

Voice of Small, Emerging Diversity Owned Businesses Since 1984

## SBA Diverts Contracts to Fortune 500 Firms

On July 1, the American Small Business League (ASBL) predicted the Small Business Administration (SBA) would release their annual Small Business Contracting Scorecard later that week. The next day the agency quietly released their numbers, including billions of dollars to Fortune 500 companies in their small business contracting data.

Contracts to Chevron, Apple, General Electric, AT&T, Hewlett-Packard Verizon, IBM, Dell, Costco, Wells Fargo, Home Depot, Microsoft, Walgreens, Johnson & Johnson, Pepsi, Intel, Coca-Cola, FedEx, DuPont, Honeywell, Oracle, Delta Air Lines and Sprint were counted as small business contracts in order for agencies to meet their goals.

The SBA's false claim that small businesses received 22.25 percent of federal contracts was based on a violation of both statutes in the Small Business Act that defines a legitimate small business and the statute that requires small business shall receive "A minimum of 23 percent of the total value of all federal contracts."

The Small Business Act defines a small business as one that is independently owned and operated, not dominant in its field and has no more than 1,500 employees. The SBA has come up with policies that are illegal and allow them to intentionally divert contracts to Fortune 500 and other large companies.



As early as 1995, the SBA Office of Inspector (SBA OIG) has reported fraud in contracting programs. In SBA Inspector General Peggy E. Gustafson's latest report to Congress she stated, "The agency faces a number of challenges in carrying out its mission, including fraudulent schemes affecting all SBA programs..."

The SBA OIG has named the diversion of small business contracts to corporate giants as the top management challenge facing the SBA and in Report 5-15 from 2005, they named it "One of the most important challenges facing the Small Business Administration and the entire Federal government today..."

In 2009 the General Accounting Office (GAO) issued report GAO-10-108 after investigating a small business program managed by the SBA. It stated, "The SBA and contracting agencies have sent a message to the contracting community there is no punishment or consequences for committing fraud."

NBC, CBS, ABC and CNN have all covered the story on the diversion of federal small business contracts to corporate giants. The ASBL predicts Obama will attempt to close the SBA by combining it with the Commerce Department, in an effort to cover up billions of dollars of fraud.

Source: American Small Business League; ©2013 Business Wire

## Port of San Francisco offers many opportunities to businesses

By Cheryl Hentz

Throughout the years thousands of people have passed through the Port of San Francisco looking for riches of gold and silver. Today, business owners have the opportunity to gain a "treasure" of another kind at the Port: Contracting opportunities that can help grow their businesses into successful and burgeoning commercial enterprises.

For many years, the Port has a very robust Minority-owned/Women-owned Business Enterprise (MWBE) program. However, voters in 1996 passed California Proposition 209, which amended the California Constitution to prohibit public institutions from discriminating on the basis of race, sex, or ethnicity. It was later challenged in the courts, on both the state and federal level, but despite protracted litigation, Prop 209 was upheld.

As a result, the city of San Francisco replaced its MWBE programs with a Local Business Enterprise program (LBE), which uses location and size of a business as the criteria. Like its predecessor program, the program sets aside a certain required

percentage of each contract for the LBEs who serve as sub-consultants for prime consultants, but because it is based on something other than race, sex or ethnicity, the program is perfectly legal.

Within the LBE ordinance there remains the ability to still try reaching a certain level of minority-owned or women-owned businesses to try to get them to participate, but because of the laws as they now are, they don't enforce based on it and they no longer track contract participation based on race or gender.

"But we can say 'Hey, we think these are reasonable targets,' so we always put that in the language of project descriptions, etc.," said Elaine Forbes, deputy director of finance and administration for the Port of San Francisco. "We strongly encourage minority-owned and women-owned businesses to be included and we do very, very strong outreach to those communities, which is allowed per state law."

A good majority of the MWBEs may have also qualified as LBEs, but what has happened for sure is that many non-women-owned and non-minority-owned businesses qualify as LBEs and

are now competing as part of the new program.

"But I don't know if there has been a disincentive or a fall-off in the number of MWBE businesses that we have since Prop 209 and the formation of our LBE program," Forbes said. "We are providing lots of city dollars to businesses that do qualify as Local Business Enterprises. Frankly, I believe there are many white-owned businesses that are also LBEs, but they are also small businesses. So we're reaching that policy goal of giving more opportunities for those smaller enterprises. We do have MWBEs in the LBE pool - there's no doubt about it, but we're probably not getting the same level of results that we were getting before the passage of Prop 209 and the lawsuit that ensued."

Periodically, the SF Port Commission is given a status report on how well the Port is meeting its LBE subcontracting goals. The Port has an annual overall goal (really more of a requirement) to provide 20 percent of its department-contracted dollars to subcontractors that are City-certified Local Business Enterprises (LBE) for qualifying contracts. In the report dated

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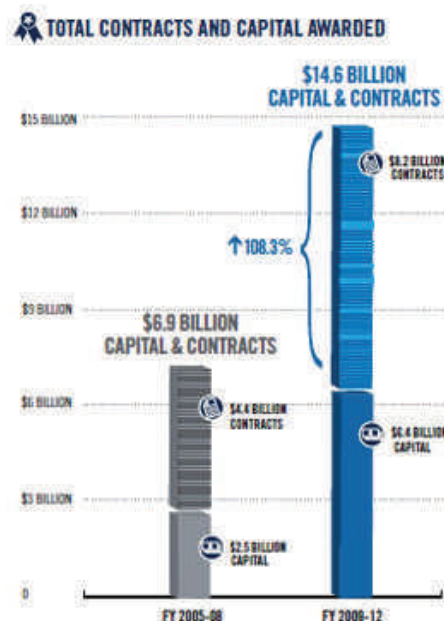
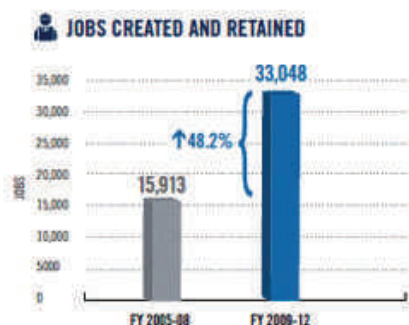
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# Another Year of Record Breaking Performance for MBDA

**16,730<sup>†</sup>**  
FY 2012 JOBS CREATED AND RETAINED



**Nearly \$100 million in Export Transactions** Includes export transactions for FY 2011-12

The numbers are in and the report is out! Last month, the Minority Business Development Agency (MBDA) released its Annual Performance Report for Fiscal Year 2012 and we are proud to report that FY 2012 was another successful year for the Minority Business Development Agency, the U.S. Department of Commerce, and most importantly for the American business owners that we serve. In FY 2012, MBDA helped create and retain 16,730 jobs, the highest level in the 44-year history of the Agency. This was achieved by helping MBDA clients obtain over \$3.6 billion in contracts and capital awards.

In 2012, the agency increased services to minority business owners by adding new MBDA Business Centers in Anchorage, Alaska; Fresno, California; Santa Fe, New Mexico; Bismarck, North Dakota; Tulsa, Oklahoma; and Memphis, Tennessee. In addition, MBDA expanded coverage at select MBDA Business Centers to provide specialty expertise nationwide with the launch of the agency's Federal Procurement Center – the first of its type – in Washington, DC; the Export Support Business Center located at the University of Texas at San Antonio; and the Atlanta MBDA Business Center that serves as the Advanced Manufacturing and Healthcare Technology Business Center at the Georgia Institute of Technology.

As we look ahead, MBDA will maintain jobs created and retained by clients as its key measurement of performance; however, a new Agency goal will focus on creating and retaining those jobs by generating international contract opportunities. Currently exporting to over 60 nations, minority-owned firms possess skills and relationships that make them one of the most effective exporters in the United States. In FY 2012, MBDA's export support resulted in nearly \$100 million in export transactions, and we plan to generate over \$1 billion in international contract opportunities over the next five years.

I applaud our MBDA Business Center operators and staff for another year of outstanding performance. FY 2012 anchors an Obama Administration total of \$14.6 billion in contract and capital for MBDA clients, making this the highest 4-year performance in the history of the Agency.

More details about the MBDA's performance, including the sizes and industries of firms assisted, sources of contracts and capital, and state-level performance and export data, can be found in the full report on the Agency's website - [www.mbda.gov/main/budget-performance](http://www.mbda.gov/main/budget-performance)

Source: The Minority Business Development Agency (MBDA)

## SBA Final Rule Clarifies Consequences of Misrepresenting Small Business Status

Information provided by General Counsel, P.C.

"Finally, regulations with teeth to protect Small Business interests in federal contracting. This may not stop the misrepresentation altogether; but it's a good start." – Rudy Sutherland, Managing Principal, Boston Warwick

OASIS Update: With the release of the GSA OASIS RFP expected July 24th, final 1st round term sheets for venture participation are scheduled to be issued NLT the week prior. Firms that desire to participate, must register at: <http://www.gsa-oasis.info/> in order to be considered for venture participation.

The Small Business Administration released on June 28, 2013, a Final Rule amending the SBA's regulations to implement provisions of the Small Business Jobs Act of 2010 relating to the size and status integrity of small businesses. The new regulations, which go into effect on August 27, 2013, will be of great interest to government contractors—particularly those competing for small business set-asides.

The current SBA regulations merely provide general statements that the Small Business Act provides for severe penalties for knowingly misrepresenting a concern's small business size/status. However, the specific penalties involved were unclear. The Final Rule addresses the issue, and clarifies the penalties for knowing misrepresentation. The Final Rule has added new regulations, as well as new provisions to existing regulations, that specify the penalties for a concern misrepresenting

itself as a small business in the pursuit and award of small business set-asides. The highlights of the amendments to the regulations are as follows:

- Any time a contractor seeks and obtains a federal contract or subcontract through willful misrepresentation of its small business size/status, there is a presumption of loss to the government equal to the value of that contract or subcontract;
- The new regulations clarify the penalties for individuals and businesses misrepresenting small business size/status, including suspension and debarment, as well as civil and criminal penalties;
- An offer for a federal contract set aside for small businesses will in certain circumstances be deemed a certification of small business size/status;
- An authorized official of the offeror must sign a certification of small business size/status included with every offer on procurements set aside for small businesses; and
- Small business concerns must annually update their size/status in the applicable database (SAM), and concerns failing to do so will not be identified as small (or disadvantaged) until updated.

The Final Rule amends the sections of the SBA regulations pertaining to small businesses (13 CFR § 121.108), the Small Business Subcontracting Program (13 CFR § 121.411), the 8(a) Small Business Set-Asides (13 CFR § 121.412), and the 8(a) Small Business Set-Asides (13 CFR § 121.413). **Continued on page 3**

### Editorial Staff

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

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

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

Marketing & Sales Staff

Production Staff

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

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

Webmaster:  
Umer Farooq [umer@octadyne.com]

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

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703 Market Street, Suite 1000  
San Francisco, CA 94103

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://www.sbeinc.com)  
Telephone: (415) 778-6250, (800) 800-8534  
Fax: (415) 778-6255  
Office Hours: 8:00 a.m. - 5:00 p.m.

