Area.

“We took that very lean way of testing the idea, got a tremendous amount of feedback and started building the product and service around that,” Evran says.

California Sub-Bid Request Ads

Sub Bids Requested From Qualified DBE, UDBE Subcontractors & Suppliers for
Butte County Association of Governments - Offsite Plans for Aztec Drive Extension & Commanche Creek Storm Drainage Outfall
Location: Chico, CA
Bid Date: July 10, 2014 @ 10:00AM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; traffic control; asphalt grinding; clearing & grubbing; lime stabilization; minor concrete; striping & signs; fencing; jack & bore; street lighting; joint trench; precast manholes & drain inlets; and trucking.

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Robert Herrera
 An Equal Opportunity Employer

General Electric International Inc., is requesting Sub-bids from Qualified SBE, MBE, WBE, DVBE & OBE Subcontractors for.
Nondestructive Examination (NDE) Services. 90198
Los Angeles Department of Water & Power
Bid Deadline – July 3, 2014

Bids are requested for Metallurgical Analysis & Replication Services. Interested bidders should respond by 07/01/14. GEII will advise and assist interested subcontractors in obtaining required bonds, lines of credit and insurance.

For additional information and bid requirements contact

GE International Inc.

1211 Kona Dr., Rancho Dominguez, CA 91220
 310-635-2700

Contact: Johnny Fling
email: Johnny.fling@ge.com

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

Bridge and Control House Rehab near Terminus
Sacramento and San Joaquin County, Caltrans Project #10-0J92U4, Bid Date: July 2, 2014 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temporary Pavement Marking/Striping, Barricades, Channelizer, Signal System, PCMS, K-Rail, Crash Cushions, Prepare Water Pollution Control Plan, Street Sweeping, Concrete Washout, Rapid Set Concrete, Prep Concrete Bridge Deck, Treat Bridge Deck, Bridge Removal, Clear & Grub, Shoulder Backing, Structural Concrete, Clean Expansion Joint, Joint Seals, Rebar, Structural Steel, Girders, Furnish Aluminum Sign, Roadside Sign, Clean and Paint Structural Steel, Misc. Metal, Barrier Post, Composite Barrier, Waste and Water Supply Systems, Barrier Post System, End Anchor Assembly, Guardrail, Pipe Handrailing, Stripe and Markers, Electrical, Construction/Equipment Rentals, Trucking, etc.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: www.dot.ca.gov/hq/esc/oe.

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

SKANSKA

Route 138 Highway Widening
Caltrans Contract No.: 08-3401U4

District 08 on Route 2, 138
DBE Goal: 8%

Bid Date: July 3, 2014 – 2:00PM

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

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

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type II & III Barricade, Portable Changeable Message Sign, Temp Railing (Type K), Temp Crash Cushion Module, Alternative Crash Cushion System, Prepare SWPPP, Rain Event Action Plan, Storm Water Sampling and Analysis, Storm Water Annual Report, Temp Erosion Control, Temp Construction Entrance, Street Sweeping, Temp Concrete Washout, Temp Fenc (Type ESA) Treated Wood Waste, Remove Mailbox, Cold Plane Asphalt Concrete Pavement, Remove Concrete, Bridge Removal, Clearing and Grubbing, Develop Water Supply, Roadway Excavation, Rock Excavation (Controlled Blasting), Structure Excavation, Structure Backfill, Landscaping, Erosion Control, Class 2 Aggregate Base, Asphaltic Emulsion (Fog Seal Coat), Hot Mix Asphalt-Superpave, Data Core, Place Hot Mix Asphalt Dike, Place HMA (Miscellaneous Area), Tack Coat, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Structural Concrete, Minor Concrete (Minor Structure), Joint Seal, Bar Reinforcing Steel, Reinforced Concrete Pipe, Corrugated Steel Pipe, Rock Slope Protection, Slope Paving (Concrete), Rock Slope Protection Fabric Minor, Concrete (Gutter), Minor Concrete (Misc Const), Fencing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier – Type 60, Concrete Barrier (Type 736), Striping & Marking, Electrical, Signal and Lighting, Traffic Monitoring Station, Asbestos Compliance Plan, Biologist, Obliterate Surfacing, Remove Traffic Stripe, Remove Concrete Box Culvert, Salvage Guardrail, Reconstruct Rock Slope Protection, Reconstruct USFS Monument Sign Structure, Roadside Signs, Polyester Concrete Overlay, Shoulder Backing, Rumble Strip, Prime Coat, Soil Nail Driven Pile, Structural Concrete, Concrete Surface Texture, Structural Signs, Stain Galvanized Surface, Prepare and Stain Concrete, Welded Steel Pipe Casing, Pre/Post Construction Surveys, Jack and Bore, Survey Monument, Midwest Guardrail, Pipe Hand railing, Cable Railing, Thermoplastic Stripe, Changeable Message Sign System, Flashing Beacon System.

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

Skanska is an Equal Opportunity Employer

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

New Peer-to-Peer Service Revs Up Equipment Rentals

Continued from page 3

Since then, the club has grown to include more than 20 contractors. Prescreened members rent and lend equipment via a private web portal, where dispatchers browse through photos and descriptions of available equipment and submit orders. Confirmations come via text or email.

"I thought it was a great idea, and we use them as often as possible," says Mike Haley, resource manager with Oakland, Calif.-based heavy-civil contractor McGuire & Hester. "You rent from trusted, reputable contractors that you know within the area that have quality equipment. They are getting utilization on their equipment, and we are getting a better price than from rental companies. It's really a win-win situation."

Some members were skeptical at first. "I didn't think contractors were going to want to see other contractor's equipment on their jobsites," says Mike McElroy, principal of San Jose-based FMG Grinding. To solve this, on each piece of machinery, Yard Club affixes a magnetic decal over the owner's logo.

Fears that crews from competing contractors wouldn't properly care for the equipment were quickly alleviated by the club's vetting process. "They aren't just renting to anybody," says Sean Holifield, operations manager with Silverado Contractors, Oakland. "I haven't heard stories of anything going bad, and it's because they are renting out reputable people's equipment to other reputable firms."

Yard Club handles all the paperwork: verifying insurance coverage, providing the master rental agreement and collecting and depositing payments. High-liability coverage requirements are enforced to mitigate risk. Reduced sales staff and no physical branches or storage yards reduces overhead, which is passed on to renters and lenders equally after

Yard Club takes its cut of each rental.

On a recent one-month rental, the owner earned \$14,000 on a Caterpillar D9 Dozer that would have otherwise sat idle in his yard, while the renter saved \$8,500 versus a rental company, Evran says.

Renters are required to check fluids and ensure the equipment is well maintained and covered. Major maintenance issues are handled by the equipment owner. "They have been extremely responsive so far, just as they would be if the equipment was out to one of their own jobsites," Evran says.

While renting a compactor from McGuire & Hester, Holifield says he noticed the cutting edge was worn out. Once alerted, the contractor fixed it, "no questions asked. If I complained about that to [a traditional rental company], it would take an arm and a leg to get them to come out and fix the blade," he adds.

Product types range from small backhoes to large excavators. Yard Club has set its sights on including, eventually, traffic-control equipment, concrete forms, water trucks, and mining and farm equipment.

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



CALIFORNIA SUB-BID REQUEST AD

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**Richardson Hall - Openhouse TI
Project Loc.:65 Laguna St.,
San Francisco, CA 94102**

Bid Date: July 22, 2014 at 2:00pm

**Local LBE goals apply
This project also has a
50% local hiring requirement.**

This project includes 2,700 SF of new office space within the existing Richardson Hall building.

This is a prevailing wage project. SBE/LBE/MBE/WBES are encouraged to bid. If interested in bidding this work please contact Richard Keller via email @ richard@jerocorp.com

JAMES E. ROBERTS-OBAYASHI CORP.
20 Oak Court, Danville, CA 94526
925-820-0600 FAX 925-820-1993
WE ARE AN EQUAL OPPORTUNITY EMPLOYER

Visit SBE Website
www.sbeinc.com



Silicon Valley can change the diversity conversation by telling the truth about its workforce

By Michelle Quinn



The decision by Google to release information about its workforce's gender and racial makeup is a challenge to all of Silicon Valley to do the same.

Diversity in the tech industry isn't just Google's problem, although the search giant is a hiring force in the valley and one of the biggest tech employers with 47,000 workers worldwide.

And diversity isn't just a Silicon Valley problem, either, but a societal issue that touches on topics such as the education pipeline, the talent pool and internal and external biases and perceptions. Data is the starting point for an honest, public discussion about the issue.

Google's decision "is going to impact the rest of the valley," the Rev. Jesse Jackson told me. "If Google does it, others will do it."

His Rainbow PUSH Coalition has called on the tech industry to hire more minorities and women and make their boards more diverse. Jackson was outside eBay and Google's shareholder meeting this week and is planning to be at Facebook's meet-

ing next week. He said his organization is going to open a permanent office in Silicon Valley.

Why does the makeup of Silicon Valley's workforce matter?

I can think of a few reasons. It's a new and growing industry, and conceptually at least, it does not carry the same baggage and barriers as older industries like finance.

Plus, industry leaders espouse the importance of pooling ideas from a variety of sources, said Aditi Mohapatra, associate tech sector director at BSR, a consulting group that works with companies on social issues.

"The concept of diversity is important to the industry as a whole," she said.

Besides, tech is in the middle of a local and national discussion on the haves and have-nots. Some see the firms' hiring policies as part of the inequality debate.

For Google, "as they grow their customers we want to grow with them, as employees, as C-suite participants," Jackson said. "We want two-way trade. We are suffering from a trade deficit."

Some companies such as Intel, Cisco, eBay and AMD have made their data available. From that, a Mercury News 2010 investigation found that the "unique diversity of Silicon Valley is not reflected in the region's tech workplaces, and the disparity is only growing worse." Specifically, Hispanics and blacks made up a smaller share of the valley's workforce in 2008 than they did in 2000.

Google, Apple and other firms have successfully fought efforts to have their workforce data released by federal regulators who collect it. Google told this newspaper at the time that it couldn't reveal the gender and race of its workforce because it

considered it a trade secret.

I guess the secret is that everyone's numbers on this issue aren't good.

Now Google is reversing itself. "Many of the companies in the valley have been reluctant to divulge that data, including Google," said David Drummond, Google's chief counsel and an African-American, at the firm's shareholder meeting this week. "Quite frankly, I think we've come to the conclusion that we're wrong about that and we should be disclosing that data."

Not everyone agrees that all companies should make their hiring data available.

Chuck Mulloy, an Intel spokesman, said the company has been releasing its data for some time and "it works for us" but he demurred in calling for anyone else to follow Intel's path.

