

# SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984

Weekly Publication \$2.00

Vol 30, Edition 18



July 24, 2014

## Open Letter from Secretary Foxx and 11 Former DOT Secretaries



Anthony Foxx, United States Secretary of Transportation

As Congress considers legislation to avoid a shortfall of the Highway Trust Fund, Transportation Secretary Anthony Foxx and 11 of his predecessors offered the following open letter to Congress. In addition to Secretary Foxx, Secretaries Ray LaHood, Mary Peters, Norman Mineta, Rodney Slater, Frederico Peña, Samuel Skinner, Andrew Card, James Burnley, Elizabeth Dole, William Coleman and Alan Boyd all signed the letter. Their message: Congress' work doesn't end with the bill under consideration. Transportation in America still needs a much larger, longer-term investment. The text of the letter is below:

This week, it appears that Congress will act to stave off the looming insolvency of the Highway Trust Fund. The bill, if passed, should extend surface transportation funding until next May.

We are hopeful that Congress appears willing to avert the immediate crisis. But we want to be clear: This bill will not "fix" America's transportation system. For that, we need a much larger and longer-term investment. On this, all twelve of us agree.

Taken together, we have led the U.S. Department of Transportation for over 35 years. One of us was there on day one, at its founding. We've served seven presidents, both Republicans and Democrats, including Lyndon Johnson, Gerald Ford, Ronald Reagan, George H.W. Bush, Bill Clinton, George W. Bush, and Barack Obama.

Continued on page 9

## Title VII Equal Opportunity Employment Summit to Support Prime Contractors

Is Your Company At Risk? New Rules and Regs Could Mean You're Not Compliant!

Title VII of the Civil Rights Act of 1964 prohibits discrimination in recruiting, hiring, promotion, pay, workplace environment, benefits, training, employee classification, and more, on the basis of race, color, religion, sex or national origin. Though this was enacted over 50 years ago, the reality is that gender and race discrimination is still an issue in today's workplace, with serious consequences for employers.

The bill was called for by President John F. Kennedy, as part of an attempt to eliminate discrimination in public venues, and was supported by President Johnson, after Kennedy's assassination. The far reaching impact of this legislation in the construction industry is clear today, with investigation, enforcement and consequences from Federal and State agencies.

Violations often result in fines and penalties, even debarment from any future government contracts. It is a comprehensive regulation, covering employers with 15 or more employees, as well as state, local and federal governments. The provisions of Title VII cover recruiting, hiring, and promotion, as well as issues like workplace harassment and the overall work environment. It's critical that employers understand the intricacies of the law, in order to ensure compliance at all levels.

**Non-Compliance impacts an organization at all levels—it's critical that all employees and partners know company policies as well as the potential liabilities!**



Recently the Department of Labor, Office of Federal Contract Compliance Program (OFCCP) has updated the rules and regulations on compliance, specifically involving veterans, women and protected classes. Scrutiny is at an all-time high, and audits have become the norm

on a wide variety of projects. To help clarify these rules and regulations for the Construction industry, Skanska, a leading global Prime Contractor, in partnership with Veterans Advocacy

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This is a Complimentary Copy. Paid subscribers receive first class mail.

PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.  
703 Market St., Ste 1000, San Francisco, CA 94103

PRSR STD  
U.S. Postage  
PAID  
San Fran CA 941  
Permit No. 820

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# Lean In or Lean Together

## Study: Gender Wage Gap Even Worse for Black Women

By Chris Hoenig

Several studies have shown the wide gender wage gap in this country, but a new study reveals that race creates an even bigger wage gap between men and women.

While women, on average, make \$0.77 for every \$1 that men make, Black women average just \$0.64 for every \$1 made by white men, according to the study by the National Women's Law Center. That adds up to about \$18,650 a year based on a 40-hour work week and means they have to work nearly 19 months to make what white men do in 12.

There are a variety of factors that play into the wage gap for Black women: education, age and even the type of industry all determine just how much less they make compared to white men working similar jobs.