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# NORTHERN & SOUTHERN CALIFORNIA

# SUB-BID REQUEST ADS



Current and On-going procurement opportunities for the **Expo II Project** are Available through the project procurement website:

<https://partners.myskanska.com/usa/clients/buildexpo/Expo2/Outreach/Lists/Bidding%20Opportunities/Bids%20Due.aspx>

Bid Packages Currently available are: Signage & graphics, Flatwork – City of LA, AC Paving, Floor & Wall tile, Bike Racks/Lockers, Permanent Striping & signs

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site. If you need assistance, please contact Christine Burton at 310-500-1466. SBE and DBE certified firms are encouraged to participate.

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

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

**Bid Packages available are: CIDH, Electrical**

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

Skanska is an Equal Opportunity Employer



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

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

Please visit: [www.sshjv-c700.com](http://www.sshjv-c700.com)

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

EEO

**L. H. Woods & Sons, Inc.**  
DBE Subcontractor/Supplier Bids Requested

**SPECIFICATION NO. CDAEXP3-12-08  
CHINO BASIN DESALTER PHASE 3 EXPANSION,  
PRODUCT WATER PIPELINE PROJECT  
BID SUBMITTAL DATE: 8/16/13**

**OWNER: CHINO BASIN DESALTER AUTHORITY**

Performance/Payment/Supply Bond May Be Required

THIS ADVERTISEMENT IS IN RESPONSE TO CHINO BASIN DESALTER AUTHORITY DBE PROGRAM. L. H. WOODS & SONS, INC. INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. DRAWINGS AND SPECS MAY BE REVIEWED IN OUR OFFICE MONDAY THRU FRIDAY, 8:00 AM TO 4:00 PM. QUOTES ARE REQUESTED BY COB, AUGUST 15, 2013 SO THAT ALL BIDS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO): TRAFFIC CONTROL, SWPPP DESIGN & MONITORING, TRUCKING, AGGREGATES, SURVEY, STEEL PIPE, PAVING, STRIPING, SAW CUTTING, MICROTUNNELING, CHLORINATION AND DISINFECTION.

**L.H. Woods & Sons, Inc.**

An Equal Opportunity Employer (EOE)  
**Contact: Teresa Woods • [twoods@lhwoods.com](mailto:twoods@lhwoods.com)**  
2115 La Mirada Drive, Vista, CA 92081  
Phone (760) 599-5500; Fax (760) 599-5510

If bonds are required, LHWS will pay the cost of the bond to a maximum of 1% of the contract value. Assistance to subcontractors/suppliers in obtaining bonds, lines of credit, and/or insurance is available from LHWS. LHWS is willing to work with qualified subcontractors/suppliers to establish acceptable delivery schedules, when work requirements permit. The schedule is the sole responsibility of LHWS and will not be mutually agreed upon. Subcontractors will be required to abide by the terms of the AGC Master Labor Agreements and to execute an agreement utilizing the latest L. H. Woods & Sons, Inc. Standard Subcontract/Purchase Agreement incorporating prime contract terms and conditions, including payment provisions. Copies of Standard Subcontract/Purchase Agreement are available for review at [www.lhwoods.com](http://www.lhwoods.com). L. H. Woods & Sons' listing of a subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote.

**DeSilva Gates Construction-Robert A. Bothman A Joint Venture**

REQUEST FOR QUALIFIED SBE'S SUBCONTRACTORS AND SUPPLIERS FOR:  
**Civil and Station Improvements Contract, Santa Clara - Alum Rock Bus Rapid Transit Project  
Contract C830 (13058)**

**Owner: SANTA CLARA VALLEY TRANSPORTATION AUTHORITY**  
3331 North First Street, Building A, San Jose, CA 95134

**Bid Date: July 30, 2013 @ 3:00 P.M.**

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

**DESILVA GATES CONSTRUCTION –**

**Estimator: Grant Rhodes – Phone No. 925-829-9220 Fax No: 925-803-4263:**

**CLEARING AND GRUBBING/DEMOLITION, MINOR CONCRETE STRUCTURE, STREET ELECTRICAL, PCC GRINDING, CONSTRUCTION AREA/ROAD SIGNS, SLURRY SEAL, STRIPING, SWPPP, UNDERGROUND, QC/QA, TRUCKING, CLASS 2 AGGREGATE BASE MATERIAL SUPPLIER, CLASS 4 AGGREGATE BASE MATERIAL SUPPLIER, HOT MIX ASPHALT (TYPE A) MATERIAL SUPPLIER, CLASS 3 AGGREGATE BASE MATERIAL SUPPLIER, GEOTEXTILE WRIP SUPPLIER, SURVEY AND COMMUNITY RELATIONS OFFICER**

**ROBERT A. BOTHMAN –**

**Estimator: Michael Maldonado – Phone No. 408-279-2277 Fax No: 408-279-2286:**

**SAW CUTTING, DRILLING (PIERS), ELECTRICAL (STATIONS), REBAR, GUARD RAIL/METAL RAILING, CAULKING/SEALANTS, ANTI GRAFFITTI/PAINTING, METAL FABRICATION (BUS SHELTERS), TRUCKING, MASONRY, CONCRETE PUMPING, FENCING (ORNAMENTAL FENCING), LANDSCAPING AND CONCRETE READY MIX**

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

**DeSilva Gates Construction-Robert A. Bothman  
A Joint Venture**

11555 Dublin Boulevard  
P.O. Box 2909

Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Website: [www.desilvagates.com](http://www.desilvagates.com)

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

**Civil and Station Improvements Contract  
Santa Clara-Alum Rock Bus Rapid Transit Project  
Contract No.: C830 (13058)**

**Owner: Santa Clara VTA  
Engineers' Estimate: \$60,000,000.  
BID DATE: July 30, 2013 @ 3:00 PM.**

Items of work include but are not limited to: Trucking, Electrical, Construction Area Signs, Striping, Clear & Grub, Fence, Underground, SWPPP, Minor Concrete, Survey, Buildings, Landscape, Misc. Metals.

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

**Granite Rock Company DBA Pavex Construction Division**

120 Granite Rock Way, San Jose, CA 95136 • Phone (408) 574-1400 Fax (408) 365-9548

Contact: Paul Brizzolara • Email: [Pavexestimating@graniterock.com](mailto:Pavexestimating@graniterock.com)

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## SBA Final Rule Clarifies

### Continued from page 2

Disadvantaged Business program (13 CFR § 124.521), the Small Disadvantaged Business program (13 CFR § 124.1015), the Service-Disabled Veteran-Owned Small Business program (13 CFR § 125.29), the HUBZone Program (13 CFR § 126.900), and the Women-Owned Small Business Federal Contract Program (13 CFR § 127.700). While each small business program's individual regulations were modified separately, the changes are generally uniform throughout.

Source: **Linkedin;  
The Voice of Small Business in America  
(VSBA)® Discussion Group**



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# NORTHERN CALIFORNIA

# SUB-BID REQUEST ADS

## BIDDING OPPORTUNITY

### DBE'S CERTIFIED BY

#### THE CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP)

In response to the Los Angeles County Metropolitan Transit Authority's DBE requirements, we are inviting qualified contractors, specifically DBE's certified by the California Unified Certification Program (CUCP) to contact us regarding subcontracting opportunities in connection with the following project.

#### Regional Connector Transit Corridor Design/Build Project Contract C0980

**Construction of the underground stations, guideways and tunnels from Alameda and First Streets in Little Tokyo to the existing Metro Center Station located at 7th and South Flower Streets in Los Angeles.**

**BID DATE: JULY 29, 2013 AT 2:00 PM**

Opportunities to participate exist in the following specific areas of: soil and rock excavation, hauling, excavation support systems, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, curb and sidewalk, fencing, landscaping, geotechnical and structural instrumentation, asbestos and hazardous materials handling and disposal, secant piles, soldier piles, shoring, traffic decking, traffic control, cast-in-place concrete structures, reinforcing steel, ground stabilization, tunnel construction, crosspassage construction, directional grout hole drilling, soil-nails, rock-bolts, steel dowels, steel arch support, shotcrete fiber and non-fiber, concrete pumping, placing and finishing, concrete sealants, masonry, waterproofing, service utilities, grouting, electrical services, mechanical, plumbing and fire protection, architectural finishes, doors and hardware, track works, signals, pest control, IT Services, waste disposal and cleaning services.

Any business seeking to participate as a DBE for this Contract must be DBE certified by the California Unified Certification Program (CUCP) or by a certifying agency in the CUCP in accordance with 49 CFR Part 26-Subpart D Certification Standards as followed by the CUCP. DBE certification status of listed DBE may be verified by contacting Metro Certification Unit via email at CertificationUnit@Metro.net or by calling the DEOD hotline at (213) 922-2600. A copy of the current active DBE certification letter must be provided for each DBE firm listed in the Proposal. **All DBE bids/proposals should be sent to Shea/Walsh/PTG Joint Venture no later than July 10, 2013.**

The Joint Venture has established an FTP site where interested firms can view all plans and specifications for their convenience. Please contact Candice Gill at (909) 594-0990 or Jim Honeycutt at (909) 444-4260 to receive instructions on accessing the FTP Site.

### Shea/Walsh/PTG Joint Venture

will provide an equal opportunity to DBEs and will conduct dealings with DBE firms in Good Faith.  
(J.F. Shea Construction, Inc./Walsh Construction Company/Parsons Transportation Group, Inc.)  
667 Brea Canyon Road, Suite 22; Walnut, CA 91789  
Phone 909-594-0990, Fax 909-869-0827  
Please visit our website: <http://www.shea-walsh-ptg-regionalconnector.com>

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Businesses and Micro Businesses and all other Business Enterprise Subcontractor and/or Supplier Quotes.

<http://www.dgs.ca.gov/dgs/home.aspx>

Subcontractors and Suppliers for the following project:

#### Rinconada Water Treatment Plant Residuals Management and Treated Water Valves Upgrade Project

Project #: 93294051 & 93294056

Owner: Santa Clara Valley Water District

Bid Date: July 24, 2013 @ 2:00 P.M.

Subcontractor and Supplier Quotes are due

NO LATER THAN July 19, 2013 at 5 PM.

DGS Certified Small Businesses and Micro Businesses wanted for the following items, including, but not limited to: Aggregate Supply, Aggregate Surfacing, Asphalt Paving, Barrier Rail (MBGR), Expansion Joints, Concrete & Cement Supply, Concrete (Structural), Concrete Curb & Gutter, Concrete Pumping, CIDH Subcontractor, Concrete Reinforcement Supply & Install, Concrete Work, Demolition, Dewatering, Drainage, Drainage Culverts, Clear & Grub, Drug Testing, Electrical, Erosion Control, False Work/Scaffolding, Fencing & Gates, Fuel Supply, Geotechnical Services, Hazardous Mat Management/Remediation, Hydro Seeding, Landscaping, Lumber/Form Supply, HVAC, Materials Testing (Laboratory) /Quality Control, Mechanical Equipment, Misc. Metal Supply, Misc. Metal Installation, Noise/Vibration Monitoring, Office Equipment, Office Supplies, Pipe Supply, Precast, Quality Assurance, Safety Professionals, Safety Supplies, Sanitation Facilities, Signage, Site Security, Street Sweeping, Striping, Support of Excavation, Surveying, SWPPP, Temporary Power, Trash Service/Waste Disposal, Tree Removal, Trucking & Hauling, Utility Relocations and Water Truck.