"We believe every company needs to make the decision based on the criteria that are important to that company," he added.

I would disagree with Mulloy. We have been having the same circular conversations about this issue for years with little progress. In fact the situation for Hispanics, blacks and women has only become worse.

Data may get us to break out of the cycle. But individual companies acting alone, even important ones like Google, isn't enough. We need more companies to show what is really happening.

Contact Michelle Quinn at 510-394-4196 and mquinn@mercurynews.com. Follow her at Twitter. com/michellequinn.

Source: © RainbowPUSH

TV Stations Deal

Continued from page 2

MBG also intends to develop minority-oriented public affairs programming that will air on its stations and be syndicated to other television stations nationwide. In addition, Nexstar will add 13.5 hours of local news and public affairs programming on the stations it owns in Shreveport, Odessa-Midland and Quad Cities.

In commenting on the proposed sale between Nexstar and Marshall, the Executive Director of the National Association of Black Owned Broadcasters, Jim Winston, told Target Market News, "We have reviewed the application submitted by Marshall Broadcasting Group and Nexstar and are very pleased to see that the transaction appears to be the type of transaction NABOB was hoping to see as a result of the new JSA rule. It appears to be the kind of transaction that should receive a waiver of the rule."

Winston added, "We still have some questions about the transaction, and we anticipate that the Commission will seek additional information from the parties about the transaction. We are optimistic that, as additional information is supplied to the Commission, NABOB will be able to wholeheartedly endorse this transaction. As described it represents the type of agreement that could be beneficial to increasing minority ownership of broadcast properties and create increased opportunities for minority-owned content producers and channels."

Source: Trice Edney Communications

Yahoo! Is Latest Tech Company to Release Workforce Diversity Stats

On Tuesday, Silicon Valley-based technology company Yahoo! released its workforce diversity stats. What it revealed is unsurprising to most, as the numbers mirror the lack of diversity that seems to be a trend in the tech industry.

The report showed that out of Yahoo!'s 12,000 worldwide employees, 50 percent are white and 39 percent are Asian. Latinos make up 4 percent of the workforce and Blacks account for 2 percent. Undisclosed and mixed race make up 2 percent each.

Asians make up the majority of "tech" workers at 57 percent, with whites at 35 percent in this area.

When it comes to "leadership" (vice president and above) positions, however, Asians only make up 17 percent, while nearly four out of five are white.

Yahoo!, which is run by a woman, former Google executive Marissa Mayer, overall has 37 percent women employees. These women hold 23 percent of the leadership positions.

The company declined to release a gender breakdown for its U.S. workforce.

See Yahoo!'s EEO-1 Report for 2013.

The Yahoo! report comes one month after Google's own workforce diversity report was released. The two reports tell a very similar story.

Google has 46,170 employees worldwide. The gender data released reflected that total while the race/ethnicity data were only compiled from the U.S. workforce.

The company's numbers showed that 70 percent of all Google employees are male, and 62 percent of its U.S. workers are white.

Like Yahoo!, the Asian community makes up the second-largest ethnic group for Google employees at 30 percent. Mixed race makes up 4 percent, while Latinos account for 3 percent and Blacks for 2 percent.

Google has 19 offices around the country, while Yahoo! has 25.

Google and Yahoo! have always declined to participate in the DiversityInc Top 50 survey.

To give some perspective, below is the workforce-representation data for the 2014 DiversityInc Top 50 companies:

11.9% Black, 9.8% Latino, 9.8% Asian, 46.2% women

For years now, tech companies have been fighting to keep their EEO data a secret. Now that the results are becoming public, we can see why.

Source: © Copyright 2014 — DiversityInc



CONTRACTING OPPORTUNITIES

NOTE: FOR BIDS NATIONWIDE PLEASE VISIT OUR WEBSITE
DIRECT LINK: http://www.sbeinc.com/database/bid_database/

These are samples of bid opportunities from federal, state and local jurisdictions in 4 categories: Construction, Architecture/Engineering, Business Services and Commodities. All are available in electronic format. [See Subscription Form on page 12]

Business Services

KERN COUNTY

SOURCES SOUGHT-REQUEST FOR INFORMATION -
1st reported in SBE: 6/19/14
Location: Edwards, CA
Date: 7/07/14
Bid Date Extended from: 5/23/14
Ref#: NND14REDUCEDGRAVITY
Description available through electronic services.
Owner: National Aeronautics and, P.O. Box 273, Edwards, CA, 93523-0273, Zachary M Wright
SIC: 481219
zachary.m.wright@nasa.gov

LOS ANGELES COUNTY

JANITORIAL SERVICES FOR THE WEST HOLLYWO
Location: Los Angeles, CA
Date: 7/17/14
Ref#: 14-031
Prebid Conf: 6/24/14 9:00AM
Description available through electronic services.
Owner: CA MOTOR VEHICLES, DEPART, HEIDI TURPEN,
(916)657-9807
E:MAIL HTURPEN@DMV.CA.GOV

SAN BERNARDINO COUNTY

COURT APPOINTED PSYCHIATRIC EVALUATION S
1st reported in SBE: 5/15/14
Location: San Bernardino, CA
Date: 6/30/15
Ref#: RFI 13-59
Owner: CA JUDICIAL COUNCIL OF CA,
DENNIS ROWE, (909)708-8806
E:MAIL DROWE@SB-COURT.ORG

SAN DIEGO COUNTY

TACTICAL DATA LINK (TDL) SYSTEMS SUPPORT
1st reported in SBE: 4/17/14
Location: San Diego, CA
Date: 8/04/14
Bid Date Extended from: 1/10/14
Ref#: N66001-14-R-0079
Owner: Department of the Navy,
53560 Hull Street Bldg A3, San Diego, CA, 92152-5001,
- Dan A Nardi
SIC: 541330

SAN MATEO COUNTY

JANITORIAL SERVICES FOR THE DMV SAN MATE
Location: San Mateo, CA
Date: 7/29/14
Ref#: 14-039
Prebid Conf: 7/08/14 10:30AM MANDATORY
Description available through electronic services.
Estimate: \$46,572 - \$46,572
Owner: CA MOTOR VEHICLES, DEPART, KARY RIDDLE,
(916)651-2555

Northern CA Construction Bids

CALIFORNIA, UNDETERMINED

CALIFORNIA CENTRAL COAST VETERANS CEMETERY
Location: Undetermined, CA
Date: 7/30/14
Ref#: 131929
Prebid Conf: 7/09/14 9:30AM MANDATORY
Description available through electronic services.
License Reqd: A
Estimate: \$6,300,000 - \$6,300,000
Owner: CA GENERAL SERVICES, DEPA, ERIC WADDELL, (916)376-1768
E:MAIL ERIC.WADDELL@DGS.CA.GOV

E:MAIL KARY.RIDDLE@DMV.CA.GOV

SANTA CLARA COUNTY

SYNOPSIS FOR CENTER ECONOMIC RESEARCH FO
1st reported in SBE: 5/15/14
Location: Moffett Field, CA
Date: 7/07/14
Ref#: NNA14ZVP001P
Description available through electronic services.
Owner: National Aeronautics and, JA:M/S 241-1,
Moffett Field, CA, 94035-0001, Bethany A McClave
SIC: 541720
Bethany.A.McClave@nasa.gov

VENTURA COUNTY

146 AW - BASE WIDE CLEANING PROJECT
1st reported in SBE: 6/19/14
Location: Port Hueneme, CA
Date: 7/18/14
Ref#: W912LA-14-T-9002
Owner: Department of the Army, 119 Mulcahey Drive,
Port Hueneme, CA, 93041-4011, Karen Wegner
SIC: 561720
SBSA

VARIOUS-SOUTHERN CA

WANTED TO LEASE BY THE STATE OF CALIFORN
1st reported in SBE: 5/01/14
Location: Various-South, CA
No Bid Date Specified
Ref#: 137739
Owner: CA GENERAL SERVICES, DEPA,
RICARDO PADLAN, (916)375-4092
E:MAIL RICARDO.PADLAN@DGS.CA.GOV

STATEWIDE, CA

HEALTH CARE PROVIDER NETWORK AND THIRD
1st reported in SBE: 5/01/14
Location: Statewide, CA
Date: 7/16/14
Ref#: HCPNTPA13366
Prebid Conf: 4/28/14 9:00AM
Description available through electronic services.
Owner: CA CORRECTIONAL HEALTH CA, NATHANIEL GILMORE, (916)691-4143
E:MAIL NATHANIEL.GILMORE@CDCR.CA.GOV

RFQP 12-001.3 CONTINUOUS APPLICATION PRO
1st reported in SBE: 9/19/13
Location: Statewide, CA
Date: 10/28/15
Ref#: RFQP 12-001.3
Owner: CA CALIFORNIA TECHNOLOGY,
TIFFANY ANGULO, (916)454-7299
E:MAIL TIFFANY.ANGULO@STATE.CA.GOV

LASSEN COUNTY

INSTALL AIR COMPRESSOR
Location: Herlong, CA
Date: 7/21/14
Ref#: W912GY14B0018
Description available through electronic services.
Owner: Department of the Army, Building 74, Herlong, CA, 96113-5009, Tamara Gage
SIC: 238210
SBSA

Southern CA Construction Bids

ORANGE COUNTY

VARIOUS PUBLIC WORKS PROJECTS
Location: Fullerton, CA
Date: 12/31/14
Ref#: SR14001
Description available through electronic services.
License Reqd: A
Estimate: \$634,000 - \$634,000
Owner: CA CSU FULLERTON, SERGIO RODRIGUEZ,
(657)278-5492
E:MAIL SERODRIGUEZ@FULLERTON.EDU

HIGHWAY PLANTING, EROSION CONTROL, ELECT
1st reported in SBE: 6/19/14
Location: Orange, CA
Date: 7/17/14
Ref#: 12-0J61U4
Description available through electronic services.
License Reqd: A
Estimate: \$5,600,000 - \$5,600,000
Owner: CA TRANSPORTATION, DEPART, DENISE SILVAS,
(916)227-6293
E:MAIL DENISE_SILVAS@DOT.CA.GOV

SAN LUIS OBISPO COUNTY

REQUEST FOR PROPOSALS - STUDENT HOUSING
Location: San Luis Obispo, CA
Date: 8/22/14
Ref#: RFP MAJ 14-MJ0058.B
Description available through electronic services.
License Reqd: B
Estimate: \$165,000,000 - \$165,000,000
Owner: CA CSU SAN LUIS OBISPO, RORY O'DONNELL,
(805)756-5376
E:MAIL RODONNEL@CALPOLY.EDU