While the gender wage gap clearly exists for new grads, it's even more pronounced for Black women regardless of education level. Black women with no high-school degree average under \$21,000 a year, while white men with the same educational background make almost \$34,000, putting the woman's salary at about \$0.61 on the dollar. Even

with a master's degree, Black women make only \$0.64 of what white men do: \$55,000 versus \$86,000. The average salary for a Black woman with a bachelor's, master's or doctoral degree (\$50,207) is comparable to that of a white man doing similar work who took college classes but never graduated (\$50,570).

As Black women get older, the wage gap only widens. From ages 15–24, Black women make about \$0.82 on every dollar that white men that age make, a figure that drops to \$0.67 on the dollar from ages 25–44. Black women have to work 62 years to earn what white men make in 40, a difference of nearly \$750,000.

No matter what the occupation normally pays, or if it's a field dominated by women, Black women see the effects of the wage gap. Black women physicians and surgeons earn almost half (\$0.52 on the dollar) of what white male doctors make. In examples of mid-wage industries, Black women make \$0.79 for every \$1.00 white men make in customer service (female-dominated), and \$0.86 on the dollar in construction (male-dominated). Among mostly female, low-wage personal-care aides, Black women earn just \$0.85 for every \$1 their white male counterparts make.



Image credit by blackenterprise.com

Even though Black women make up just 6 percent of the nation's workforce, they make up 14 percent of workers in the 10 lowest-paying jobs in the country.

Louisiana and Wyoming have the largest wage gaps for Black women—more than \$0.50 for ev-

ery dollar. Even though Washington, D.C., has the smallest overall gender wage gap (less than \$0.10), the wage gap for Black women is the fourth worst in the country: more than \$0.44.

Source: © Copyright 2014 — DiversityInc.

## Advocacy Roundtable Examines Proposed Minimum Wage Rules



By Brooke Nelson

The Office of Advocacy hosted a roundtable discussion on July 9 to gather input regarding a proposed Department of Labor (DOL) rule.

Pictured at left are Assistant Chief Counsel Janis Reyes, Chief Counsel for Advocacy Dr. Winslow Sargeant, and Director of Interagency Affairs Charles Maresca. Advocacy hosted a roundtable discussion on July 9 addressing proposed rules to raise the minimum wage for federal contractors to \$10.10.

The proposed rule implements Executive Order 13658, signed by President Barack Obama in February, which would raise the minimum wage to \$10.10 for all federal contractors, subcontractors and their workers starting January 1, 2015. Advocacy held an earlier listening session on the executive order in April.

Advocacy held the roundtable to receive comments and feedback from small businesses which

■ Continued on page 13

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### AWARDS

#### • CITY OF LOS ANGELES

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

#### • COUNTY OF LOS ANGELES

Black Business Association,  
Outstanding Entrepreneur

#### • BAY AREA CONTRACT COMPLIANCE

OFFICERS ASSOCIATION  
Champion of Diversity

#### • NAMCSC

Minority Advocate

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

Minority Advocate

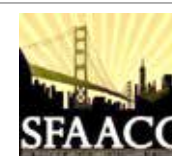
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#### • San Francisco Human Rights Commission

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EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

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The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

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# California Sub-Bid Request Ads

Bid Requests from Certified SBE Subcontractors and Suppliers for ALL TRADES except for Structural & Miscellaneous Metals (including design-build and design-assist), Fire Protection (design-build), Solar Thermal Water Heating System (design-build), Infrastructure

**HUNTERS VIEW - PHASE 2 BLOCKS 7 & 11**

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

**Hunters View - Phase 2 Blocks 7 & 11**

**Middle Point Road (Intersection - West Point Road) - San Francisco, CA 94124**

**Bid Date: 8/22/14 @ 2 PM**

Voluntary Pre-bid Meeting on 8/6/14 at 10:00 AM at Jobsite Trailer located on the east side of Middle Point Rd. in San Francisco, CA 94124.