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

Plans are available for viewing at our office and on our subcontractor/supplier website, SmartBidNet. All subcontractors that are registered in our database and have a valid trade code that reflects the type of work you perform will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.



## Kiewit

KIEWIT INFRASTRUCTURE WEST CO.

4650 Business Center Drive Fairfield, CA 94534

Attn: Matt Easter • [matthew.easter@kiewit.com](mailto:matthew.easter@kiewit.com)

You can view the plans in our office during regular business hours by appointment.  
100% Performance Bond and Payment Bonds are required for this project.

An Equal Opportunity Employer  
CA Lic. #433176

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

**State Highway in San Joaquin County Near Bellota from 0.3 Mile West of Sandstone Creek**

**Bridge to Shelly Road**

**Caltrans Contract No. 10-0T1604**

**DBE Goal: 13%**

**Engineer Estimate: \$2,470,000 - 100 Working Days**

**Bid Date: July 23, 2013 at 2:00pm**

Requesting Sub-quotes for (including but not limited to): Hydroseeding, Rebar, Striping/Markers, Trucking & Sweepers, Demolition/Bridge Removal, Tack Coat, MBGR, Clear & Grub, Signs-Roadside and Erosion Control.

Scope of Work: Curve realignment and replace bridge.

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

Plans and Specs are available to view and copy at our office or from the Caltrans website: [http://www.dot.ca.gov/hq/esc/oe/contractor\\_info/](http://www.dot.ca.gov/hq/esc/oe/contractor_info/). Contact Derrick Woods 925-606-2400 for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

### RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

REQUEST FOR SBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Civil and Station Improvements, San Jose**

**Santa Clara-Alum Rock Bus Rapid Transit Project**

**Contract C830(13058)**

**Santa Clara Valley Transit Authority**

**REVISED BID DATE: July 30, 2013 @ 3:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, SWPPP, Cold Plane AC, Roadside Signs, Electrical, Import Borrow, Geotextile Wrap, Minor Concrete, Striping & Marking, Object Marker, Paint Curb, Fencing, Cobble Median, King Road Decorative Concrete Pavement, Import Topsoil, Landscaping & Irrigation, Underground, Adjust Utilities, Ticket Vending Machine, Card Reader, Concrete Grinding, Adjust Manhole & Valves, QC/QA Material Testing, Tree Removal, Concrete Demolition, Slurry Seal, Fencing & Railings and Construction Materials

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Contact: Jean Sicard or Dan Palmer

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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 SBE Participation. Plans & Specs are available for viewing at our office.



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Sub-Bid Request Ad

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# NORTHERN & SOUTHERN CALIFORNIA SUB-BID REQUEST ADS

Sub-Bids Requested From Small, Minority, Womens, and Disadvantaged Businesses  
Subcontractors & Suppliers for:

**Auburn Lake Trails Water Treatment Plant**  
**Owner: Georgetown Divide Public Utility District**  
**Location: Georgetown, CA**  
**Bid Date: July 25, 2013 @ 3:00 PM**

**TRADES:** Demolition, Earthwork, Paving, Manholes/Catch Basins, Irrigation, Fencing and Gates, Landscaping, Grouting, Concrete Masonry, Misc. Metal, Waterproofing, Insulation, Roofing, Sealants and Caulking, Metal Doors & Frames, Overhead Doors, Waste Pump Station, Painting, Polymer Feed System, Pumps Mixers Blowers, Chemical Storage Tank, Aluminum Doors/Windows, Fiberglass Grating/Enclosures, Water Clarifications/Filtration Treatment Units, Electrical, Mechanical, Welded Steel Chlorine Tank, Trucking.

**SYBLON REID**

P.O. BOX 100 • Folsom, CA 95763  
Phone: (916) 351-0457 • Fax: (916) 351-1674  
Contact: **Karen Reichenberger**

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

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

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

**IBI Group**  
**REQUEST FOR BIDS & NOTICE OF INTEREST**

**IBI Group is bidding on the following project as a Prime Contractor:**  
**AS-Needed General Engineering Consultant Services for the**  
**County of Los Angeles, Dept of Public Works.**

IBI Group is seeking certified CBE firms interested in submitting qualifications as sub-consultants as part of the IBI team. All CBE firms including **disabled veterans, disadvantaged business enterprises, and minority-women-and other owned business enterprises** may submit information for the following disciplines: Civil, Structural, Mechanical/HVAC/Plumbing, Electrical, Low-voltage Electrical, Environmental (Hazardous Waste/Civil) Engineering; Surveyor; Landscape Architect; Acoustics Designer; Cost Estimator; Geotechnical, Elevator, Signage/Graphics Designer, Food Services, Building Commissioning, Fire Protection/Code, Security, Specification and Hardware Consultant.

This proposal is in alignment with the L.A. County Community Business Enterprise (CBE) Program. In addition, the IBI group can provide assistance to interested CBEs in obtaining the required bonds, lines of credit, and/or insurance. IBI Group intends to conduct itself in good faith in regards to all CBE firms.

All interested firms should **email a two-page firm overview including resumes and a recent project list similar in scope to the County of L.A., Dept of Public Works, AS-Needed General Engineering Consultant Services Request for Proposals, and certification documentation no later than EOD on July 31, 2013 to kirk.shimazu@ibigroup.com.** A copy of the RFQ can be provided upon request by contacting Ms. Carolyn Smith at 213-250-7440. Specific questions regarding this RFQ may be emailed to kirk.shimazu@ibigroup.com

**IBI Group**  
**REQUEST FOR BIDS & NOTICE OF INTEREST**

**IBI Group is bidding on the following project as a Prime Contractor:**  
**AS-Needed Architectural and Engineering Design and/or Design Review Services for the**  
**County of Los Angeles, Dept of Public Works.**

IBI Group is seeking certified **Community Business Enterprise (CBE)** firms interested in submitting qualifications as sub-consultants as part of the IBI team. All CBE firms including **disabled veterans, disadvantaged business enterprises, and minority-women-and other owned business enterprises** may submit information for the following disciplines: Landscape Architecture, Mechanical/HVAC/Plumbing, Structural, Civil, Electrical, Low-voltage Electrical, Cost Estimation, Geotechnical, Elevator, Hardware, Food Services, LEED/Sustainability, Building Commissioning, Specification, Security, Signage/Graphics, Supplemental Specialized Technical Services; Environmental, Surveyor, Acoustical, Fire Protection/Code.

This proposal is in alignment with the L.A. County Community Business Enterprise (CBE) Program. In addition, the IBI group can provide assistance to interested CBE's in obtaining the required bonds, lines of credit, and/or insurance. IBI Group intends to conduct itself in good faith in regards to all CBE firms.

All interested firms should **email a two-page firm overview including resumes and a recent project list in, SF330 form, that is similar in scope to the County of L.A., Dept of Public Works, AS-Needed Architectural and Engineering Design and/or Design Review Services Request for Proposals, and certification documentation no later than EOD on July 31, 2013 to kirk.shimazu@ibigroup.com.** A copy of the RFQ can be provided upon request by contacting Ms. Carolyn Smith at 213-250-7440. Specific questions regarding this RFQ may be emailed to kirk.shimazu@ibigroup.com

## Looking for Subcontractors, Vendors, and Suppliers?



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**SWINERTON BUILDERS**

Requesting sub bids from all qualified subcontractors, material suppliers and trucking firms including Small Businesses (SBEs) and Disabled Veteran Businesses (DVBE).

**PROJECT INFO:**

Project Name: Jordan High School Redevelopment Project

**OUTREACH GOALS**

25% Small Business Enterprises and 3% Disabled Veteran Business Enterprises

**DESCRIPTION**

Project scope, consists of two new three-story classroom buildings, a new practice gymnasium, a new on grade parking lot, and the conversion of the existing administration and multi-purpose buildings to accommodate new functions, plus utility and lighting upgrades, landscaping and associated site work. Buildings will be constructed to LEED and CHPS standards. Construction is expected to start in late 2013 with completion in February 2016.

**Swinerton Builders is seeking qualified contractors for the following trades:** furnishing all labor, materials, transportation, storage equipment, tools, etc. for the purchase, fabrication and installation of earthwork, concrete, steel, metal stud framing, plaster, drywall, roofing, painting, interior finishes and specialties, elevators, plumbing, HVAC, fire sprinklers, electrical and low voltage systems.

All subcontractors will be required to provide one hundred percent 100% performance and payment bonds from US Treasury listed Surety. Premium cost to be included in a separate line item.

Assistance in helping subcontractors obtaining bonds, lines of credit and/or insurance will be provided. Please contact Charles "Rick" Moore at 415.984.1289.

**BID DOCS**

Plans and specifications are available for review and take off at Swinerton's LA Office located at 865 S Figueroa St Ste 3000 Los Angeles, CA 90017 or online via [www.smartbidnet.com](http://www.smartbidnet.com). Should you have any questions, please contact Nancy Figueroa at [nfigueroa@swinerton.com](mailto:nfigueroa@swinerton.com) or 213.869.3400.

**An Equal Opportunity Employer**

**BID DATE: July 30th, 2013 @ 3:00PM**

WE ARE REQUESTING QUOTATIONS FROM ALL QUALIFIED SBE/DBE SUBCONTRACT AND MATERIAL SUPPLIERS FOR THE FOLLOWING PROJECT:

**CIVIL AND STATION IMPROVEMENTS CONTRACT –**  
**SANTA CLARA-ALUM ROCK BUS RAPID TRANSIT PROJECT**  
**CONTRACT NO. C830(13058)**  
**SANTA CLARA VALLEY TRANSPORTATION AUTHORITY**

**Sub-Trades needed, but not limited to:** Adjust Utilities, Concrete Barrier, Concrete Curb & Sidewalk, Concrete Structure, Construction Area Signs, Demolition, Electrical, Fencing, Landscaping, Masonry, Metal Railing, Painted Traffic Stripe/Marking, Plane Asphalt Concrete, Roadside Signs, Roofing, Slurry Seal, Staking, Station Signage, Structural Steel, Traffic Control System, Trucking & Underground, Windscreens/Glazing.

Plans and Specs are available for viewing in our Livermore Office.

100% Performance and Payment Bonds may be required. Please call for assistance with bonding and insurance or obtaining necessary equipment, supplies or material for this project.

Goodfellow Top Grade is a Union Contractor and is signatory to the Operating Engineers, Laborers and Teamsters Unions. Any non-signatory subcontractors will be required to sign an agreement for trades covered under Goodfellow Top Grade's agreements.