CALIFORNIA, UNDETERMINED

CALIFORNIA CENTRAL COAST VETERANS CEM-ETE
Location: Undetermined, CA
Date: 7/30/14
Ref#: 131929
Prebid Conf: 7/09/14 9:30AM MANDATORY
Description available through electronic services.
License Reqd: A
Estimate: \$6,300,000 - \$6,300,000
Owner: CA GENERAL SERVICES, DEPA, ERIC WADDELL, (916)376-1768
E:MAIL ERIC.WADDELL@DGS.CA.GOV

Commodities Bids

SAN DIEGO COUNTY

DIGITAL MODULAR RADIO (DMR) 500 WATT (50
1st reported in SBE: 5/01/14
Location: San Diego, CA
Date: 7/16/14
Bid Date Extended from: 6/26/13
Ref#: N00039-14-R-0012
Description last reported in SBE: 05/01/14
Owner: Department of the Navy,
4301 Pacific Highway Bldg, San Diego, CA, 92110-3127,
- Patricia Ponce-Feliu
SIC: 334220

SAN MATEO COUNTY

PATIENT LIFTS PREVENTIVE MAINTENANCE AND
1st reported in SBE: 6/19/14
Location: Palo Alto, CA
No Bid Date Specified
Bid Date Extended from: 5/23/14
Ref#: VA26114R0686
Description last reported in SBE: 06/19/14
Owner: Department of Veterans Af, 3801 Miranda Ave,
Palo Alto, CA, 94304, Rusty Stevenson

SIC: 811219
CUSTOM EGG PROCESSING
Location: Undetermined, CA
Date: 7/25/14
Ref#: S06071409
This is the estimated 2 year requirement for custom egg processing services needed by the California Prison Industry Authority Egg Production plant.
Owner: CA PRISON INDUSTRY AUTHOR, LISA HORRELL, (916)358-2685
E:MAIL LISA.HORRELL@CALPIA.CA.GOV

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With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as tradional industry segments.



Business Toolkit

Government Aide for Minority Small Business Owners

By Leo Sun

In the United States, the civil rights movement of the 1960s opened doors for minority entrepreneurs, who had previously been widely marginalized by more affluent white business owners. President Nixon got the ball rolling in 1969 when he established the Office of Minority Business, or OBME, as part of his initiative to spur the growth of minority capitalism. Since then, the OBME has been merged into the U.S. Department of Commerce, and its six regional offices remain highly functional, feeding technical advice and information into over 100 local business development centers nationwide. Several different programs available today are descended from Nixon's brave, forward-thinking initiative, and can help minority business owners establish a foothold in today's competitive business environment.

First and foremost, the Small Business Administration, or SBA, has increased its efforts to aid minority business owners obtain loans. The SBA currently offers two kinds of programs – loan assistance and “set-asides”. Set-asides, which predated Nixon's initiative by 16 years, are a handful of government contracts which are “set aside” for minority contractors, who are given priority over white business owners. Set-asides are reserved for African Americans, Hispanics, Native Americans, Asian Pacific Americans, Tongans and Indonesians. Curiously, the list now excludes Hasidic Jews and Iranians, groups whom the agency claims to now be free from “long term bias”. Naturally, set-asides have been controversial and have spurred accusations of reverse discrimination.

For residents of Iowa, the Targeted Small Business, or TSB, Assistance Program, offers equity grants of up to \$50,000 to “targeted small busi-

nesses”. These businesses must be majority owned and operated by a minority, which includes non-white ethnic groups, women and disabled people. The company cannot exceed annual gross sales of \$4 million. The primary reason for these grants is to help minority businesses offset loan debt incurred when first starting the business. Some states have similar programs – check your state's government website for more details.

Native American business owners may also be able to qualify for additional financial assistance. For example, the Montana Indian Equity Fund offers financial assistance to any of the Indian tribes recognized by the state of Montana. There are fewer restrictions to the use of the funds, and doesn't have a set amount. However, business owners must match the funding dollar for dollar. Other tribes in the western United States may offer similar services for other Native Americans.

Lastly, women are also considered a minority. Several groups have been established to help women start their own businesses. The SBA established the Women's Business Center Initial Grant, which provides up to \$150,000 in technical assistance to female entrepreneurs in New Jersey. Similar programs exist in other states as well. The technical assistance is usually not cash or equities – rather it provides hired help for the purpose of organizing finances, management and marketing plans.

There are a wide number of similar programs nationwide. If you wish to stay up to date on these opportunities, you should join supportive minority organizations, such as the Minority Builders Association, the National Indian Building Association and the Association of Black Women Entrepreneurs. Visit the Small Business Administration or www.businessdictionary.com for further information on available programs.

Source: <http://www.businessdictionary.com>



Anatomy of a Good About Page

By Janice Hostager



Last week, we needed one of our cars fixed. As I was looking online for the phone number of a mechanic we've used in the past, I read their About page:

“We are located at —and serve customers from — and other surrounding areas. We are open Monday through Friday from 7:30 AM – 5:00 PM. We pride ourselves on our reliable customer service and our highly trained, experienced service staff. At —Auto Repair, we want our customers to know that they can rely on us for accurate, knowledgeable, and

friendly auto repairs and tire services. Call us to arrange free pick-up and delivery or free shuttle service.”

I think you have seen similar About pages yourself. With apologies to our otherwise excellent mechanic, by writing something like that, they are wasting an important page on their site: the page where they could really connect with their customer.

People don't connect with websites or companies. They connect with other people. And that's why a good About page is an important and powerful tool. It's the place on your site that they can connect with the people that make up your company and your brand.

A good About page communicates brand

What makes your product or company unique? How are you different than your competition? This is the place to claim your blue ocean and let people know how world “behind the scenes” can set you apart.

Tell your story to keep the customer in mind

Where you went to school and what you do on weekends might help people learn more about you, but unless they have the same hobbies or alma matter, it doesn't really connect you with the cus-

tomers. Finding common ground with them and giving them an insight into what you have to offer them is much more powerful.

Write like you're talking to a friend

Your tone for this page can, and should be, more conversational. Save the business-y talk for another place. Write like you're having a conversation with a someone you know

Don't be camera shy

Photos of yourself, your team and even your office give people an insight into your company and who they might be talking to at the other end of an email or phone call. And including a little personal information doesn't hurt either.

Point it back to them

Draw it back to your customer and include information that answers the question “why will this matter to me?”

Show them the personality at your company's core

What kind of beliefs does your company have? What about your business motivates you to get out of bed in the morning? Why do you do what you do? What have your employees done to volunteer lately? This is the place to talk about that.

Let them see what your other customers think

Testimonials are great to include on this page, whether you are including them somewhere else or not. It gives people some reassurance that you do good work and it creates a little social proof in the process. In the case of our mechanic, it would have been especially good to see that other's have had good service there.

Show them your trophy room

This is your place to toot your own horn. Let them see what you've accomplished or anything contests or awards you've won.

Include a sign-up form

Adding a way for them to stay in touch with you is a great. It's an easy thing to include on this page too.

Include a great call to action

Last but certainly not least, if someone has read your page, they are probably interested in working with you. Tell them what to do to take the next step.

Now it's your turn. Have you seen examples of good About pages? Share them below!

Source: <http://papermarkgraphics.com>

Designing for social impact: The D-Rev story

Many companies target the world's emerging middle-class consumers. Fewer mirror nonprofit D-Rev, which aims to improve the health and lives of people living on less than \$4 a day.

By Krista Donaldson

For hundreds of millions of people in the developing world, the kind of medical care that is often taken for granted in developed nations is simply unaffordable. In 2007, nonprofit D-Rev (or "Design Revolution") was founded with the objective of designing and delivering medical products to people living on less than \$4 a day. In this interview, D-Rev chief executive officer Krista Donaldson tells McKinsey's Rik Kirkland about the company's evolution, products, and ambitions. An edited transcript of Donaldson's remarks follows.

Interview transcript

Social need, market opportunity

D-Rev is short for Design Revolution. We design products that serve customers who live on less than \$4 a day. And they either improve health or they increase income. We are really looking for where there's high social need but where there's also market opportunity.

We're structured as a nonprofit, but most of our purchasers actually don't know that a nonprofit is behind the product. We design products that are often for customers who are seen as nontraditional, because while a lot of companies talk about serving emerging markets, what they really mean is that they're serving higher-income people in emerging markets.

We're really interested in people who live on less than \$4 a day. So lower-, middle-income, and really low-income people. One of our products is phototherapy. And phototherapy is just blue light to treat severely jaundiced babies. And a typical device in the United States, for example, would cost \$3,500. We've designed one that performs on par with or better for about \$400.

What we did with Brilliance, the phototherapy device, is we licensed it to the biggest maker of neonatal equipment in India, Phoenix Medical Systems. But as products have started to scale, one of the things we realized is once the product leaves Phoenix we don't necessarily have control over their price point.

We saw, for example, that a distributor in the Philippines sold a device that should be some-

where around \$700—by the time that \$500 device gets through tariffs and taxes—being sold for \$2,300, \$2,400. It's really encouraged us to dig in and help with distributor selection. And this is something we didn't know we would be doing early with D-Rev.

Scale and training

The other product we have that's scaling is called the ReMotion knee. It's a prosthetic knee for above-knee amputees. That project started when the Jaipur Foot organization, in India, approached a Stanford biomechanical class and wanted a better knee—that's affordable, that they can use with their target population.

So the students designed a knee, and once the class was over there was really nowhere for them to go. Long story short, we absorbed them. And since then, we've looked at how to design a very good, high-performance knee that meets an \$80 price point.

A comparable knee is \$6,000 or more. How do you develop a high-quality, \$80 knee that can really reach any prosthetic clinic in the world? With the knee, we are going to manage the manufactur-

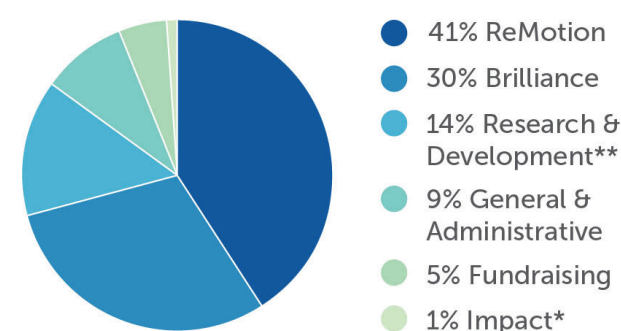
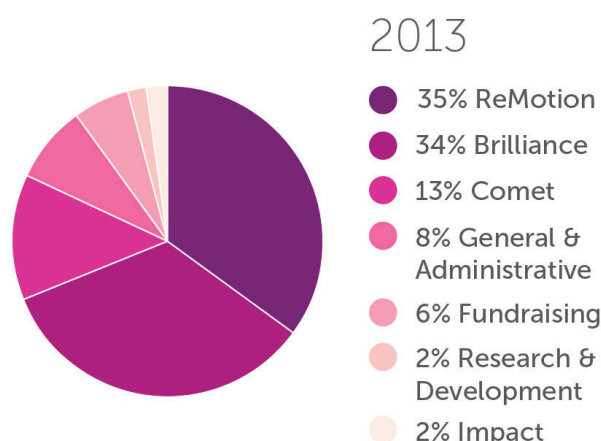
ing distribution. But the market for the knee looks very different than the market for Brilliance. The market for Brilliance is hundreds of hospitals in low-income countries. With the knee, it's a finite number—300, approximately, clinics in various countries. Some countries have no more than one or two clinics in total.