**CAHILL/NIBBI JOINT VENTURE**

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



Is requesting quotes from qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work: Survey, Traffic Control, SWPPP, Trucking, Soil Testing, Masonry, Fencing, Minor Structural Concrete, Landscaping, Electrical, Paving

**Fletcher Recharge Basin Project**

**City of Orange, CA**

**Orange County Water District**

**Contract No. FB-2014-1**

**BID DATE July 29, 2014 @ 2:00 p.m.**

**Sub & Vendor Bids Due Prior**

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Mike Greenlee

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC**  
An Equal Opportunity Employer

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

**Sacramento City College Pedestrian/Bicycle Bridge**  
**Sacramento County, City of Sacramento Project #T15065700, Bid Date: July 30, 2014 @ 2 p.m.**

This is a bridge project with the typical items of work associated, but not limited to: Construction Area Signs, Remove and Reconstruct Picket Fence, Remove and Reconstruct Masonry Soundwall, Remove Existing Pile Foundation, Water Pipe Removal, Relocate Bike Locker, Install Bike Racks, Storm Drain Pipe Clear and Grub, Roadway Excavation, Structure Excavation, Structure Backfill, Bark Mulch, Trees, Shrub, Landscape Maintenance, Irrigation System, Precast Concrete Walls, Concrete Pavers, Class 2 Aggregate Base, CIDH, Structural Concrete, Precast Prestressed Concrete Deck Unit, Concrete Block Retaining Wall, Joint Seal, Steel Deck Forms, Elastomeric Bearing Pads, Rebar, Structural Steel, Clean and Paint Structural Steel, Storm Drain Pipe, PCC Curb and Gutter, Portland Cement Concrete Sidewalk, Gutter Drain, Misc. Metal, Bridge Deck Drainage System, Temporary Fence, Construction Staking, Metal Railing, Pavement Marking, Lighting System, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the City of Sacramento at <http://www.planetbids.com/portal/portal.cfm?CompanyID=15300>. Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

**C.C. Myers, Inc.**



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

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

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

AN EQUAL OPPORTUNITY EMPLOYER

## LAX Approves \$900M New Terminal, Selects CM Joint Venture

The modernization of Los Angeles International Airport continued Monday with the approval of a new \$900-million terminal that will add gates for wide-bodied aircraft and help eliminate a major inconvenience for travelers.

Airport commissioners unanimously approved construction of the northern half of a midfield concourse west of the Tom Bradley International Terminal, which is undergoing its own expansion and renovation.

Commissioners also certified the project's environmental impact report and approved a three-year, \$50-million contract for Skanska and W.E. O'Neil. The joint venture will provide pre-construction services and construction management.

The project will add gates for the largest jetliners in service and eventually eliminate the airport's remote gates that require passengers to deplane into the open and take buses to the Bradley's immigration, customs and baggage claim areas.

"We need more wide-body contact gates. We just can't deliver them fast enough," said Gina Marie Lindsey, the executive director of Los Angeles World Airports, which operates LAX.

Although plans for the new concourse include a tunnel to the Bradley for international travelers, some passengers will still have to be bused to other terminals until a proposed people-mover is built.

Airport officials say, however, that bus trips from the new concourse will be much shorter than those from the remote gates, which are almost 1 1/2 miles west of the Bradley.

There were proposals for a bridge to link the midfield concourse to the Bradley, but airport officials said the idea was dropped because of the tail height of the Airbus A380, one of the largest jetliners in the world.

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Sub-Bids Requested From DBE Subcontractors & Suppliers for:

**Seismic Retrofit Phase III - 15 Bridge Sites**  
**Specification No. 14-13**

**Contract No. C51494**

**Federal Project No. BHL02-6248(031)**

**Owner: State of CA, Dept of Water Resources**

**Location: Fresno, Kings and Kern Counties, CA**

**Bid Date: July 30, 2014 @ 2:00 PM**

**TRADES:** Rebar, Traffic Control, Concrete, Demolition, Asbestos Testing, Paving, Trucking, Surveying, Drilling, Joint Sealants, Concrete Cutting, Misc. Metals, Masonry.