Contact: **RICK MORALES**

**GOODFELLOW TOP GRADE CONSTRUCTION, LLC.**

50 Contractors Street, Livermore, CA 94551  
T: (925) 449-5764 • F: (925) 449-5875

**An Equal Opportunity Employer**

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## NORTHERN &amp; SOUTHERN CALIFORNIA

## SUB-BID REQUEST ADS

## PSOMAS

## REQUEST FOR BIDS &amp; NOTICE OF INTEREST

**Psomas is bidding on the following project as a Prime Contractor:  
As-Needed General Engineering Consultant Services for  
County of Los Angeles  
Department of Public Works (LADPW)  
Bid Date: August 15, 2013 @ 3:00 pm**

Psomas is seeking interest, qualifications, bids, and quotes from **disabled veterans, disadvantaged business enterprises, and minority- and women-owned business enterprises** in the following disciplines:

Architectural, Interior Design and Furniture Consulting; Geotechnical; LEED and Building Commissioning; Mechanical and Electrical Engineering; Cost Estimating; Food Services; Elevator Consultant; Security and Hardware; Landscape Architecture

This proposal is in alignment with the L.A. County Community Business Enterprise (CBE) Program. In addition, Psomas can provide assistance to interested CBEs in obtaining the required bonds, lines of credit, and/or insurance. Psomas intends to conduct itself in good faith in regards to all CBE and OBE firms.

All interested firms should **e-mail a two-page firm overview with recent LADPW experience and CBE documentation** to [brusso@psomas.com](mailto:brusso@psomas.com) no later than EOD on **July 26, 2013**.



## SBE and Micro SBE Subcontractors

**Contract #C0591,  
Santa Clara Valley Water District,  
Rinconada Water Treatment Plant Residuals Management Project, Project # 93294051  
and Treated Water Values Upgrade Project,  
Project # 93294056,  
Bids 7/24/13**

**Services needed:** This is a treatment plant project with the typical items of work associated. Myers and Sons Construction is requesting quotes from all qualified subcontractors, trucking firms and suppliers including certified Small Business and Micro Small Business firms for the following types of work, including but not limited to: Operations and Maintenance Documents, Internet Based Project Management Work Flow System, NPDES Permit Compliance, Migratory Bird, Dusky Footed Woodrat, Environmental Training Awareness, Clearing and Grubbing, Control of Water, Booster Pumps and Discharge Values, Clearwell Treated Water Inlet and Outlets with Values, Clearwell Isolation with Values Manual Operator and Couplings, Values with Hydraulic and Electric Actuators, Filter Backwash Bypass with Electric Actuator, Plant Water Main Header Isolation Valve with Manual Operator, Magnetic Flow Meter, Chemical Storage Structure Retrofit and Shoring, Baffle Wall Demolition and Repairs, Reservoir Cleaning Washdown and disinfectant, Clearwell Stairway Entrance and Handrail, Anionic Polymer Demolition in Control Building, Gravity Thickeners, Centrifuge Feed Pump Station, Centrifuge Building and Load-Out Structure, Centrifuge and Conveyor Systems, Washwater Recovery Basin Improvements, Belt Press Building Improvements, Connector Road, Office Trailer, Concrete, Mechanical, Earthwork, Foundations, Electrical, Building Trades.

Requirements: 100% Performance and payment bonds may be required for the full amount of the subcontract price. Subcontractors must possess a valid contractor's license, current insurance and worker's compensation coverage meeting Myers and Sons Construction's requirements. Subcontractors will be required to sign the standard Myers and Sons Construction Subcontract Agreement. Quotations must be valid for the one hundred and twenty (120) days after the specified Contract Award Date by the Owner. Plans and Specifications are available for viewing at our Sacramento office. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies or visit our website at our website [www.myers-sons.com](http://www.myers-sons.com) for more information. Myers and Sons Construction intends to work cooperatively with all qualified firms seeking work on this project. Myers and Sons Construction is signatory to the Laborers, Carpenters, Cement Masons and Operating Engineers. Myers and Sons Construction is an equal opportunity employer

## Myers and Sons Construction, LP

2554 Millcreek Dr. • Sacramento, CA 95833

Phone: 916-649-4504 • Fax: 916-920-2246

Contact: Clinton Myers • Email: [cwmyers@myers-sons.com](mailto:cwmyers@myers-sons.com)

Myers and Sons Construction is an equal opportunity employer.

## Robert A. Bothman An Equal Opportunity Employer,

is requesting bids from qualified **DBE and SBE** subcontractors and suppliers for the following trades: SWPPP, Testing & Inspection, Surveying, Traffic Control, Concrete/Asphalt Saw Cutting, Tree Removal, Site Demolition, Trucking, Site Furnishings Supplier, Chain Link & Ornamental Fencing, Asphalt Paving, Pavement Markings, Site Utilities, Landscaping, Reinforcing Steel, Masonry, Metal Handrails, Painting and Electrical, Hazardous Material Removal, Final Construction Clean up

## PROPERTY RESTORATION AND COMPLETION CONTRACT C831 (13061)

**City/Location: San Jose, California**

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

**Owner: Santa Clara VTA**

**Bid Date: Tuesday July 30, 2013 at 1:30 PM**

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications. Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

## Robert A. Bothman, Inc.

650 Quinn Ave • San Jose, CA 95112

Phone: (408) 279-2277 • Fax: (408) 279-2286

Contact: Stephanie Hunt • [shunt@bothman.com](mailto:shunt@bothman.com)

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## SBE is the outreach professionals

- Review and analyze specific requirements to ensure compliance with regulations
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*"I can rely on SBE's current and up-to-date databases... SBE offers several options for notifying subcontractors via mails, fax or phones calls...ensuring successful communication between subs and McCarthy."*

*"I know that when a representative of SBE, indirectly represents McCarthy contacts subcontractors – it is always with professionalism."*

— McCarthy Building Companies, Inc.

# ACHIEVE

## SBE has set the outreach standard

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

*"You and your staff have been extremely responsive in our numerous Good Faith Outreach Efforts...All four of these successful client proposals and passing good faith efforts have resulted in company WINS for Earth Tech"*

— AECOM (formerly Earth Tech)

# WIN

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# Prevailing Wage: Moving Forward in California, Backward in Other States



**SBCTC President  
Robbie Hunter**

In the 2013 legislative session, the State Building Trades is moving forward with a wide-ranging package of legislation, much of which expands and protects construction workers' rights to earn the prevailing wage on public works projects.

California's working people have fought together with a tenacious resolve and unity in recent election cycles to elect forward-looking individuals to our Legislature and statewide offices, and we are now working hard as ever to enact good new laws that will secure them a better standard of living. It is gratifying to know that the future is looking brighter for hard-working Californians.

But when I read news from elsewhere, I am saddened to see that in many other states, the ultra-rich big business interests are pushing workers backwards, removing hard-won worker protections and slashing their wages, lowering their quality of life and prospects for the future.

Consider the latest stinging defeat for working people in Tennessee, where the state has not only banned prevailing wage on state projects, but has now enacted a law that prohibits any local government from requiring prevailing wages on projects or requiring private employers to provide more generous health benefits, leave policies, or wages that exceed state standards. Any existing local ordinances that allow for better wages are now unenforceable. Not content with ending prevailing wage on state projects, they have now banned cities, counties, or local districts from even considering choosing to pay workers decently!

A similar law was signed recently by the Governor of Kansas. The state had already repealed its longstanding state prevailing wage law, but its newest law now "prohibits cities, counties, and local government units from using ordinances, resolutions, or law to require private employers to provide leave, benefits and higher compensation."

Across America, even minimum wage is under threat. Eighteen states do not currently have prevailing wage laws, most repealed in the past few decades by Republican legislators and governors. In other states, including Michigan and Pennsylvania, more anti-prevailing wage measures are progressing.

These attacks on working people around the country illustrate the importance of our work here in California, where we want to protect and expand prevailing wages for workers.

Here is some of what the Building Trades are doing. The hallmark bill for 2013 is Senate Bill 7, to make charter cities eligible for state funding for public works projects only if they pay prevailing wage. Charter cities may choose to exempt themselves from prevailing wage, and some do. This measure would provide a strong financial incentive for those cities to stop shortchanging working men and women with substandard wages.

Speaking of charter cities, Senate Bill 311 requires that charter city conversion elections be held in a statewide general election, where voter participation is highest, in order to protect workers from the tactic of passing conversion measures in lower turnout municipal elections. For example, in the City of Bell's charter election, fewer than 400 people voted out of a population of 40,000 and corrupt politicians padded their paychecks to the tune of hundreds of thousands of dollars, while driving construction workers' wages into the ground by removing prevailing wage.

We are also protecting prevailing wage with Senate Bill 776, to prevent anti-union contractors from defining sham labor compliance committees as a fringe benefit, which can then be deducted from workers' wages as a portion of the prevailing wage. The Associated Builders and Contractors, the anti-union group, have been using these deductions to fund themselves for their relentless drive to destroy construction unions.

We are also seeking to ramp up prevailing wage enforcement with Assembly Bill 1336, to extend the statute of limitations for recovering lost wages due to prevailing wage violations from six months to 18 months. These companies cheat workers on prevailing wage in order to provide the lowest bid, undermining honest contractors who pay workers fairly and base their bids on efficiency.

Assembly Bill 1140 would ensure that construction workers earn the prevailing wage in effect at the time they perform their work, rather than when a contract went to bid, which may be many years earlier, when the prevailing wage was significantly lower. We have found on projects that workers have gone years without a pay raise because of a loophole in state law that will be rectified by AB 1140.

Senate Bill 615 ensures prevailing wage on the construction of health care facilities financed by certain types of public bond mechanisms, while Assembly Bill 26 requires that contractors that do work in refineries carry a workforce that has been trained and graduated in state-approved construction apprenticeship programs, and requires those workers be paid the prevailing wage for construction workers in the area. Thus ensuring quality of work and the safety of the surrounding communities adjacent to these industrial facilities.

With this broad, determined package of legislation, we hope to make a real and positive difference for California construction workers. We, all of the Building Trades, and each individual local union, fought hard to defeat Proposition 32, which tried to silence our voice. We worked tirelessly to elect public officials that would listen to the concerns of everyday blue collar workers.

When we compare these worthy actions with the sad developments in many other states, we see the clear benefits of our unity and activism, and the price Californians could pay if we ever fail to be vigilant, vigorous and united in our fight for a decent quality of life.

**SOURCE: Robbie Hunter, President  
State Building and Construction Trades  
Council of California  
Email: rhunter@sbctc.org**

## Port of San Francisco offers many opportunities to businesses

March 31, 2013 which covered contracting information for the FY 2012-13 second quarter (October 1, 2012 through December 31, 2012), the Port met this goal with an overall LBE payment percentage of 21 percent, which constituted \$4.9 million of contract payments to LBEs. And as of the report date, to date in the current fiscal year, the Port has achieved a collective LBE participation goal of 32 percent. That figure is 15 percent higher than the Citywide average of 17 percent based on the Human Rights Commission's last available annual report (period ending September 30, 2011).

The City of San Francisco also has on the books a Local Hire Ordinance, which requires contractors and their subcontractors to attain a minimum of 20 percent total work hours by trade per project using San Francisco residents. The Ordinance also requires that 25 percent of apprentice hours per trade be performed by disadvantaged San Francisco residents. This program is managed by the Office of Economic and Workforce Development (OEWD).

LBE is about contracting opportunities and getting contract and sub-consultant contract dollars to local businesses. Local Hire is about construction contracts and who they hire to do city and other public works. The LBE ordinance applies to both: Professional services (architecture, engineering, coaching services, financial advisors, as well as construction jobs), whereas Local Hire is just for construction, period, Forbes said.