One of the things that we've seen from our understanding of the number of clinics, but also the number of amputees who need knees, is that once we hit about 70,000 amputees served per year, we hit a new hurdle. And that's the number of skilled prosthetists who can fit the knees. So thinking ahead about that kind of barrier that we're seeing, we hope to work with prosthetics colleges to help with curriculum development around polycentric knees. The polycentric knee is the type of mechanism we use.

What the future holds

Some of the lessons I've learned—not just from D-Rev, but my life before, working in Iraq and working in Kenya—is that when we talk about innovation and disruption, we're often very focused on the technology. But really, it's the system that is often causing the disruption.

2014 (proposed)



* Product specific Impact Assessment activities are included in each product's proposed budget

** The R&D budget includes Comet, Bullseye, and future product pipeline work

We focus the innovation on the physical thing. But how can we innovate the distribution channels? How can we improve some of these less sexy aspects of the product life cycle and delivery of the product, perhaps, to really make a dent in some of what we're seeing as huge social needs?

We leverage a lot of advisors. And we are very small for what we do. But in terms of how we grow, the short answer is we don't know how quickly we're going to grow. So we're going to stay in neonatal equipment. We're going to stay in mobility for at least the next year or so.

And we're building up a pipeline of products. D-Rev is doing a lot of new things. As an organization, our model is going through proof of concept. And I think we're getting close, but we're not there yet. We're hoping to see competitors. Because if we see competitors that are truly giving us a run for our money, then to me we're starting to solve the problem.

Source: © 1996-2014 McKinsey & Company

Design Firms Sustain Healthy Revenue Growth During 2013

By Scott Blair

Revenue from design work continues its modest upswing, according to an annual survey of top design firms conducted by ENR California and McGraw Hill Construction. The 109 participating firms collectively produced \$3.66 billion of design work on projects located in California during 2013, an increase of 5% over the previous year. But design firms will face an increasing level of difficulty in finding the staff needed to meet the demands of California's infrastructure and water needs, say respondents.

"The state's aging infrastructure, current drought conditions and the ripple effects on energy supply and demand all present opportunities for our industry and government to come together to solve these significant challenges," says Jim Zaniboni, executive vice president and California district general manager with AECOM in San Francisco.

Staffing Wars

Design firms are augmenting staff levels to meet the increased work load. Firms participating in the survey reported a total of 5,098 licensed architects and engineers on their payrolls, an increase of nearly 3% from the previous year's survey.

New York City-based Arup, ranked seventh in revenue among design firms working in California, forecasts double-digit growth in both revenue and staffing. "We will continue to recruit a significant number of new graduates, aligned with our long-term goals and practices, and we are continually seeking more diverse graduate intake," says Andy Howard, Arup Americas COO. "But there is a war for talent, diversity and language skills for seasoned and experienced project-delivery people."

Charlie Downs, senior principal with Sacramento-based Architectural Nexus, says recruitment is "the single biggest challenge facing our firm as the economy improves. There has been a

significant readjustment of human resources in the design industry in which many affected staff have moved out of the area or have left the profession entirely, as we've seen with CAD staff." Discouraging job prospects during the recession reduced the number of young people entering the design fields, which is now exacerbating current shortages, he adds.

Tight profit margins dictate the need for designers to wear many hats and use technology to maximize productivity. "Fees today will not support two staff members, such as an experienced practitioner sketching by hand and a re-

■ Continued on page 13

Eunejune Kim

services for all of the Port's 20 million square feet of property including the historic seawall, 39 piers, 80 marginal wharves, numerous structures, buildings, cranes, utilities, public and private areas, development projects, streets and walkways.

Mr. Kim has been serving the public as a civil engineer for over twenty years, working for cities in the Bay Area. Most recently, Mr. Kim served as City Engineer for the City of San Bruno, California where he developed infrastructure Master Plans and managed an extensive capital improvement program for the City's public buildings, water, wastewater and stormwater systems, roadways and pedestrian access ways. Mr. Kim's experience working with five separate municipalities and with the State of California has involved careful balancing of the unique needs and expectations of different communities. Such work has included implementation of capital improvement and development of engineering programs in a manner which best serves the particular community.

Mr. Kim is a San Francisco resident and a Bay Area native. He obtained a bachelor's degree from the University of California at Davis and a master's degree from San Jose State University in civil engineering. He is registered in California as a civil engineer, traffic engineer, and land surveyor. Mr. Kim currently serves as president of a non-profit, professional organization, Peninsula Area Contractors and Engineers (PACE), which promotes professional collaboration between contractors and engineers and raises funding for local engineering student scholarships.

The Port of San Francisco, an enterprise agency of the City and County of San Francisco, oversees a broad range of commercial, maritime and public access facilities along the City's waterfront that are held in public trust for the people of California.

Source: Port of San Francisco

U.S. Conference of Mayors backs America Fast Forward

by Steve Hymon

The U.S. Conference of Mayors last week voted to back a resolution by Los Angeles Mayor Eric Garcetti that "urges Congress to create a new category of qualified tax credit bonds to fund \$45 billion over 10 years for transportation to stimulate infrastructure investment."

Not exactly earth-shaking news. But it's good news nonetheless.

Let me explain. Metro has been pursuing the America Fast Forward (AFF) initiative for four-plus years. AFF includes two parts: an expanded federal loan program and a new bond program.

The loan program — called TIFIA — was expanded by Congress in 2012. TIFIA loans help provide local transit agencies such as Metro with low-interest loans that can be used to help pay for big, expensive projects — and, in fact, TIFIA loans are being used to help finance the building of the Crenshaw/LAX Line, the first phase of the Purple Line Extension and the Regional Connector.

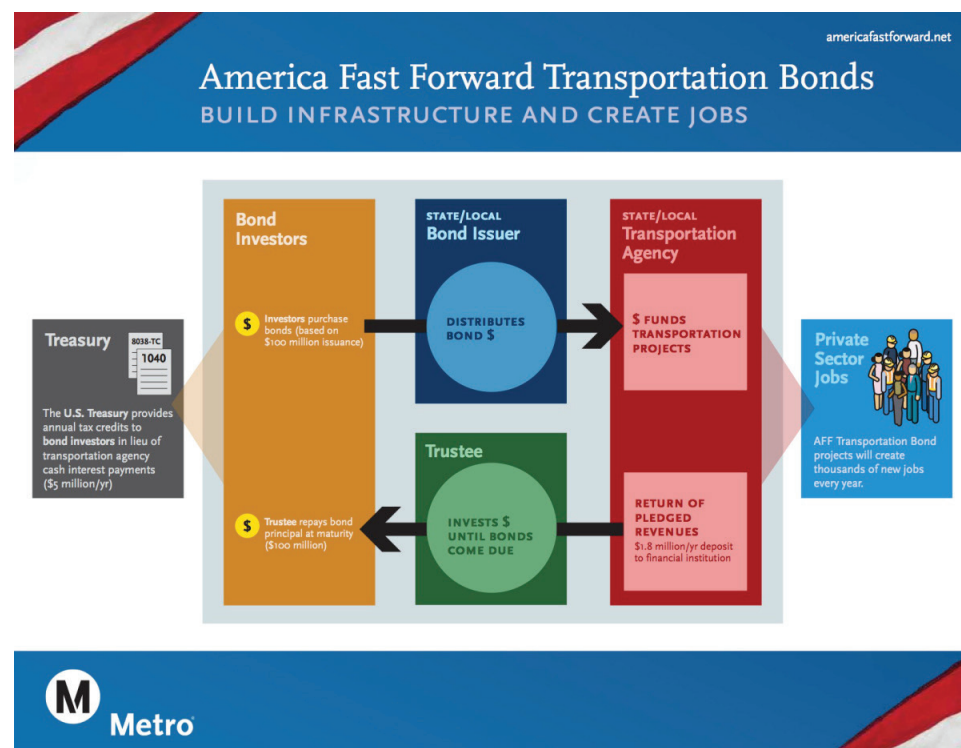
The bond program has been garnering support, but Congress still hasn't made it part of a multi-year transportation funding bill. In a nutshell: those who invest in transportation bonds receive federal tax credits instead of interest, a good way for investors to lower their tax burden and a good way for transportation agencies to save on interest costs.

Will Congress go for it? Hard to say as partisan politics have prevented Congress from approving of a truly long-term transportation funding bill since a four-year bill was signed into law by President Bush in 2005. That bill expired in 2009, was extended several times and then replaced by a two-year bill in 2012 that expires this year.

Earlier this year, President Obama released a bill proposal that embraced the AFF bond program as well as the TIFIA program. Congress hasn't exactly embraced the President's bill but there have been indications of support for the AFF bond program. In the meantime, mayors continue to push Congress to do something, as many cities are trying to expand transit systems and need help financing pricey projects.

As Mayor Garcetti wrote about the Conference, "As gridlock continues to paralyze our federal government, it's America's mayors who are increasingly leading the charge to improve quality of life across this country."

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



Mayor's Fund For Los Angeles Launches, Fosters Public-Private Partnerships to Create Transformative Change in the City

Mayor Eric Garcetti recently announced the launch of the Mayor's Fund for Los Angeles, a non-profit organization focused on creating partnerships between the City and the private, non-profit and philanthropic sectors aimed at tackling some of L.A.'s most pressing problems through both new and ongoing innovative programs.

Mayor Garcetti will make the announcement during an event at Glassell Park Recreation Center in Northeast Los Angeles marking the start of the City's Summer Night Lights initiative, which serves thousands of youth by keeping public parks open with staff and activities during summer nights, when school is out and young people are in greater need of positive activities. During its seven-year history, Summer Night Lights has been linked to dramatic reductions in gang-related crime and is supported this year in part by the Mayor's Fund for Los Angeles.

"The Mayor's Fund combines the best of the public and private sectors to create new, transformative solutions that improve our city's economy, quality of life, resiliency, and government efficiency," Mayor Garcetti said. "The Mayor's Fund will harness new ideas and new resources to make L.A. the most livable city in the world."