**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 provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide assistance with plans and specifications or help meet other requirements.

Sub-Bids Requested From DBE Subcontractors & Suppliers for:

**Seismic Retrofit Phase II**  
**Butt Rd, McCabe Rd, & Mervel Ave. Bridges**  
**Specification No. 14-14**

**Contract No. C51495**

**Federal Project No. BRLSZ-6248(032)**

**Owner: State of CA, Dept of Water Resources**

**Location: Merced CA**

**Bid Date: July 30, 2014 @ 2:00 PM**

**TRADES:** Rebar, Traffic Control, Concrete, Demolition, Asbestos Testing, Paving, Trucking, Drilling, Joint Sealants, Concrete Cutting, Misc. Metals, Masonry, Surveying.

**SYBLON REID**

P.O. BOX 100 • Folsom, CA 95763

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

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# California Sub-Bid Request Ads

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

**CONSTRUCTION ON STATE HIGHWAY IN MERCED, STANISLAUS, AND SAN JOAQUIN COUNTIES NEAR LATHROP FROM GARZAS CREEK BRIDGE TO TOM PAINE SLOUGH BRIDGE, Contract No. 10-0V6604, Federal Aid Project ACNHPI-005-5(143)417E**

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

**BID DATE: AUGUST 6, 2014 @ 2:00 P.M.**

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

AC DIKE, ADJUST IRON, APPROACH SLAB REPLACEMENT, CONCRETE BARRIER (TRANSITION), CONSTRUCTION AREA SIGN, CLEARING & GRUBBING, CRASH CUSHION, ELECTRICAL, DELINEATORS & MARKERS, LEAD COMPLIANCE PLAN, JPCP & LCB, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, RUMBLE STRIP, STRIPING, PREPARE WATER POLLUTION CONTROL PROGRAM, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

## DESILVA GATES CONSTRUCTION, L.P.

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

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

**CONSTRUCTION ON STATE HIGHWAY IN LAKE COUNTY AT GLENHAVEN FROM 0.1 MILE WEST OF SAYRE AVENUE TO 0.2 MILE WEST OF ROUTE 53**

**Contract No. 01-0B0004, Federal Aid Project No. ACSTP-P020(170)E**

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

**BID DATE: JULY 30, 2014 @ 2:00 P.M.**

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

AC DIKE, ADJUST IRON, COLD PLANE, CONSTRUCTION AREA SIGN, CPM SCHEDULING CONSULTANT, CRACK SEALING, EMULSION SUPPLIER, FENCING, GUARDRAIL, LEAD COMPLIANCE PLAN, PAVING FABRIC, PREPARE WATER POLLUTION CONTROL PROGRAM, ROADSIDE SIGNS, RUMBLE STRIP, SLURRY SEAL, STRIPING, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

## DESILVA GATES CONSTRUCTION, L.P.

11555 Dublin Boulevard  
P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: Tom Gunther  
Website: www.desilvagates.com  
An Equal Opportunity Employer

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:

**CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN OAKLAND FROM 0.3 MILE SOUTH OF 7TH STREET TO 0.4 MILE SOUTH OF WEST GRAND AVENUE,**

**Contract No. 04-4A8104, Federal Aid Project No. ACNHPI-880-1(071)E**

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

**BID DATE: AUGUST 5, 2014 @ 2:00 P.M.**

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

LEAD COMPLIANCE PLAN, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL, SWPPP, EROSION CONTROL, STREET SWEEPING, COLD PLANE, CLEARING AND GRUBBING, LANDSCAPING, CLASS 2 AGGREGATE BASE, HOT MIX ASPHALT, ASPHALT CONCRETE DIKE, TACK COAT, OBJECT MARKER, MINOR CONCRETE AND TRUCKING.