"And it requires that as they go out to bid for a construction job, the contractor must provide a certain percentage of the hours worked by trade to local San Francisco residents," she explained. "The intention of this ordinance is to provide work for a more disadvantaged community, because there's also a disadvantaged worker component to the program, as well as to keep opportunities, and therefore people, in the San Francisco community that are in the crafts or trade fields. They both aim at an MWBE outcome, but within the confines of what we can do under the law."

They work a lot through the hiring and trade halls and mission halls, which have a lot of African Americans or other ethnicities who come through those halls.

"So the outcome is good in terms of minority opportunities, but we can't say 'local and minority;' we can just say 'local residents,'" said Forbes.

During the second quarter, 768 workers worked on the projects above, which were subject to the City's Local Hire ordinance. Of that amount, 138 were local workers. OEWD reports that these jobs accounted for over 7,185 hours across a variety of trades for local residents. Two of the projects subject to Local Hire requirements, had not achieved the 20 percent local hire requirement as of December 31, 2012. In both cases the respective prime contractors had requested waivers from OEWD and those waivers were being reviewed. In other cases where the Local Hire obligation is in danger of not being met, the OEWD tries to help the contractor to achieve its goal.

For example, when OEWD determined that West Bay Builders, the prime contractor for Pier 50, was in danger of not meeting the local hire obligation, OEWD began to implement a plan that has increased local work hours. West Bay Builders began participating in the CityBuild program and ended up providing new employment opportunities to two San Francisco carpenters. One of the carpenters is a graduate of the CityBuild Academy. The second carpenter was sponsored into Local 22, San Francisco's Carpenters Union. West Bay Builders also indicated they would continue to maintain a high level of employment of San Francisco workers through the end of the project.

Of course, outreach plays a big role in making business owners aware of the contracting opportunities and helps everyone meet the established goals for each project. Forbes said there are two types of outreach they do.

On the professional services side – under the LBE program – they have a Contract Monitoring Division (formerly known as the Human Rights Commission) which does a lot of outreach to get firms interested in and qualified for the LBE program. They have roundtable discussions with businesses; they go into each of the local communities and describe the program; they help get

**Continued on page 13**

# SBE Southern California

Website: [www.sbeinc.com](http://www.sbeinc.com)

## Public works match-making event pulls out the stops in Santa Ana, Calif.



Photo credit: Kato Cooks/Peter Mack Media  
OCSBDC director **Leila Mozaffari**

**By Kato Cooks**  
**SBE Southern California Editor**

Upwards of 60 public works subcontractors descended on the Rancho Santiago Community College District offices on July 16th. The event that drew them was the Orange County Small Business Development Center's (OCSBDC) Construction Industry Best Practices & One-on-One Matchmaking seminar.

Anchoring the activity were seven powerhouse, prime contractors, two local government agencies, the U.S. Small Business Administration (SBA), and OCSBDC staff and consultants. For this event, every subcontractor in the building held an opportunity to pitch its elevator speech, in an eight-minute slot, to one of the prime contractors present.

But first, there was networking amongst the attendees over a continental breakfast provided by event sponsor Hensel Phelps Construction.

OCSBDC director Leila Mozaffari has been the strategic force behind these events since joining the agency in 2006. With a mantra of service continuity, Mozaffari, in an interview following the match-making event, offered that "the reason we work on business development is that businesses unanimously need more business." She added, "One-on-one consulting is the most critical part" of the service offered by OCSBDC. This quarterly event helps the agency in reaching 3,000 business owners annually.

The event was helmed smartly by Mike Sabellico, a business consultant with the OCSBDC and president of Encinitas-based Vanguard Global Solutions, a military contractor. Sabellico, a U.S. Naval Academy graduate, former U.S. Coast Guard captain, and recent University of Phoenix MBA graduate, presented on business development with a focus on the value of an effectively-rendered capability statement, among other key marketing tools.

Just prior to Sabellico's presentation, however, was a slide-supported tutorial on SBA 8(a) certification by SBA's Karen Burgess. Burgess covered surety bond requirements, bond types, 8(a) program components, quick bond applications, and the 8(a) Business Development Program Application Workshops for 2013.

The upcoming SBA 8(a) certification sessions are July 25, August 22, and October 24 at SBA, 200 W. Santa Ana Blvd., Suite 700, Santa Ana, California. Sessions are from 8 a.m. to noon. To RSVP or for more information, call Sandra Anguiano, 714-560-7446 or e-mail [sandra.anguiano@sba.gov](mailto:sandra.anguiano@sba.gov).

The industry panel shared a wealth of information, providing keys to the kingdom of contracting opportunities in public works. The panel was comprised of: Kwaku Gyabaah, director of purchasing, Clark Construction; Whitney Malone, Schimmick Construction; Noah Collins, Baker Electric; Stacey Jeffers, Straub Construction; Bekele Demissie, Orange County Transportation Authority; Steve Fryer, Hensel Phelps Construction; Clinton

Fawcett, McCarthy Construction; John Arena, Metropolitan Water District (Los Angeles); and Michelle Smith-Ballard, Turner Construction.

In the interview with Leila Mozaffari, she mentioned that the thing of which she was most proud was that OCSBDC "is more and more referred to." This was evident in comments from some of the attendees.

One such attendee was Andrew Sundsboe, government relations, for Penn Air Control, Inc., of Cypress, California. Sundsboe began working in government relations with Penn Air Control in 2010. He learned, as he had been taught in his first OCSBDC workshop, that it could take a year before landing a first contract. It took him exactly a year.

Since then, Sundsboe says that he "gets a little better by taking advice" and "learning to ask the right questions." Sundsboe credits OCSBDC with helping him and his company in furthering relationships vital to business growth. He adds, "I have at least one or two take-aways whenever I attend." And Sundsboe attends regularly, repeatedly.

This fits perfectly into the OCSBDC strategy. Mozaffari notes that "there are still significant barriers to growth for small businesses" so the workshops, and all services, are designed so that attendees will

1. "leave with something they can put to use."
2. "have an opportunity to interact with our professional team (Sabellico and market researcher Victor Macias)"
3. "expand sphere of connectivity with other organizations and services"
4. "get to the right audience."

Key to all of this, according to Mozaffari, is the primordial effort of deciding on and developing a strategy. "(They) can spend all day scratching at doors but getting no traction. We partner them with market research...market insight.

"We teach businesses to take advantage of opportunities by being prepared. That is the bread and butter of what we do."

OCSBDC's next workshop is July 31st, The Art and Science of Creating A Successful Business Plan, 6 p.m. to 8:30 p.m., at Rancho Santiago Community College District, 2323 N. Broadway, Board Room 107, Santa Ana, California 92706. To RSVP or get more information, call 714-564-5200.

More photos on page 9

## EVENTS & SEMINARS

**July 23, 2013**

**Women in Construction**

Anaheim, CA

Register:

[www.navicoc.org/navic\\_calendar.html](http://www.navicoc.org/navic_calendar.html)

**Tuesday, July 23, 2013**

**9:00am to 11:30am**

**Keys to the SBA Loan Process**

Campus: Santa Monica College

Location:

SMC Bundy Campus, Room 328

3171 S Bundy Drive

Los Angeles, CA 90066

Cost: \$10.00

Category: Finances

Info:

LIMITED SEATING – REGISTRATION REQUIRED.

This workshop will cover the hidden factors of getting an SBA-backed loan. Primary Topics (include, but are not limited to): Learn and understand the 10 major benefits of getting an SBA-backed loan. Learn the five KEYS to getting your loan funded. What it takes for the lender to work on your first loan. How to make your loan package stand out ahead of others. Facilitator: Jeffrey Francis

For questions on this workshop email:

[workshops@smcsbdc.org](mailto:workshops@smcsbdc.org)

See more at:

<http://smallbizla.org/calendar/#sthash.i19d-DMWm.dpuf>

**July 24, 2013**

**SDUSD Construction Expo**

San Diego, CA

Register: [www.sdusdconex2013.eventbrite.com](http://www.sdusdconex2013.eventbrite.com)

**July 25, 2013**

**8(a) Application Workshop**

SBA Santa Ana District Office

Santa Ana, CA

Register: Contact Sandra Anguiano at

714.560.7446 or [sandra.anguiano@sba.gov](mailto:sandra.anguiano@sba.gov)

(Pre-registration is required.)

**Wednesday, July 31, 2013**

**6:00 - 8:30 p.m. \$25**

**The Art & Science of Creating a Successful Business Plan**

Rancho Santiago Community College District

2323 N. Broadway, Board Room 107

Santa Ana, CA 92706



# SBE Southern California

Website: [www.sbeinc.com](http://www.sbeinc.com)

## Public works match-making event



Photo credit: Kato Cooks/Peter Mack Media

From right to left - **John Arena** (Metropolitan Water District), **Clinton Fawcett** (McCarthy Construction), and **Steve Fryer** (Hensel Phelps)



Photo credit: Kato Cooks/Peter Mack Media

**Michelle Smith-Ballard**,  
Turner Construction



Photo credit: Kato Cooks/Peter Mack Media

**Mike Sabellico**, business consultant with the OCSBDC and president of Encinitas-based Vanguard Global Solutions, a military contractor



Photo credit: Kato Cooks/Peter Mack Media

From left to right - **Kwaku Gyabaah** (Clark Construction), **Whitney Malone** (Schimmick Construction), **Noah Collins** (Baker Electric), **Stacey Jeffers** (Straub Construction), and **Bekele Demissie**, Orange County Transportation Authority



Photo credit: Kato Cooks/Peter Mack Media

**Victor Macias**, Marketing Specialist,  
OCSBDC



Photo credit: Kato Cooks/Peter Mack Media

**Andrew Sundsboe**, Penn Air Control

# SBE Southern California

Website: [www.sbeinc.com](http://www.sbeinc.com)

## California Prevailing Wage Determinations: 2013-1 important notices as of July 17, 2013

See <http://www.dir.ca.gov/oprl/NoticeIndex.htm>  
for details of each determination.