The Mayor's Fund, modeled after similar entities in New York, Philadelphia and other major cities, operates under the aegis of the California Community Foundation pending receipt of its 501(c)(3) charitable designation. It is funded by donations from private individuals, corporations and philanthropic foundations and will be overseen by an independent Board of Directors. As an organization, the Fund is intended to serve as an enduring resource for future mayors. More information is at www.mayorsfundla.org.

"Public-private strategic partnerships are the future of civic ventures around the globe. The Fund allows Los Angeles to be at the forefront, propelling innovation and creating a stronger community for all," said Deidre Lind, Acting President of the Mayor's Fund for Los Angeles. "As an umbrella organization, we can be agile and responsive, prioritizing opportunities ripe for partnership and action."

The Fund does not issue grants, but rather will create, oversee and underwrite new public-private partnerships that will transform communities and civic infrastructure. It will work closely with the Mayor's Office of Strategic Partnerships, which

will continue to serve as a portal for the non-profit and philanthropic sectors.

The Mayor's Fund for Los Angeles launches with four programs, including Mayor Garcetti's Summer of Success initiative, which is comprised of Summer Night Lights, HIRE LA's Youth, and Summer of Learning. It is also initiating a number of new programs, including ones focused on the development of L.A.'s cultural tourism, the revitalization of the L.A. River, and optimizing the City's systems for greater efficiency. The Fund will add programs that match public projects with private resources and monitored with rigorous impact metrics.

Support for the Fund from the Los Angeles philanthropic community has been extremely strong:

"Great cities benefit from visionary leaders who understand the exponential power of collaboration," said Wallis Annenberg, Chairman of the Annenberg Foundation. "The Mayor's Fund for Los Angeles will become a powerful tool for Mayor Garcetti and the Mayors of the future to leverage real change across the City."

"Partnerships that link the public sector and private resources have the power to bridge even our greatest challenges in our community," said Antonia Hernández, President and CEO of the California Community Foundation. "The California Community Foundation is proud to lend its support to the Mayor's Fund for Los Angeles which is uniquely positioned to connect cross-sector resources that can build the economic vitality and quality of life in our region."

"The Mayor's Fund for Los Angeles is built upon partnership and the community spirit which Mayor Garcetti has tapped into as our civic leader," said Robert K. Ross, MD, President and CEO of The California Endowment. "The California Endowment is pleased to be a partner in this effort to strengthen the health and wellbeing of our diverse communities across the City."

About the Mayor's Fund for Los Angeles:

The Mayor's Fund for Los Angeles is a non-profit, non-partisan organization dedicated to improving life for all Angelenos. Bringing together institutions and experts from across the City, the

L.A Times Disgraceful Reporting on High Speed Rail

■ Continued from page 1

press, including in the Times. But more often than not, Times coverage has been alarmingly one-sided, substandard and inaccurate.

For example, on December 15, 2011, the paper ran "Bullet Train's Travel-Time Mandate Adds to Ballooning of Costs [4]." It was written by Ralph Vartabedian, the principal reporter on the beat, and Dan Weikel. It says that "In the fine print of a 2008 voter-approved measure funding the project was a little-noticed requirement that trains be able to rocket from Union Station in downtown Los Angeles to San Francisco in no more than two hours and 40 minutes." The article's premise is that the speed requirements were virtually unknown and that was causing huge complications.

On page one of Proposition 1A [5], which launched the project, it says, in bullet points: "Establishes a clean, efficient 220 MPH transportation system." The obligation to complete the journey in two hours and 40 minutes is deeper inside, but it's in the same print as the rest of the law [6]. The speeds were well known. And existing HSR trains go fast enough to fulfill the mandate.

ten by Stuart Flashman, identified innocently as an "Oakland attorney who has represented governmental and public interest clients on high-speed rail issues since 2004." It doesn't mention that he's suing to stop the project on behalf of clients on the ROW in the Central Valley and Bay Area. Not surprisingly, his alignment suggestions—besides being unworkable—avoid their properties.

And on February 13, the paper ran: "Don't Give up on the Bullet Train, California [2]" by Tom Zoellner, an associate professor of English at Chapman University. One of his story's main points was the thing that made the barista on the Eurostar laugh—that local stations such as Haute-Picardie slow things down. "California's current 11-stop road from Los Angeles to San Francisco map routed through Fresno is too jerky and slow," he wrote. But Japan's famous Tokyo to Osaka bullet-train line has 15 intermediate stations. Secondary stations have extra tracks, so express trains blow right past locals [11], just as my Eurostar did. The fact that some trains will stop at Fresno and other smaller stations has no bearing on the overall speed of the system. But eliminating these stations and changing the alignment, as Zoellner suggests, would invalidate the engineering work and the funding, killing California's project.

[6] The obligation to complete the journey in two hours and 40 minutes is deeper inside, but it's in the same print as the rest of the law: <http://voter-guide.sos.ca.gov/past/2008/general/pdf-guide/suppl-complete-guide.pdf#prop1a>

[7] Bullet-Train Planners Face Huge Engineering Challenge: <http://articles.latimes.com/2012/nov/12/local/la-me-bullet-mountains-20121113>

[8] story based on their own USC Dornsife/Los Angeles Times poll: <http://articles.latimes.com/2013/sep/28/local/la-me-poll-high-speed-rail-20130928>

[9] poll done in April of this year by the Public

Policy Institute of California: <http://www.ppic.org/main/pressrelease.asp?i=1483>

[10] How to Make High-Speed Rail Work in California: <http://articles.latimes.com/2013/dec/16/opinion/la-oe-flashman-high-speed-rail-california-20131216>

[11] But Japan's famous Tokyo to Osaka bullet-train line has 15 intermediate stations. Secondary stations have extra tracks, so express trains blow right past locals: <https://www.youtube.com/watch?v=jZ0sb4K8ozs>

Don't give up on the bullet train, California

By Tom Zoellner

Who doesn't love a train? Who cannot fail to be seduced by the most appealing vehicle in human history — the rail-induced sensuality of "Brief Encounter," the desperate heroism of engineer Casey Jones, the creative muscle of the Big Four railroad barons, the plucky fortitude of Thomas the Tank Engine and the Little Engine That Could, all wrapped up in gleaming, rocking steel, punctuated by a high, lonesome whistle?

And yet California voters have been expressing morning-after regrets since they voted for Proposition 1A, which promised them a bullet train from Los Angeles to San Francisco. Backers said a Concorde-like fuselage would rocket us to the Bay Area in 2 1/2 hours and for the low, low fare of \$55. A Disneyland ride for grown-ups! And did we mention that it's carbon-friendly?

The reality has proved more problematic. The California High-Speed Rail Authority stumbled first by promising a smooth construction schedule and a \$32-billion price tag. The ensuing lawsuits and engineering revisions have fouled up the timeline and bumped up the price to the current reckoning of \$67.6 billion (and it'll probably be more expensive than that). The rail authority's latest business plan assumes ever more riders and ever less revenue but still suggests the project will ultimately be self-sustaining.

Unfortunately, surveys demonstrate that voters are at best skeptical. Up to 59% in a late 2012 USC Dornsife/Los Angeles Times poll said they would turn down high-speed rail, given the chance at a redo.

And yet lessons from around the world provide some hope that this romance can be saved. High-speed rail systems generally cost far more than was promised, take longer to build than is logical, have multiple construction headaches and require tempestuous adjustments along the way. But once all the drama is over and the engines are keyed, high-speed trains mostly do outstanding work.

California too may be able to weather the squabbling, get back to the honeymoon and finally to some real-world blessings, if it can

backtrack from the following mistakes, many of which were also made by its international predecessors:

Too many stops. There are a raft of complaints about the planned California route, but the Central Valley, now the nation's busiest short-haul air corridor, is the right place for high-speed rail technology. However, most passengers will want the fastest end-to-end trip possible. France's TGV embarrassed itself with the Haute-Picard station, built to encourage development in a rural area. The "beetroot" station remains in the middle of the sticks. The builders of Spain's AVE blemished their network with a stop at a de-populated town called Yebes.

The desire to appease local politicians may be overwhelming, but California's current 11-stop road from Los Angeles to San Francisco map routed through Fresno is too jerky and slow. The so-called Grapevine route, roughly paralleling Interstate 5 and without as many constituencies to appease, should be resurrected.

Stop pretending it will pay for itself. The hard truth is that high-speed rail almost never makes money. Only two lines of the 99 now operating in the world, Tokyo-Osaka and Paris-Lyon, make any money. And they too required considerable subsidies at the beginning.

In any event, the cost-benefit analysis has to include more than the immediate bottom line: fewer cars on the road, fewer jets in the skies, less pollution in the air.

Bad compromises. Rightfully wary of the affluent and lawsuit-happy residents of the peninsula south of San Francisco, state officials proposed in 2012 to run the bullet train there on existing tracks owned by Union Pacific. This eliminates the need to condemn land and build expensive new tracks, but it also creates hassles with Union Pacific, forces a drastic reduction in speed (which violates the legal mandate to create a 160-minute ride) and heightens the chances of a collision with an automobile at a grade crossing. The "blended" portions of France's high-speed train are the most frustrating sections for riders and dispatchers. Speed and safety shouldn't be compromised, even if it costs more.

Not enough Mussolini. This is an unattractive lesson: Big trains like this get built with an autocratic touch. Japan's Shinkansen train went online in 1964 after enormous domestic resistance only because of the bluster and persistence of an all-but-forgotten bureaucrat named Shinji Sogo, nicknamed Old Man Thunder by his underlings.

So far in California, the high-speed rail authority has hemmed and hawed more than blustered. It planned for an early groundbreaking, to create a physical reality that would be hard to

■ Continued on page 11



On Nov. 12, 2012, Vartabedian wrote a piece entitled "Bullet-Train Planners Face Huge Engineering Challenge [7]." He wrote that the train will "...cross more than half a dozen earthquake faults heading toward L.A.," as if there's a big question about whether it's prudent to run HSR in areas prone to temblors.

I wrote the following letter to the editor in response:

On March 11, 2011, Japan was hit by the largest earthquake in its history. There were 27 bullet trains running through the destruction zone. But early warning computers hit the emergency brakes as soon as the shockwaves were detected. The quake and accompanying tsunami killed 16,000 people and destroyed 129,000 buildings. Yet the bullet trains stayed on the tracks, continuing Japan's perfect safety record for its half-century old network. It's odd that Vartabedian focuses on high-speed train engineering and earthquakes without mentioning history's most definitive real-world test.

They emailed me back that the letter was approved and would likely run in a few days.