Pursuant to California Labor Code part 7, chapter 1, article 2, sections 1770, 1773, and 1773.1

**July 11, 2013** (Correction notice for the craft/classification of electrician: transportation systems technician zone A, 2nd shift in Ventura County)

**July 3, 2013** (Modification of predetermined increases for the craft/classification of terrazzo worker in northern California Counties)

**July 2, 2013** (Modification of predetermined increases for the craft/classification of terrazzo finisher in northern California Counties)

**July 2, 2013** (Modification of predetermined increases for the craft/classification of plumber sewer and storm drain pipe trades-

man (first shift) in Imperial, Los Angeles, Orange, Riverside, San Bernardino, San Diego, San Luis Obispo, Santa Barbara and Ventura Counties)

**June 26, 2013** (Modification of predetermined increases for the craft/classification of laborer and related classifications in southern California Counties)

**June 25, 2013** (Modification of predetermined increases for the craft/classifications of painter: taper and steeplejack taper in El Dorado, Lassen, Nevada, Placer, Plumas, and Sierra Counties)

**June 24, 2013** (Correction notice for the craft/classification of metal roofing systems installer in San Francisco, San Mateo, and Santa Clara Counties)

**June 19, 2013** (Correction notice for the craft/classification(s) of roofer: roofer, bitumastic, enameler, pipe wrapper, coal tar pitch build up, and mastic worker, kettleman in Mendocino County)

**June 14, 2013** (Interim determination for the craft of parking and highway improvement painter (painter) in San Joaquin, Tuolumne, and Yolo Counties)

**June 4, 2013** (Interim determination for the craft/classifications of electrician: inside wireman and cable splicer (all shifts) in Fresno, Kings, Madera and Tulare Counties)

**May 28, 2013** (Modification of predetermined increases for the craft/classifications of electrician: inside wireman and cable splicer (all shifts) in Fresno, Kings, Madera and Tulare Counties)

**May 24, 2013** (Correction to the interim determinations issued on May 14, 2013 for the crafts of traffic control/lane closure (laborer) and parking and highway improvement painter (painter) in various northern California Counties)

Continued on page 11

## SOUTHERN CALIFORNIA

## SUB-BID REQUEST ADS



Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**Regional Connector Transit Corridor Design-Build Project**  
Owner: LACMTA  
RFP No.: C09080  
DBE Goal: 20% Design & 18% Construction  
Subcontractor Proposal Due Date: July 18, 2013, 2:00PM  
Website: [www.teamrcc.com](http://www.teamrcc.com)

Team RCC (Skanska Traylor Kiewit JV) is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the Regional Connector Transit Corridor Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. A list of available scopes of work will be available on our website listed above as well as RFP documents, Subcontracting Requirements, Sample Contracting Documents, Project Announcements, Outreach and Contact Information. If you are interested in joining our team for this project, please visit our website, fill out and return the Invitation to Bid form.

Team RCC will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements

Team RCC is an Equal Opportunity Employer  
Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509  
Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email: [info@teamrcc.com](mailto:info@teamrcc.com)

REQUEST FOR SUB-ESTIMATES FROM DISADVANTAGED BUSINESS ENTERPRISES (DBES)  
SUBCONTRACTORS, MATERIAL CONTRACTORS, AND SUPPLIERS

OWNER: THE PORT OF LOS ANGELES  
PROJECT: JOHN S. GIBSON BOULEVARD/I-110  
FREEWAY ACCESS RAMP IMPROVEMENTS AND SR-47 / I-110 NORTHBOUND CONNECTOR WIDENING  
FEDERAL AID PROJECT NO. HPLUL-5006(757)  
PROJECT LOCATION: LOS ANGELES, CA

FUNDED UNDER THE SAFE ACCOUNTABLE FLEXIBLE EFFICIENT TRANSPORTATION EQUITY ACT:  
STATE – FUNDED UNDER THE TRADE CORRIDOR IMPROVEMENT FUND (TCIF); AND REGIONALLY FUNDED  
BY THE LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)

**BID DATE: JULY 30, 2013 @ 2:45 PM**

Kiewit Infrastructure West Co., a subsidiary of Kiewit Corporation (Kiewit), is bidding as a prime contractor for the construction of the project listed above and is seeking sub-estimates from disadvantaged business enterprises (DBEs) and all other business enterprises.

Kiewit is requesting estimates from interested subcontractors, material suppliers, professional services, and equipment suppliers, including, but not limited to:

Demolition, Earthwork, AC Paving, Asphalt and Concrete Paving, Concrete Flatwork, Storm Drain, Landscaping, Erosion Control, Trucking, SWPPP Monitoring, Traffic Control, Electrical, Signals, Railroad Trackwork, Masonry, Signage, Striping and Marking, Web/Robotic Camera Documentation, Field Office Rent & Setup, Fencing & Guardrail, Pile supply and Installation, Dewatering/Water Treatment

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors will be expected to provide bonding for 100% of their contract value. The subcontractor must be able to accept all terms and conditions of the project under the subcontract.

Kiewit intends to conduct itself in good faith with all disadvantaged business enterprises (DBEs) and other enterprises regarding participation on the project. All DBEs must be certified at the time of bid as a DBE by the California Unified Certification Program (CUCP) certifying agency.

To obtain more information about this bid or for assistance with the requirements of the proposal, project scheduling, insurance, bonding, lines of credit, equipment, supplies, and/or technical assistance, please contact Kiewit.



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Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest **SBE Newspaper** and **SBE Newsletter**



## Are We There Yet? Tactical Urbanism

The cost of creating the average community park can run into millions of dollars, and finding new park land in existing communities, especially urban neighborhoods, is particularly tough. As a result, new parks and especially small "pocket parks" are sprouting up in unlikely places, including landfills, rooftops, reservoirs and even cemeteries.

The new park that everyone has been talking about is in the most improbable of places. New York City's High Line park is built on an abandoned elevated rail line that once brought freight cars into the factories and warehouses that lined the streets of Chelsea.

Paul Goldberger, writing in National Geographic in 2011, describes the park as "part promenade, part town square and part botanical garden," and he says: "Walking on the High Line is unlike any other experience in New York. You float about 25 feet above the ground, at once connected to street life and far away from it. You can sit surrounded by carefully tended plantings and take in the sun and the Hudson River views, or you can walk the line as it slices between old buildings and past striking new ones . . . Not the least of the remarkable things about the High Line is the way, without streets to cross or traffic lights to wait for, ten blocks pass as quickly as two."

Like many public and private investments, however, the High Line is being linked to gentrifying adjacent neighborhoods and property in an already unaffordable city. This is yet another example of how a city can do well in terms of one measure of making a community more complete — by providing park access — but continue to be challenged in terms of another key measure: equitable access to amenities.

The difficulty of finding park space has also driven park advocates to reclaim the streets — estimated to cover nearly a third of the urban landscape — as active public spaces. Some cities are even going so far as to identify some streets in their regional parks systems, thereby emphasizing them as important places to "share the road." Portland, Oregon, for example, has set a goal of making 25 percent of all trips be on bicycle by 2030, and in order to do so is developing neighborhood greenways that can be used for biking and walking. By 2015, Portland plans that 80 percent of residents will live within a half-mile of a neighborhood greenway.

The lack of open space and of resources for new parks and public spaces has given rise to a movement that has been called "tactical urbanism" — quick, cheap, often temporary interventions that can be staged in order to make a small part of a neighborhood more lively and enjoyable, and provide people with the know-how to stage interventions in other communities.

The 2012 Tactical Urbanism 2: Short-term Action, Long-term Gain by the Street Plans Collaborative, an urban planning, design and advocacy firm, describes interventions including: "guerilla gardening," "open streets," "pavement-to-parks," and "depaving" (a project to improve storm water treatment by removing unnecessary driveways and concrete surfaces) as well as the popular annual "Park(ing) Day," now staged in hundreds of cities across the U.S., when parking spaces are turned into temporary parks.

"Tactical urbanism is how most cities are built, really, especially in the developing nations," lead author Mike Lydon notes on the online magazine The Atlantic Cities. "It's step-by-step, piece-by-piece. We're noticing more and more of these tactics are popping up and leading to longer-term change. It's very appropriate [considering] the way the economy [is]."

Source: Reconnecting America

## CalTrans contractor sentenced, will forfeit Yoda

A printing contractor was sentenced to nine years in prison for defrauding the California Department of Transportation of nearly \$1.9 million, part of which he spent on Star Wars memorabilia that included a life-size Yoda, state prosecutors announced Friday.

Eric Hodgson, 43, of Elk Grove pleaded guilty Thursday in Sacramento County Court to seven of 22 counts of grand theft. Under a plea deal, he will forfeit two homes, two cars, retirement savings and his \$10,000 Star Wars collection as part of his restitution.

Along with the 3-foot-tall Yoda statue, the memorabilia includes two light sabers and a model of the Millennium Falcon.

According to the state attorney general's office, CalTrans hired his company, Phenix Print & Image, to advertise new construction contracts to potential bidders but discovered Hodgson used fake invoices for print advertisements that were never published in local newspapers as promised.

Phenix was awarded two print advertising contracts in 2008 and 2009 that totaled more than \$1.8 million. A third contract awarded to Phenix in 2011 for more than \$800,000 was canceled before any money was paid.

An investigation by the California Department of Justice determined money was used to pay off a mortgage, make purchases of toys and comics, and fund exotic trips for him and his company staff.

Hodgson was arrested in April. He did not immediately return a telephone message left at Phenix

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

This undated photo released by the California Attorney General's office shows a Star Wars Yoda figure purchased by Eric Hodgson. Hodgson, 43, a printing contractor from Elk Grove, Calif., has been sentenced to nine years in prison for defrauding the California Department of Transportation out of nearly \$1.9 million. State officials announced Friday that he will forfeit his \$10,000 collection of Star Wars memorabilia — including the 3-foot-tall Yoda statue and two light sabers — as part of his restitution. Photo: California Attorney General's Office



## California Prevailing Wage Determinations

■ Continued from page 10

**May 24, 2013** (Interim determination for the craft of traffic control/lane closure (laborer) in various northern California Counties)

**May 24, 2013** (Interim determination for the craft of parking and highway improvement painter (painter) in San Joaquin, Tuolumne, and Yolo Counties)

**May 13, 2013** (Modification of predetermined increases for the craft/classifications of bricklayer, blocklayer: bricklayer, blocklayer, stonemason (all shifts) in various northern California Counties)

**May 13, 2013** (Correction to the important notice dated March 28, 2013 for the craft(s) of operating engineer (heavy and highway work), operating engineer (building construction), and tunnel/underground (operating engineer) in northern California Counties)

**April 16, 2013** (Interim determination for the craft of electrician: inside wireman and cable splicer (all shifts) in various northern California Counties)

**April 8, 2013** (Correction notice for the craft electrician: inside wireman and cable splicer in Alameda County)

**March 28, 2013** (Correction notice for the craft(s) of operating engineer (heavy and highway work), operating engineer (building construction), and tunnel/underground (operating engineer) in northern California Counties)

**March 27, 2013** (Correction notice for the craft of housemover (laborer) in southern California Counties excluding San Diego)

**March 26, 2013** (Correction notice for the crafts of marble finisher, tile finisher, and tile layer in southern California Counties including San Diego)

**March 20, 2013** (Correction notice for the craft of electrician: communication and systems installer and technician (all shifts) in various northern California Counties)

**March 5, 2013** (Important notice regarding corrections to the director's general prevailing wage determinations)

**March 4, 2013** (Correction notice regarding the 2013-1 shift pay determinations for Imperial, Inyo, Kern, Los Angeles, and Sutter Counties)

**March 4, 2013** (Correction notice regarding the craft of carpet layer: resilient tile layer (2nd shift) in San Diego County)

**March 4, 2013** (Important notice regarding the craft of boilermaker (for pipelines) in southern California Counties including San Diego)

**March 4, 2013** (Correction notice for the craft of marble finisher in southern California Counties including San Diego)

**March 4, 2013** (Clarification notice for the craft/classification of sheet metal worker, sheet metal worker: metal deck and siding in various northern California Counties)

**December 24, 2012** (Important notice concerning a new amendment to Labor Code section 1720(a)(1))

SOURCE: DIR Web site - <http://www.dir.ca.gov/oprl/NoticeIndex.htm>

Advertise your  
Sub-Bid Requests in the  
Small Business Exchange

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





# NORTHERN & SOUTHERN CALIFORNIA PUBLIC LEGAL NOTICES



## GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

### NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No: 2014-BT-3, San Rafael Bus Facility Paint Booth Heater Replacements**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, August 13, 2013, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

This Public Works Project consists of, in general, installation of a new make-up air heater for the paint booth in the Bus Body Shop building located at the San Rafael Bus Facility in San Rafael, CA. The Work includes removal and disposal of existing suspended paint booth heater and accessories, supply duct work and fan, an existing sky light; installation of a new roof-mounted make-up air heater; modifications to existing supply air plenum and installation of new supply duct work; new main and remote control panels; minor electric and gas work; roof modifications; painting; and other associated work; as shown on the Contract Plans and as specified in the Contract Documents.

**Night time and weekend work may be required in order to avoid impacting ongoing District operations at the San Rafael Bus Facility.**

A non-mandatory pre-bid conference and job site tour will be held at the San Rafael District Conference Room, Administration Building, 1011 Andersen Drive, San Rafael, CA on **Wednesday, July 24, 2013, at 10:00 a.m., PST**.

**This is a Public Works contract.** Bidders bidding as the prime contractor shall possess a valid State of California Class A General Engineering Contractor's License or a **State of California Class B, General Building Contractor's License**. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades.

District reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding procedure. No Bidder may withdraw its bid for a period of ninety (90) days after the date of opening bids.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress payments (retention) during the Project.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. The prevailing wage rates established by the California Department of Industrial Relations can be viewed at the District's Engineering Office, and are available at <http://www.dir.ca.gov/OPRL/PWD>.

To inspect and obtain Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Bus Transit Division and look for Contract No. 2014-BT-3. Bid Documents are also available from the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, 94129-0601 by telephone at (415) 923-2223, or by e-mail at [districtsecretary@goldengate.org](mailto:districtsecretary@goldengate.org), or by facsimile at (415) 923-2013. There is a non-refundable purchase price of fifty dollars (\$50) for hard copies of the Bid Documents. Full sized Contract Plans, not available for download, will be available for purchase upon request for an additional thirty dollars (\$30).

/s/ Janet S. Tarantino, Secretary of the District  
Dated: July 11, 2013  
7/11, 7/18/13  
CNS-2506721#  
SMALL BUSINESS EXCHANGE



UCLA

### ADVERTISEMENT FOR BIDS

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

#### PS-6 TRASH COMPACTOR RELOCATION Project Number 3839135

**DESCRIPTION OF WORK:** Construction of a new concrete pad, retaining wall and related infrastructure to support a new University furnished trash compactor. Work shall include the forming, placement and finish of an approximately 120' X 24' concrete slab; the excavation and removal of soils; construction of an approximately 150' x 8' CMU retaining wall; provision of sewer/storm drain/water piping, electrical utilities, fencing and gates; and all final connections to University furnished trash compactor.

The estimated construction cost is \$245,000.00.

#### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on July 15, 2013 and will be issued at:

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

2. Bidders may view the Bidding Documents online at the ARC PlanWell Public Plan Room, and purchase digital and/or hard copies of the Bidding Documents by contacting ARC as indicated above. All parties will make arrangements with and payment to ARC directly. (NOTE: Bidding Documents will not be issued at the University's office.)

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

Contracts Administration  
University of California, Los Angeles  
1060 Veteran Avenue, Suite 125  
Box 951365



### SAN FRANCISCO HOUSING AUTHORITY

#### INVITATION FOR BIDS FOR PERIMETER EXTERIOR GATE KEY CARD SYSTEM INSTALLATION AT CAL 1-1, HOLLY COURTS SAN FRANCISCO HOUSING DEVELOPMENT Solicitation No: 13-620-IFB-0014

The San Francisco Housing Authority will receive sealed bids for Perimeter Exterior Gate Key Card System Installation for CAL-1 Holly Courts Housing Development at 1815 Egbert Avenue, #300, in San Francisco. Scope of work includes hardware modification at existing iron gates, painting, and installation of key card system and related electrical works.

Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest **SBE Newspaper** and **SBE Newsletter**

Los Angeles, California 90095-1365  
310-825-7015

and must be received at or before:

**2:00 p.m., August 5, 2013**

**MANDATORY PRE-BID CONFERENCE & JOB WALK:** A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on July 22, 2013 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at [www.ucla.edu/map](http://www.ucla.edu/map)). For further information, contact Howard Titzel at 310-825-5500.

*(NOTE: Bidders are advised that parking may be difficult. Bidders should allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference/Job Walk will last at least 2 hours.)*

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

#### A License (General Engineering)

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

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

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

On Tuesday, July 30, 2013, at 10:00 A.M. a site inspection will be held at community room at CAL 1-1 Holly Courts Housing Development at 100 Appleton Street in San Francisco.

Responses are due at 2:00 PM on Friday, August 9, 2013. The Invitation for Bids (IFB) document will be ready for review on July 15, 2013. To review the IFB document, go to <http://www.sfha.org/solicitations.html>. To obtain a hardcopy of the bid document, please come to the Authority's office at 1815 Egbert Avenue, #300, San Francisco, California. A processing fee of \$50.00 (non-refundable) will be required for each hardcopy set of documents. All payments must be in the form of Certified Check, Cashier's Check, or Company Check payable to the San Francisco Housing Authority. Cash or personal checks are not acceptable. For more information, contact Ms. Brenda Moore, at (415) 715-3170, e-mail [moorebr@sfha.org](mailto:moorebr@sfha.org)

### 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:

#### Mt. Zion Buildings A, B & R Interior, Seismic and ADA Upgrades Project Number: 12-696 Contract Number: L00155

Description of Work: Project scope includes demolition of walls and utilities; construction of toilet rooms, nitrogen storage room, storage rooms; extensive plumbing, electrical, fire sprinkler, fire alarm and HVAC upgrades; and interior finishes.

Estimated construction cost range: \$ \$1,200,000 - \$1,600,000

**BIDDER QUALIFICATIONS:** To be allowed to submit a bid, 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 qualification documents in a sealed envelope by **2:00 pm, Thursday August 1, 2013** 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.

Procedures: Bidding documents will be available at **Thursday July 18, 2013**, and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103  
Contact Persons: Ben La (415) 476-5030  
(9AM - 5PM)  
Lisa Gee (415) 502-4523  
Fax No. (415) 476-8278

Bidding Documents and complete advertisement can be viewed and may be ordered on line at the following website address: <http://www.ucsfplans.com/>

Bidders must attend a mandatory pre-bid conference at 9:00 am, Saturday July 27, 2013. For details, see above website address.

Bidders must submit qualification documents in a sealed envelope by **2:00 pm, Thursday August 1, 2013**, 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. Bidders will be notified whether or not they are allowed to submit a bid for this project within 3 - 5 days of this date.

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 pm, Wednesday August 28, 2013**. 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: **General Building, B.**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, San Francisco  
July 2013



# Port of San Francisco

## Continued from page 7

businesses certified; and they have a lot of presence in community organizations. "So there's a good amount of outreach that happens to let people know San Francisco cares about making sure that its contract dollars go to small local businesses," Forbes explained. "Also, when we do any solicitations, they go on our centralized web site and out in our newspapers, so there's really good information being put out about when we have a contracting opportunity coming up."

On the construction side, or the Local Hire side, there's a lot of outreach done through the local hiring halls. "We're really a union town so there's a lot of union involvement in bringing up people through the apprentice programs, through the halls, to expand the availability of San Francisco labor to meet the Local Hire requirements," she added.

The Port has many stakeholders because its seven-and-a-half miles of waterfront expands across the diversity of the city. So one thing the Port does in terms of opportunities is support production, distribution and repair.

"We support blue collar jobs in the southeast community by having that kind of land, providing maritime employment, and by providing other types of PDR or blue-collar work

along our southeast water front. Another piece of the puzzle is the private leasing activity we do," Forbes continued. "Really we do everything from crushing aggregate and those types of things to our cruise business and the kinds of jobs this working waterfront continues to support. It's not necessarily through our contracts or our own public works construction jobs, although that's also a huge piece; it's through the whole portfolio of the waterfront."

Some major projects they're working on right now include the cruise ship terminal at Pier 27. Phase 1 has just recently been completed and Phase 2 will begin the end of 2014.

"It's a \$47 million project in all. That includes a \$17 million park improvement for the Northeast Wharf Plaza. We also have some tenant improvements in the northern waterfront, which will be coming up at Pier 31 and 29 1/2," said Forbes. "There is roofing work, carpentry work and electrical work that needs to be done; we just finished the repair of Pier 29 which had been burned in a fire. That was a complete rebuild of the bulkhead building and repair of the shed. And that is just the beginning."

Speaking of beginnings, the best place for a business to start if interested in any opportunities with the Port is to get certified as an LBE. Once a business is in the system as a certified LBE, every time there's an opportunity it's

posted; but it is the sub-consultant's job to form and build relationships with the prime consultants and team up with them.

"One of the ways we actually try to facilitate that is that we have a pre-bid meeting where we bring in anybody who's interested in learning more about the project. It's open to the public or anyone else who wants to come in. We discuss and answer questions about the proposal before anyone's required to turn it in. Part of this is also a networking opportunity for LBEs to meet with primes. We actually specifically ask for primes to spend some time networking and at the end we keep the room available for them to sit there and continue talking with each other," said Andres Acevedo, Contract Compliance Officer for the Port of San Francisco. "It's a nice opportunity especially for small LBEs to possibly connect with some of the primes. And the primes are pretty active, especially if they're looking for a specific kind of LBE."

If a business owner is looking to see what opportunities are available, the City's Office of Contracts Administration posts bids and contracts on the internet and conducts extensive outreach to diverse communities throughout the city by publishing in neighborhood/community newspapers. Interested parties can visit the following web site for more information...<http://sfgsa.org/index.aspx?page=359>

## The Port of San Francisco celebrates 150 years 1863 to 2013

### Events

**Beginning in April and throughout the remainder of 2013, the Port will host events and activities on the waterfront and throughout the City that highlight the Port's rich maritime and cultural history and showcase the vibrant People Port that it's become today. The Port will use the 150th Anniversary as an opportunity to remind the public about: who we are, what we do, how we intersect with their everyday life and the many public benefits available at the Port. One of the biggest events was held in April, but for other upcoming events, please visit <http://sfport.com/index.aspx?page=2232>. The Port encourages you to take public transit as parking is very limited.**

## Public Legal Advertisers:

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

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

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- Oakland USD
- Palos Verdes Peninsula USD
- San Jose State University
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- UC Davis Medical Center
- UC Irvine Design & Const Services
- UC San Francisco CPM
- UC San Francisco Medical Center
- UCLA

...and many more!

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Donna Hansen, UCLA

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

Eileen Martinez, The Daily Journal

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

Gordon Choy,  
San Francisco Department of Public Works

# FICTITIOUS BUSINESS NAME • CHANGE OF NAME

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0352277-00

Fictitious Business Name(s):  
**GRANTdog**  
Address  
**1885 Jackson Street #401, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Rhonda Poppen**  
Address of Registrant #1  
**1885 Jackson Street #401, San Francisco, CA 94109**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2013**

Signed: **Rhonda Poppen**

This statement was filed with the County Clerk of San Francisco County on **7/9/2013**.