But it didn't. Instead, they ran letters that were negative on the project.

On Sept. 28, 2013, the Times ran a story based on their own USC Dornsife/Los Angeles Times poll [8], which found that 52 percent want California's HSR project stopped. But even there, things aren't as the Times presents it. A poll done in April of this year by the Public Policy Institute of California [9], shows that 53 percent still support the project. That poll, as with almost any favorable information, is ignored by the Times.

The Times will occasionally run a "positive" story. For example, in Dec. of last year they published an Op-Ed entitled "How to Make High-Speed Rail Work in California [10]." It was writ-

For years now, nearly every bit of HSR coverage by the Times has been like the articles cited above. I once admired the newspaper and even freelanced for them. It's not in the self-interest of any journalist to accuse editors and potential employers. But at some point every transportation reporter has to step up and point out the obvious: the Los Angeles Times coverage of HSR is deceitful and shamelessly biased.

Link: <http://la.streetsblog.org>

Source: Streetsblog Los Angeles

URLs in the article:

[2] in the Los Angeles Times: <http://articles.latimes.com/2014/feb/13/opinion/la-oe-zoellner-high-speed-rail-20140213>

[3] Under the new state budget, \$250 million was allocated for California HSR in the next fiscal year: <http://la.streetsblog.org/2014/06/12/breaking-news-deal-reached-on-cas-cap-and-trade-spending-plan/>

[4] Bullet Train's Travel-Time Mandate Adds to Ballooning of Costs: <http://articles.latimes.com/2011/dec/15/local/la-me-bullet-speed-20111215>

[5] page one of Proposition 1A: <http://vig.cdn.sos.ca.gov/2008/general/title-sum/pdf/prop1a-title-summary.pdf>

Public Legal Notices

**CALIFORNIA STATE UNIVERSITY (CSU)
OFFICE OF THE CHANCELLOR**

NOTICE INVITING BIDS

**Job Order Contract:
Bid No. IR-JOC-3-2014**

**Project Name: Immediate Response
Job Order Contract
California State University (CSU),
Office of the Chancellor**

Project Description: The CSU is seeking qualified contractors with a Contractors License B 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 due date/time: July 31, 2014 at 2:00 P.M. (via electronic bid only at the following website: <http://www.planet-bids.com/portal/portal.cfm?CompanyID=15331>)

No paper bids will be accepted. See Table of Contents for list of required documents to be submitted electronically with the Bid Documents, and documents are to be submitted within 24 hours of bid closing.

Pre-bid Conference:

Date: July 8, 2014 (Tuesday) at 11:00 A.M.

Location: CSU, Office of the Chancellor, 401 Golden Shore Long Beach, CA 90802, Coronado Conference Room

Primary Contact: Mr. Jay Jefferson, Construction Manager

CSU, Office of the Chancellor, CPDC-Construction Management
Phone: 562-951-4115 or Email: cocm@calstate.edu

Contractor is strongly encouraged to attend the one pre-bid meeting which will cover both Northern and Southern California, the meeting is not mandatory. Sample bid documents are available at the website below. Interested parties must register with PlanetBids to download bid documents, receive addendums, and update notices, and submit their ebids. There is no cost to register. CD specifications will be available at the pre-bid meeting at no cost and they will also be available online at the PlanetBids website (documents are also available at <http://www.bidsync.com/bid-notifications>).

The site to register for planet bids is: <http://www.planetbids.com/portal/portal.cfm?CompanyID=15331>

The Trustees require 3% Disabled Veteran Business Enterprise participation (no good faith effort will be accepted). This requirement applies to the construction 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).

All contractors must be prequalified prior to submitting a bid. Note the Bid documents for further details.

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UCLA

**ADVERTISEMENT FOR PREQUALIFICATION
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The following is a summary of a full Advertisement for Prequalification (Subcontractors) posted on the UCLA Capital Programs Website (www.capital-programs.ucla.edu/Contracts/ProjectsCurrentlyBidding). **All interested parties must go to the Website for complete information.**

Subject to conditions prescribed by the University of California, Los Angeles, responses to the University's prequalification documents for a lump sum contract are sought from prospective subcontractor bidders (hereafter "bidders") for the following project:

Project Name: Jules Stein Seismic Correction and Program Improvements

Project Number: 945905.01

General Description of Work: Seismic corrections and program improvements to the 93,000 gsf Jules Stein Building. **Refer to website for complete description.** www.capitalprograms.ucla.edu/

Estimated Construction Cost is \$41,000,000.

Prequalification Documents Available at: www.uclaplanroom.com

Prequalification Document Submittal Locations:

Contracts Administration
University of California, Los Angeles
1060 Veteran Avenue, Suite 125
Box 951365
Los Angeles, California 90095-1365
310-825-7015
or
UCLA Planroom website
www.uclaplanroom.com

Dates:

Prequalification Document Availability:
June 3, 2014

Mandatory Prequalification Conference:
June 10, 2014 **and again on June 27, 2014**
Beginning promptly at 10:00 a.m.
(THERE IS NO GRACE PERIOD)

Prequalification Submittal Deadline:
3:00 p.m., July 9, 2014

License Requirements:
C-20, C-10, C-36, C-16, C-29.

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA

SFO

**CONCESSION OPPORTUNITY AT
SAN FRANCISCO INTERNATIONAL AIRPORT**

San Francisco International Airport is accepting proposals for the Foreign Currency Exchange Services Lease. The Lease grants the exclusive right to provide foreign currency exchange services at the Airport for a term of five (5) years with three (3) one-year options, at the Airport's discretion. The proposed minimum acceptable financial offer is \$4,200,000, which will be the successful Proposer's minimum annual guarantee for the first year of the Lease. The Airport intends to award the Lease to the highest-ranked, most responsive and responsible proposer. Each proposer must submit a proposal deposit in the amount of \$100,000 as a guarantee that the proposer will execute said Lease. This proposal deposit shall be in the form of a cashier's check, surety bond or irrevocable letter of credit in its original form.

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

CNS#2637243

Request for Proposal

On-Call Real Estate Consultant Services



Who: Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's 1.9 million residents.

What: The Santa Clara Valley Water District is soliciting proposals from real estate firms to provide on-call real estate consultant services. The selected consultant will complete appraisal, acquisition, title, and relocation services for certain parcels of land that may be required for construction of a public project.

You are invited to submit a proposal based on your qualifications conducting assessment and upgrade projects similar in size and scope to the District's project. The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "RE-10" and add contact information as necessary.

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

In addition to submitting proposals electronically through the District's web portal, 6 hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to **Brad Imamura** at bimamura@valleywater.org by the date specified in the RFP Package Schedule tab.

6/2014_BA

CITY OF LODI

NOTICE IS HEREBY GIVEN, that the City of Lodi has established a proposed Overall Three Year Disadvantaged Business Enterprise (DBE) Goal for FTA-assisted projects of **2.75%**, for Federal Fiscal years 2014/15, 2015/16, and 2016/17.

The DBE Goal is applicable to DOT (FTA)-assisted contracting opportunities scheduled to be awarded during the period of October 1, 2014 through September 30, 2017. The City of Lodi's proposed Three Year Goal and its rationale (developed in response to U.S. Department of Transportation's Disadvantaged Business Enterprise Program Regulations published under Title 49 CFR Part 26) are available for inspection for thirty (30) days following the date of this Notice from 7:30am to 5:30pm Pacific Standard Time, Monday through Thursday at City of Lodi's Public Works Department.

Location:
**Lodi City Hall
Public Works Department
221 West Pine Street
Lodi, CA 95240**

**Attn: Ms. Julia Tyack
DBE Liaison Officer
(209)333-6800 ext. 2076
jtyack@lodi.gov**

Comments regarding the Goal will be accepted for forty-five (45) days from the date of this Notice. Comments can be forwarded to Ms. Julia Tyack, DBE Liaison Officer, at the above stated address, phone number, and email; or to Mr. Derrin Jourdan, Civil Rights Specialist, FTA Region IX, 201 Mission Street Suite 1650, San Francisco, CA 94105-1926.

Don't give up

Continued from page 10

stop, but that's been a no go. Gov. Jerry Brown's two-fisted support for the bullet train, and his idea of diverting carbon cap-and-trade revenue for high-speed rail, is the kind of sharp-elbowed move that may be the only way a project like this could ever get built.

The biggest persistence question is this: Will there be U.S. presidents for the next 15 years who, like Obama, will keep stimulus money flowing for the project, even through flying flak?

Californians who want high-speed rail should not lose hope. When the drama of the construction has faded, the end result in almost every nation has been a train that is popular with the public, stuffed with plenty of passengers and genuinely inspiring and useful, even if it doesn't always pay for itself with fare-box revenue. The honeyed words of the initial promotion may have been written by moonlight, but it doesn't have to mean a breakup in the cold light of day.

Tom Zoellner, an associate professor of English at Chapman University, is the author of "Train: Riding the Rails that Created the Modern World, From the Trans-Siberian to the Southwest Chief."

Source: Los Angeles Time

Public Legal Notices

UC SAN FRANCISCO MEDICAL CENTER

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco Medical Center, sealed bids for a Lump Sum Contract are invited for the following Work:

Moffitt Elevators Equipment Replacement - Infrastructure

Project No.: 12-690 / Contract No.: L00165

UNIVERSITY OF CALIFORNIA, SAN FRANCISCO MEDICAL CENTER

DESCRIPTION OF WORK:

Upgrade of Electrical Infrastructure to support new Elevator equipment. Also upgrade Fire Life Safety components as needed to protect door openings to current codes. Elevator equipment furnished & installed under separate contract with the University.

THE ESTIMATED CONSTRUCTION COST OF THIS PROJECT IS \$1,750,000 – \$1,825,000.

BIDDER QUALIFICATIONS: To be eligible for consideration of award, bidders must have the minimum experience and certify their firm has not been cited by the Medical Center for health, safety, infection control or interim life safety violations set forth in the Supplementary Instructions To Bidders.

Bidders must submit qualifications on line using the UC Supplier Registration and Sourcing (SRS) system.

PROCEDURES:

Bidding Documents will be available beginning on Thursday June 26, 2014 at 10AM by requesting via e-mail to contractservices@ucsfmedctr.org with the following information: Company name, address, phone and fax nos. Please reference Project No. 12-690 in the subject line. You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the bidding document.

Bidding Documents and complete advertisement can be viewed on the SRS Website, once you have registered.

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on Wednesday July 2, 2014 beginning promptly at 10:00 am. Details are available on the SRS System listed above.

Bids will be received using the UC Supplier Registration and Sourcing (SRS) system accessible through: <https://suppliers.scquest.com/UCOP/>.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA

94118. Phone: (415) 885-7257. Bid Deadline: Sealed bids must be received on or before 2:00 p.m., Tuesday July 22, 2014. And Bids will be opened after 2:05 P.M.

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

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

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

LICENSE CLASSIFICATION: General Building

LICENSE CODE: B

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Francisco Medical Center June, 2014

New Manager...

Continued from page 2

en and girls. The partnership supports President Obama's mission and work of the White House Council on Women and Girls.

For more information on the newest member of the OSDBU family, please visit the OSDBU website.

Source: U.S. Department of Transportation

Mayor's Fund...

Continued from page 9

Fund supports programs that will create transformative change across Los Angeles, making it a world leader in economic prosperity, government efficiency, community resiliency, and quality of life for all of its residents. Uniquely positioned at the crossroads of local government, business, philanthropy, and non-profits, the Fund enables communication and collaboration that will tackle some of Los Angeles' most complex challenges. The Fund is supported by private donations and will be overseen by an independent Board of Directors. It is currently operated under the aegis of the California Community Foundation but will soon receive designation as a 501(c)(3) charitable organization. More information can be found at www.mayorsfundla.org.

Source: PR Newswire

Subscribe to the SBE Weekly Newspaper

Choose an option that meets your needs...

#1 \$250

Includes 1 year subscription to SBE newspaper with bid notices

#2 \$220

Includes 1 year subscription to bid notice service by fax

#3 \$200

Includes 1 year subscription to bid notice service by email OR by online access

* Options include no more than 3 sub-categories per subscription

If you signed up for fax or E-mail services, list the criteria that best describes your services.

Search Words:

Location(s) (optional):

- Subscriptions are non-refundable. Subscriptions begin upon receipt of payment.
 - Make check payable to: Small Business Exchange, Inc.
 - Mail payment & form to: 703 Market Street Suite 1000, San Francisco, CA 94103
- You can also Fax your subscription form to us at (415) 778-6255

I would like to receive bid updates by

Internet (login information will be emailed) Fax Email

Please choose the general category:

Construction Business Services
Professional Services Commodities

(You will be sent a list of sub-categories from which to chose.)

List location(s) of where your company will work:

Company Name:

Contact:

Address:

City/State/Zip:

Phone: Fax:

Email:

Check Enclosed Charge (circle one) VISA/MC/AMEX

Account #

Exp. Date

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Fictitious Business Name

<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0358731-00</div><div>Fictitious Business Name(s): 1.) Ethically Enchanted 2.) Joules 3.) Salon de Joules 4.) Custom Wedding Bands</div><div>Address 210 Post Street, Suite 914, San Francisco, CA 94108 Full Name of Registrant #1 Dimitria Koumarnetos Address of Registrant #1 145 Meadowcroft Dr., San Anselmo, CA 94960</div><div>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 6/1/2014</div><div>Signed: Dimitria Koumarnetos</div><div>This statement was filed with the County Clerk of San Francisco County on 6/5/2014.</div><div>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</div><div>Filed: Jennifer Wong Deputy County Clerk 6/5/2014</div><div>6/12/14 + 6/19/14 + 6/26/14 + 7/03/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0358895-00</div><div>Fictitious Business Name(s): Fifty/Fifty Address 3157 Geary Boulevard, San Francisco, CA 94118 Full Name of Registrant #1 18 Grams, LLC (CA) Address of Registrant #1 3157 Geary Boulevard, San Francisco, CA 94118</div><div>This business is conducted by A Limited Liability Company. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on Not Applicable</div><div>Signed: Van Phan</div><div>This statement was filed with the County Clerk of San Francisco County on 6/13/2014.</div><div>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</div><div>Filed: Jeanette Yu Deputy County Clerk 6/13/2014</div><div>6/19/14 + 6/26/14 + 7/3/14 + 7/10/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0358745-00</div><div>Fictitious Business Name(s): Hititup Address 28 Minerva Street, San Francisco, CA 94112 Full Name of Registrant #1 Fast N Fresh LLC (CA) Address of Registrant #1 28 Minerva Street, San Francisco, CA 94112</div><div>This business is conducted by A Limited Liability Company. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 6/5/2014</div><div>Signed: Sami Akhavan Rad</div><div>This statement was filed with the County Clerk of San Francisco County on 6/5/2014.</div><div>Notice: This fictitious name statement expires five years from the date it was filed. 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The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 4/1/2014</div><div>Signed: Andrea Dillback</div><div>This statement was filed with the County Clerk of San Francisco County on 5/13/2014.</div><div>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</div><div>Filed: Melissa Ortiz Deputy County Clerk 5/13/2014</div><div>6/05/14 + 6/12/14 + 6/19/14 + 6/26/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0358640-00</div><div>Fictitious Business Name(s): Mind Body Optimization Address 870 Market Street, Suite 859 San Francisco, CA 94102 Full Name of Registrant #1 David Peter Seidman Address of Registrant #1 340 Capp Street, San Francisco, CA 94110</div><div>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/29/2014</div><div>Signed: David Seidman</div><div>This statement was filed with the County Clerk of San Francisco County on 5/30/2014.</div><div>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</div><div>Filed: Melissa Ortiz Deputy County Clerk 5/30/2014</div><div>6/12/14 + 6/19/14 + 6/26/14 + 7/03/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0358903-00</div><div>Fictitious Business Name(s): Healthy Eating San Francisco Address 876 Treat Avenue #3, San Francisco, CA 94110 Full Name of Registrant #1 Christine Selig Address of Registrant #1 876 Treat Avenue #3, San Francisco, CA 94110</div><div>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 6/13/2014</div><div>Signed: Christine Selig</div><div>This statement was filed with the County Clerk of San Francisco County on 6/13/2014.</div><div>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</div><div>Filed: Maribel Jaldon Deputy County Clerk 6/13/2014</div><div>6/19/14 + 6/26/14 + 7/3/14 + 7/10/14</div></div>
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While the major urban centers enjoy an ongoing growth cycle, large-scale rural projects such as high-speed rail and natural resource extraction are spurring some firms to open branches in the interior of California. Revenue generated from the petroleum sector jumped 42% during 2013, for example. However, if and when the high-speed rail project is completed, the region may not produce sufficient new project opportunities to support all of these new firms, says Michael D. Knopf, president of Roseville-based Quad Knopf.

Natural Disaster in Slow Motion

As the drought deepens, collateral effects are rippling throughout California. "Rural communities could literally be wiped out by drastic cuts in farm labor and harvesting," Knopf says. "Policymakers who have bought into the notion that conservation is sufficient to address the water issue for farmers and still divert all the water to meet environmental objectives simply do not understand agriculture in the Central Valley."

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Designs centered around alternative funding sources can help public owners and utilities balance expenses with revenue streams, says Kristen Miller, MWH business unit leader for municipal water and wastewater. "The focus has shifted from the days of conservative over-design to a much more practical and total cost analysis, bringing in not just the capital costs, but the ongoing maintenance and operational costs that our clients are faced with long after construction is complete."

California's ever-changing regulatory climate can also be fertile ground for business opportunities. "Our firm has invested a lot of time into the new Title 24 Energy Code, which takes effect on July 1," says Scott Wheeler, principal with Auburn-based Engineering Enterprise. "Our expertise in this area has already led us to successful teaming efforts." He also expects Proposition 39 to provide ample work in evaluating schools for potential energy savings.

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



Design Firms Sustain Healthy Revenue

Continued from page 8

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Attitudes among state officials seem to be shifting in favor of more investment in water infrastructure such as water-recycling plants, pipelines and desalination plants. But, "because those policy discussions and negotiations are under way, there is a level of uncertainty that exists," says Brian Jordan, director of global corporate development for MWH Global in Pasadena. "Ultimately, a combination of supply- and demand-side investments and strategies will be needed."

Many firms are also benefiting from design work to replace California's aging infrastructure. Firms reported \$935.4 million in revenue associated with transportation projects in 2013. Revenue from power-related projects rose 17%, while sewer infrastructure projects jumped nearly 50%.

But—as in the rest of the U.S.—there isn't enough public money to fund all of California's required work. "Financial challenges for public agencies continue, and alternative delivery, such as design-build and public-private partnerships, represents a growing market over the next several years," says Teri Zink, West regional business manager and senior vice president of Parsons Brinckerhoff, San

Francisco. "We believe that as public revenues rise due to an improving economy, the market will improve."

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



AECOM was the architect and engineer of record on the George Deukmejian Courthouse in Long Beach, delivered through a performance-based, public-private partnership.

Photo by Robb Williamson, Courtesy of AECOM

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SMALL & MINORITY BUSINESS

California Economy to Ride 2013 Momentum into 2015 Expansion

Bank of the West Chief Economist Forecasts Employment Growth, Housing Slowdown in Regional Economic Outlook Report

Despite the drought and lingering effects of the Great Recession, California's economy will continue to expand at a respectable pace in 2014 and 2015, said Bank of the West Chief Economist Scott Anderson, Ph.D. in his semi-annual California Regional Economic Outlook report. Anderson explained that the Bay Area will remain the fastest growing region in the state, but there remain a few key factors that may prevent some Californians from realizing their American Dream over the next few years, including:

- A higher than average unemployment rate
- Expiration of federal funded long-term unemployment benefits
- Poor housing affordability
- A sharp decline in agricultural output due to the severe drought plaguing the state

"Despite these potential headwinds, California's population is expected to increase steadily into the future, as the economy, labor force, and personal income levels in the state continue to rise," Anderson said. "As job growth accelerates, we can anticipate a boost in private sector industries, creating new business opportunities in traditional and emerging sectors. Similarly, we can expect job creation in some of the most dynamic sectors in the state, including professional and business services, leisure and hospitality, trade, education and healthcare."

Written along with Bank of the West Economist Myasnik "Nik" Poghosyan, Anderson's analysis also projects a better-than-expected state budget outlook, with income tax revenues continuing to be the main driver of this positive force thanks to job growth and expanding capital gains.

"This revenue momentum will be sustained only if payroll and earnings continue to improve and consumer spending strengthens further," Anderson highlighted, "but unfortunately the state's positive balance sheet is not strong enough yet to eliminate inherited budgetary issues. Overall, California still needs more sustainable sources of tax revenue to tackle lingering problems."

Anderson's Key Regional Observations The Bay Area

Economic expansion in the Bay Area is expected to be among the most vigorous of all U.S. metropolitan areas in 2014. This is primarily due to the healthy job growth in professional and business services and educational and health services. Tourism and trade, and more recently construction, are also contributing to the Bay Area's economic strength.