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

Filed: **Jennifer Wong, Deputy County Clerk 7/9/2013**

7/11/13 + 7/18/13 + 7/25/13 + 8/01/13

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0352423-00

Fictitious Business Name(s):  
**Pincushion Sew and Craft**  
Address  
**2136 Franklin Street, San Francisco, CA 94109**  
Full Name of Registrant #1  
**MKL Pincushion Design Inc. (CA)**  
Address of Registrant #1  
**2136 Franklin Street, San Francisco, CA 94109**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2013**

Signed: **Melissa Li**

This statement was filed with the County Clerk of San Francisco County on **7/16/2013**.

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

Filed: **Jeanette Yu, Deputy County Clerk 7/16/2013**

7/18/13 + 7/25/13 + 8/1/13 + 8/8/13

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

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

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

Signed: **Michael Cheng**

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

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

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

7/18/13 + 7/25/13 + 8/1/13 + 8/8/13

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

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

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

Signed: **Jody Worthington**

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

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

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

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

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

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

Signed: **Michael Cheng**

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

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

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

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

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

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

Signed: **Maria J. Castillo**

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

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

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

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

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

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

Signed: **Michael D. Zook**

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

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

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

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City \_\_\_\_\_ Zip \_\_\_\_\_

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Credit Card Number: \_\_\_\_\_

Expiration \_\_\_\_\_

Date: \_\_\_\_\_ Signature \_\_\_\_\_

Reference Number (Office Use Only) \_\_\_\_\_

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# BANKING \$ FINANCE

## How Small Businesses Can Avoid Loan Rejection

Thousands of stunned small-business owners call Dun & Bradstreet Credibility each week after they're turned down for a loan. Jeff Stibel, chief executive of the business credit reporting company, has a message for them: Don't blame the bank.

Instead, he says, find out how you contributed to that rejection and start working to improve your company's credit rating so next time, the answer will be "yes."

"There is so much you can do, and should do, before you need a loan," he says.

Dun & Bradstreet Credibility compiles credit reports on small businesses, which banks can buy to help make their lending decisions. In a recent conversation, Stibel talked about the continuing sluggishness in bank lending to small companies. Lending rose modestly in April, according to the Thomson Reuters/PayNet Small Business Lending Index, after falling the first three months of this year. Stibel agrees that banks can make it difficult for small businesses to get loans. But he argues that owners bear some responsibility when they're rejected.

### Common Mistakes

Many small-business owners go about getting a loan all wrong, he says. They apply to banks that aren't likely to approve them. When they apply, they haven't made sure their companies' finances and credit ratings are solid. And they haven't taken the time to cultivate a relationship with a banker who will be sympathetic.

Stibel knows that business owners aren't helping themselves because they call Dun & Bradstreet Credibility after banks reject loan applications and tell them to find out what's in their business credit reports. The files are similar to the personal credit reports on consumers that are compiled by reporting agencies such as Experian and Equifax. They include information such as a company's payment record, how much debt it's carrying and the number of loans it has applied for.

"We talk to over 20,000 businesses a week and a huge percentage of them don't even know they have a business credit file. They think that all they have is a personal credit file," Stibel says.

Sometimes owners don't see their business credit report until they're sitting with a loan officer in a bank branch, Stibel says. For bankers, that's a red flag.

"They'll say to a business owner, 'I'm trying to believe that I can trust you to pay your bills and that I can entrust money to you

and you'll be a good corporate steward and pay me back -- but if you don't know what your credit profile looks like, then how on earth can I lend you money?'" he says.

Owners can get copies of their files from reporting companies including Dun & Bradstreet Credibility, Experian and Equifax. They also should study their personal credit reports, which bankers consider when making loan decisions.

### Navigating the Application Process

Another roadblock: Many businesses aren't savvy about the application process, Stibel says. Owners think they can walk into a bank, fill out an application and presto, get a loan. These days, that's a good way to get turned down.

"Before they think about any credit, they should do what they do before they start a business," Stibel says. That includes writing a formal business plan that explains how you will spend the money you want to borrow.

The smartest owners "have banks asking, begging to work with them instead of hustling to try and find the right bank," he says.

Many owners also don't realize that not all banks are alike. Banks have different philosophies and strategies about lending. For example, some make more loans secured by assets like real estate, while others lean toward companies with good cash flow.

"How do you know that Joe's Pizza should be getting a loan from Bank of America, but Jim the chiropractor should be getting one from Wells and Jane's Dry Cleaner should be getting one from a community bank?" The answer is for business owners to do their homework, and research lenders ahead of time. They should have informational meetings at several banks, and read up about the banks on the Internet.

"Not knowing what their criteria is before you walk in the door is a recipe for disaster," Stibel says.

That disaster goes beyond a rejection. Many owners who shop for one loan after another don't realize that every inquiry and rejection goes into their business and personal credit reports.

Credit reports can also be an issue when a company doesn't need a loan. Some big retailers want to see credit reports for the manufacturers whose products they buy. They believe a company with a good credit rating is more likely to be well-run and not cut corners on the goods they sell, Stibel says.

He recalls hearing from a small consumer products manufacturer that had a deal with a big national retail chain. That is, it had the deal until the retailer took a look at the company's credit report and decided that there wasn't enough information in it. The retailer didn't feel secure enough about doing business with the company. The owner immediately called Stibel.

"The first word out of his mouth wasn't 'hello,' it was 'help!' Stibel says. "They told him, 'we don't care if your product is good or not, we won't put it in our store.'"

### Weak Lending to Small Businesses

Even as the economy has continued its slow recovery, lending to small businesses remains weak. Many companies say they don't want or need loans because they're not sure what their revenue will be strong or weak, and they don't want to take on more debt after having paid their loan balances down following the recession.

Stibel says the stagnant lending is also due to the fact that banks and small businesses are at cross purposes. The banks say they're working on making more loans. Bank of America has hired 1,000 bankers to serve small businesses. Wells Fargo is increasing its marketing and outreach to women small business owners to help increase how much it is lending to them. Citi said in March that it had surpassed its 2012 small business lending goal by \$1.6 billion. But banks are also concerned about the risks involved in lending to small businesses, so they add requirements to loans. The companies want loans with as few requirements as possible, Stibel says.

"We're seeing this disconnect between everyone's incentives, motivations and interactions, and that's where I think the real bottleneck is. It's not for want or lack of effort," Stibel says.

Banks are more likely to lend to a business owner that they know and can trust rather than a total stranger, he says. That's the reason why Bank of America has placed more small-business bankers around the country, so it can get to know small business customers better.

But a business owner has to work on the relationship too. Stibel's advice: "You should have, if not quarterly meetings with your lending officer, at least two times a year, even if it's nothing more than going out to lunch and saying how great your business is. You don't want to have your first meeting when something's wrong."

Source: 2013 CNBC LLC

## Bank of America Merrill Lynch Adds North America Cash Management Accolade

Euromoney magazine has named Bank of America Merrill Lynch "Best Cash Management House in North America" as part of the Euromoney Awards for Excellence 2013. The recognition marks the third consecutive year BofA Merrill has received the top North America cash management honor as determined by the editorial staff of Euromoney.

In North America, BofA Merrill offers comprehensive transaction and cash management services to large corporations, middle-market companies and small businesses across the United States and Canada. These services include liquidity management, payments and receipts, trade and supply chain finance, foreign exchange, commercial card services and custody and agency services.

The Euromoney award is just the latest in a series of external recognition BofA Merrill's Global Transaction Services team has received in 2013 for industry leadership in North America. Previously, the firm was named:

- Best Overall Bank for Cash Management, North America (Global Finance).
- Best Bank for Liquidity Management, North America (Global Finance).
- Best Trade Finance Bank in the U.S. (Trade Finance).
- Best Trade Finance Bank in the U.S. (Global Finance).
- Best Trade Finance Bank in North America (Global Trade Review readers poll).

In selecting BofA Merrill for its award, Euromoney noted that even with its top-ranking position in previous years, the firm continues to find new opportunities to serve its clients better. Teamwork with investment bankers, success helping middle market companies expand internationally, and enhancements for clients in Canada were among the examples the editors cited.

"We are very honored to receive this industry recognition," said Dub Newman, head of

North America Global Transaction Services. "With our long history of providing treasury solutions in the United States and Canada, our clients expect us to provide not only technology and product innovations but also excellent service and advisory expertise to help them optimize their working capital. We consistently aim to exceed those expectations."

"We tailor our suite of transaction services offerings to meet the needs of clients of all sizes in North America," added Galen Robbins, head of Global Commercial Banking Treasury Solutions. "As companies grow and change, we proactively suggest ways they can more efficiently and effectively manage their working capital."

### Bank of America

Bank of America is one of the world's largest financial institutions, serving individual consumers, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and

other financial and risk management products and services. We serve approximately 52 million consumer and small business relationships with approximately 5,400 retail banking offices and approximately 16,300 ATMs and award-winning online banking with 30 million active users and more than 13 million mobile users. Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries. Bank of America Corporation stock (NYSE: BAC) is a component of the Dow Jones Industrial Average and is listed on the New York Stock Exchange.

Source: Bank of America



Photo Credit: Rancho Santiago Community College District.

**NOTA BENE:** We ran the photo below in our July 13, 2013 issue with the story *Orange County SBDC Receives \$150,000 Grant from the Union Bank Foundation.*

The photo credit should have read:

From Left to Right:

**Priscilla Lopez** – Regional Director, Orange County/Inland Empire Regional SBDC

**Curtis Kang** – Branch Manager, Union Bank, Orange Branch

**Robbin Narike Preciado** – SVP and Regional Executive, Union Bank, Greater OC/Inland Division

**Enrique Perez, J.D.** – Assistant Vice Chancellor of Educational Services, Rancho Santiago Community College District

**Michael Feldman** – Executive Vice President and Head of Branch Banking, Union Bank

**Leila Mozaffari** – Director, Orange County SBDC

**Elizabeth Arteaga** – Associate Director, Orange County SBDC

**Rossina Gallegos** – Vice President & Community Outreach/Foundation Officer, Union Bank

**Victor Villegas** – SVP and Regional Manager, Union Bank, West Inland Region

Our thanks to **Judy Iannaccone**, Director of Communications and Publications, Rancho Santiago Community College District.

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SBE has been designated as an Outreach for the City of San Francisco

<p><b>2009</b> Bay Area Contract Compliance Officers Association—25 Years of Service to the Women and Minority Business Community</p>	<p><b>2007</b> National Association of Minority Contractors of Southern California—Minority Business Advocate of the Year</p>
<p><b>2005</b> U.S. Department of Commerce Minority Business Development Agency—Minority Media Cornerstone Award</p>	<p><b>1995</b> Black Business Association of Los Angeles—Outstanding Entrepreneur Award</p>
<p><b>1990</b> LA Mayor's Advisory Board, Office of Small Business Assistance—Mayor Tom Bradley</p>	<p><b>1990</b> Minority Business Enterprise of the Year Award</p>

**RESOLUTION 242-12**

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

- AFRICAN AMERICAN • CHINESE • HISPANIC

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Includes 1 year subscription to bid notice service by email OR by online access
- \* Options include no more than 3 sub-categories persubscription

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 Fax  Email

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

• If choosing fax or email services, list keywords for bid selection:  
 \_\_\_\_\_  
 \_\_\_\_\_

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

Company Name \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

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