In the past year, the Bay Area created 30 percent of the state's total jobs and as a result of the increase, the unemployment rate dropped rapidly to 5.8 percent on a seasonally adjusted basis in April 2014 from 6.9 percent a year ago. Employment in the Bay Area is expected to continue its outperformance of the state and national averages, as well-established large tech companies continue growing and expanding their market shares and Bay Area startups attract the largest share of U.S. venture capital investment. In addition, during the last 12 months the median existing home price posted a strong 12 percent surge in the Bay Area; however, the housing market is likely to cool down in the coming years due to diminishing housing affordability and disappearing distressed housing inventory.

Southern California

The six-county Southern California region holds more than 55 percent of California's economy. Its unemployment rate dropped to 7.7 percent in April from a seasonally adjusted 9.1 percent a year ago, and nonfarm employment increased by 188,600 jobs, with 96 percent of those created in the private sector. Despite the notable improvement in the labor market over the last three years, the region is still 146,400 nonfarm jobs short of its pre-recession peak.

Southern California's strongest job growth in the past 12 months was in educational and health services, and professional and business services. Similarly, the past year saw construction payrolls grow the fastest in percentage terms at 8.6 percent, adding 28,600 jobs in the region. This was clearly due to improving housing markets and positive sentiment among homebuilders, as housing starts in Southern California are already back to pre-recession levels. Overall, the unemployment rate improved substantially across all regions of Southern California since April 2013.

"Still, potential downside risks in Southern California include a more severe slowdown in the housing sector which could have some negative spill-over effects," according to Anderson.

Southern California is a major foreign trade hub for the United States, with the ports of Los Angeles and Long Beach facilitating a total of \$80.5 billion in seaborne exports in 2013. As state, regional, and global economies continue to recover, Anderson expects this positive trend in the trade sector to become more sustainable in the next few years, creating thousands of new permanent jobs in the region.



Bank of the West Chief Economist
Scott Anderson, Ph.D.

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What Lenders Look for Before Granting a Small Business Loan



Before lenders will grant a small business loan, they need to ensure that the loan will be repaid. Every loan is a risk but banks and brokers want to take as little risk as possible. They look for businesses that show promise and they award loans to businesspeople who have solid personal and busi-

ness financials and are committed to the success of their businesses.

When deciding whether or not to issue you a loan, lenders may look at gross annual sales or revenues, checking account balances, profitability and the length of time you have been in business. If your business is relatively new, the lender may ask to see a business plan. Check out *How Can You Increase Your Chances of Getting a Business Loan?*

If you are just starting your business, include a business plan as part of your loan application. It should include monthly cash flow projections for the first 24 months (36 months for startups). Established businesses should show a schedule of current debts and loan balances, payment schedules, maturity and available collateral. Learn how to Clean Up

Your Company's Bad Credit Profile.

A lender will review your personal credit history and FICO score, especially if your company does not have a track record of producing revenue. Among the personal credit information that may be considered are:

- personal credit card debt
- personal loans
- liquid assets
- real estate holdings
- tax returns
- personal financial statements

Lenders will consider your personal spending habits, including how you use credit cards and handle installment debt. Lenders look askance at individuals with substantial personal debt, as they are less likely to withstand a reduction in income during slow times.

Lenders pay close attention to balance sheets. Any uncertainty or discrepancy of their contents will raise a red flag. They will also expect a business summary that describes in detail: the nature of your business; how the funds from the loan will be used; and available working capital, with descriptions of how it will be allocated. It should also describe how you plan to differentiate your business from competitors.

While being prepared and organized can save time and possibly help your loan get approved, too much information may be more of a hindrance than a help. There is some information that lenders may want to see later on in the process, such as proof of insurance for collateralized items or lease documents. Have this information ready to submit if your lender requests it but don't include it as part of your initial application. Overwhelming your loan officer with too much information may actually slow down the process.

Source: 1999 - 2014 AllBusiness.com, Inc.

Access to Capital

SMALL & MINORITY BUSINESS

Chase Receives \$60 Million New Markets Tax Credit Award



Chase announced that it received \$60 million in the latest round of New Markets Tax Credit (NMTC) allocations to further expand its investment to support jobs and service in low-income communities across the U.S.

The \$60 million award is from the U.S. Department of the Treasury's Community Development Financial Institutions Fund, which awarded \$3.5 billion in NMTC allocations to 87 organizations this year to help increase economic opportunity in the nation's most distressed areas.

"We are proud of our decade-long track record of successfully using New Markets financing to support projects that improve the quality of residents' lives in the communities we serve," said Matt Reilein, head of Chase's New Markets Tax Credit Group. "We look forward to continuing to use these awards to expand our investment in programs that are revitalizing neighborhoods across the U.S."

Chase has received eight NMTC awards over the last nine rounds since the program began 14 years ago, bringing the firm's total awards to \$540 million. Chase uses its NMTC allocations to partner with awardees, and has invested in over \$4.4 billion of NMTC eligible projects that support job creation, healthcare and social services, access to affordable healthy food and educational programs.

The New Markets program is administered by the U.S. Department of the Treasury. It is designed to stimulate economic growth and job creation in low-income communities by providing much-needed investment capital, financial counseling and other services. Awardees are selected after a highly competitive and rigorous government review process.

About Chase

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$2.5 trillion and operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, and asset management. A component of the Dow Jones Industrial Average, JPMorgan Chase & Co. serves millions of consumers in the United States and many of the world's most prominent corporate, institutional and government clients under its J.P. Morgan and Chase brands. Information about JPMorgan Chase & Co. is available at www.jpmorganchase.com.

Source: © 2014 JPMorgan Chase & Co.

Supplier Diversity

Our Supplier Diversity Network is comprised of certified diverse businesses that have registered in our system. The Network is the preferred resource used to select diverse suppliers to compete for contracting opportunities.

As bidding opportunities arise, the Corporate Supplier Diversity team, working with sourcing and procurement professionals, actively utilize this database to screen diverse suppliers against industry-specific criteria for the opportunity at-hand. To receive maximum consideration for these opportunities, you should be diligent in maintaining a current and accurate listing in the system, keeping key--contact and email addresses current.

Register or learn more about supplier diversity using the links below. Have questions? Visit our FAQ page -

www.jpmorganchase.com/corporate/About-JPMC/supplier-faqs.htm

California Economy

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Central Coast

With a total population of nearly 1.4 million residents, the Central Coast of California experienced positive signs of economic stabilization and housing recovery during the last 12 months, despite distress in terms of housing and labor markets following the Great Recession. Unemployment improved notably during the last two years across all four counties; however, the overall regional improvement in unemployment has been slower than the California average. According to Anderson, the region still needs to create 4,100 additional jobs to reach its pre-recession peak.

Like other regions of California, the housing sector in the Central Coast of California has been strong during the economic recovery. Yet, the latest California Association of Realtors April 2014 report reveals that home sales were down in three out of four counties of the Central Coast due to diminishing distressed inventory, decreased affordability and relatively high interest rates compared to April 2013. While dry weather conditions are a downside risk that could have negative ripple effects on agriculture and related sectors, Anderson said he expects the housing market will follow suit in terms of economic expansion, though at a much slower pace than it has over the past few years.

The Central Valley

Anderson noted that the Central Valley is the most economically volatile region in California. Regardless, in April 2014 nonfarm payrolls in the largest metro areas of the Central Valley increased by 46,400 jobs or 2.6 percent -- well above the state average growth rate. While the unemployment rate is still relatively high at 9.9 percent, it is down from 11.0 percent a year ago. However, the overall job recovery in the Central Valley has been relatively sluggish and is expected to grow at a slower pace in the next few years.

Sacramento has been responsible for creating nearly two-thirds of the jobs in the Central Valley -- the only metro area in the Valley where the unemployment rate was lower than the state average for April 2014. In addition, in Fresno -- the agricultural heartland of California -- farming sector employment declined by 2,700 jobs, likely due to the drought in the region. Anderson said he expects a moderation of home price increases throughout this year and into 2015 in the Central Valley as sales remain subdued.

For more information on Anderson's 2014 California Regional Economic Outlook Report, to be added to his email distribution list or to request a media interview, please contact Bank of the West Corporate Communications.

About Bank of the West

Founded in 1874, \$65 billion-asset Bank of the West (www.bankofthewest.com), Member FDIC and Equal Housing Lender, offers a wide range of personal, commercial, wealth management and international banking services. The bank operates more than 600 retail and commercial banking locations in 19 Western and Midwestern states. Bank of the West is a subsidiary of BNP Paribas, which has a presence in 80 countries with nearly 200,000 employees.

Source: ©2014 Bank of the West.

5 Fees You Shouldn't Be Paying -- Ever

By Brian O'Connell

If there's one dangerous place to be in the financial world, it's between a bank and its fees. After all, banks make \$30 billion annually on checking account fees alone.

But that's exactly where you should be: taking a stand on onerous bank fees on services that are either overrated or that you don't need at all.

That's the outlook from Take Charge America, a Phoenix, Ariz., nonprofit credit counseling

and debt management agency that says there are plenty of bank fees you really shouldn't be paying, but it's hard for the average consumer to figure out exactly which can be avoided with no repercussions.

"In many cases, people don't realize how much they're paying out, as the charges are automatically deducted from checking accounts or tacked onto credit card statements," says Mike Sullivan, chief education officer at the nonprofit. "It can seriously add up from month to month, year to year."

What fees can you bypass and ignore? Sullivan has a pretty good checklist:

Checking account fees. Most banks offer free accounts with no fees; they just don't broadcast their availability on a regular basis. Try an online bank or community bank first -- they're your best bets for free checking accounts, Sullivan says.

Low balance fees. Banks love to charge customers if checking or savings accounts fall below a required minimum balance, but will likely waive the fee if you make a fuss.

More and more banks are dropping low balance fees altogether.

Inactive fees. Sullivan says there is no need to be paying fees on accounts you're not using. If you have an inactive account, close it so you don't wind up being hit with low balance fees.

ATM charges. Avoiding ATM fees should be a no-brainer. Instead of being charged on out-of-network ATMs, plan ahead and use your own bank's ATM -- or switch to a bank that offers reimbursement fees for ATM usage.

Overdraft fees. Overdraft fees can be especially painful for consumers, costing between \$20 and \$36 for each infraction. But Sullivan has a good prescription for that: "Better record-keeping and cash flow management can help consumers avoid these fees and hold onto their hard-earned money," he says.

Sullivan says there is also no need to pay annual fees on credit cards (plenty of card companies don't have annual fees, but you have to look for them). And late credit card payments fees can be eliminated by signing up for account alerts that let you know when a card bill is due.

Saving a few bucks on bank fees is a cathartic experience -- it's a rare chance to pull one over on your bank instead of vice-versa. Start with the list above, and see how much money you can save from the banksters this year.

Source: © 2014 TheStreet, Inc.