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

## Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: Alan McKean  
Website: www.desilvagates.com  
An Equal Opportunity Employer

**SMALL BUSINESS EXCHANGE**

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors/Vendors for:  
**Request for Proposal (RFP) No. 90214**  
**Los Angeles Department of Water and Power**  
**Deadline Date: August 5, 2014**

Work, as directed by Carmen Group, with various trade/advocacy organizations which shall include, but not be limited to: Large Public Power Council, American Public Power Association, Southern California Public Power Association, association of Metropolitan Water Agencies, and the Association of California Water Agencies. Copies of the bid proposal are available for download at: <http://www.labavn.org>.

Carmen Group is willing to assist all SBE, DVBE, MBE, WBE, OBE subcontractors in obtaining bonds, lines of credit and/or insurance.

## Carmen Group, Incorporated

Contact Person: Mia O'Connell  
505 9th Street NW, Washington DC 20004  
(202) 785-0500 (phone) • (202) 478-1734 (fax)  
Oconnellm@carmengroup.com

REQUESTING SUB BIDS  
From Qualified/Certified MBE/WBE/OBE/SBE/DVBE/DBE Subcontractors & Suppliers on the following trades but not limited to;  
Coil Steel, Cement, Sand, Rock, Polyethylene Tape, Flanges, Mechanical Couplings, Welding and Trucking  
For the following project;  
**Los Angeles Department of Water and Power**  
**Welded Steel Pipe and Appurtenances for the Los Angeles Reservoir Ultraviolet Disinfection Plant**  
**Specification No. 7569**  
**BID DATE/TIME: August 5, 2014 @ 2:00 PM**  
**Ameron Water Transmission Group**

(An Equal Opportunity Employer)  
10681 Foothill Blvd., Suite 450,  
Rancho Cucamonga, CA 91730  
Office - 909/944-4100 x 323 • FAX 909/944-4113  
Contact: Dennis Shearer

Plans and specifications can be viewed at Ameron Water Transmission Group or obtained from LADWP, 111 North Hope Street, Room L-43, Los Angeles, CA 90012 (213/367-4211)

## Small Business Representatives Discuss Overtime Regulations in Listening Session

By Brooke Nelson

The Office of Advocacy held a small business roundtable on July 11 to discuss the potential impact of a presidential memorandum directing the Department of Labor (DOL) to "update and modernize" existing overtime regulations. The roundtable was designed as a listening session and included two DOL officials, Dr. David Weil, administrator of the Wage and Hour Division, and Laura Fortman, deputy administrator of the Wage and Hour Division. Advocacy also held another small business roundtable on this issue on July 18.

The presidential memorandum was issued on March 13, 2014, and it requires DOL to revise regulations governing overtime pay under the Fair Labor Standards Act (FLSA). Currently, under



Advocacy held a listening session on July 11 to discuss overtime regulations. Officials from the Department of Labor were in attendance. Pictured, from right, is Dr. David Weil, administrator of the Wage and Hour Division, and Laura Fortman, deputy administrator of the Wage and Hour Division.

## Blocks 36-39 Hardscape and Infrastructure Project Advertisement

Mission Bay Development Group, LLC is seeking Contractors for the Blocks 36-39 Hardscape and Infrastructure Project.

Scope of work for this project includes demolition, roadbase, asphalt, plane and overlay, sidewalk, storm drain, low pressure, reclaimed water, and joint trench work.

This project has a 50% SBE/LBEs goal. One set of bid documents will be distributed to each interested General Contractor.

Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to order a bid set. A pre-bid conference will be held at 410 China Basin Street, San Francisco, CA on **Tuesday, July 29, 2014 at 2:00 PM.**

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# California Sub-Bid Request Ads

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:**

**Hwy 20 Replace HMA, Gap Grade - Clearlake  
Caltrans #01-0B0004**

**BID DATE: July 30, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Street Sweeping, Adjust Utilities, Cold Plane AC, Crack Treatment, Screenings, High Friction Surface Treatment, Geosynthetic Pavement Interlayer (Grid & Membrane), Rumble Strip, AC Dike, Tack Coat, Roadside Signs, Misc. Iron & Steel, Delineator, Guard Railing Delineator, Object Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Alternative In-Line Terminal System, Striping & Marking and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Jean Sicard

An Equal Opportunity Employer

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

**REQUEST FOR DVBE & LBE Subcontractors and Suppliers for:**

**Pinole Valley High School Hillside  
Stabilization Increment 1 and 2  
Project #3621377-04**

**West Contra Costa Unified School District**

**BID DATE: July 30, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Tree Removal, Concrete Demo, Drilled Piers, Steel Supply, Concrete Supply, Tensar Geogrid Supply, Earthwork, Hydroseeding, Minor Concrete and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Dan Palmer

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DVBE & LBE participation. Plans & Specs are available for viewing at our office.

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:**

**Hwy 880 Bioswale Drainage, Oakland  
Caltrans #04-4A8104**

**BID DATE: August 5, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Storm Water Annual Report, Sweeping, Adjust Pull Box, Cold Plane AC, Clearing & Grubbing, Sod, Hydromulch, Hydroseed, Compost, AC Dike, Tack Coat, Object Marker, Vegetation Control (Minor Concrete) and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Dan Palmer

An Equal Opportunity Employer

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**REQUEST FOR DBE AND WBE SUBCONTRACTORS AND SUPPLIERS FOR:**

**Nut Tree Airport Runway 2-20 Threshold Shift  
and Taxiway K Construction**

**County of Solano IFB: G99-0707-14**

**BID DATE: August 1, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Airfield Safety and Traffic Control, Lime Treated Subgrade, Recycled Materials, Bituminous Prime Coat, Striping and Marking, Stripe Removal, Runway Lighting, Electrical, Storm Pipe, Catch Basin, Adjust Manhole and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Greg Souder

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE and WBE participation. Plans & Specs are available for viewing at our office.

## MEET AND GREET OUTREACH EVENTS

### *Is Your Company At Risk? New Rules and Regs May Mean You're Not Compliant*

“Title VII Equal Opportunity Employment Summit”

Celebrating the 50<sup>th</sup> Anniversary of

The Civil Rights Act of 1964

August 28, 2014: 8 am – 3:30PM

Westin Bonaventure Hotel, Los Angeles, CA

Sponsored by SKANSKA and Veterans Advocacy Group of America

Specifically for **Prime Contractors, Tier 1 Subs, Human Resources professionals and Project Managers**, event Workshops offer you a Certificate of Completion for your Compliance / Good Faith files. Topics include: **Project Labor Agreements, VEVRAA Rules, Apprenticeship Program Details, and Effective Outreach.**

**Meet industry/agency experts,  
To make sure your firm isn't in danger!**

**Register today: [www.TitleVIIsummit.org](http://www.TitleVIIsummit.org) or call 800-654-3188**

### CONTRACTOR OUTREACH EVENT

**Project:**

Merritt College – Center for Science and Allied Health [Oakland, CA]

**General Contractor:**

Clark & Sullivan / Walsh Construction A Joint Venture

**Potential Bid Packages:**

Wire Shelving, Projection Screen(s), Joint Protection, Signage, Display Case and Install, Blackout Curtains, FF&E Install, Final Cleaning, Landscaping, Site Paving, and Site Lighting.

**Location:** Merritt College

(12500 Campus Drive, Oakland, CA 94619) Building R, Rm. 110

**Date:** August 4th, 2014 at 5pm

**LOCAL AND SMALL BUSINESSES ARE ENCOURAGED TO ATTEND OUTREACH EVENT.  
FOR MORE INFORMATION, DETAILS, OR ANY QUESTIONS,  
PLEASE CONTACT TRIP MILLER [[cmiller@clarksullivan.com](mailto:cmiller@clarksullivan.com)]**

## Sacramento HVAC Firms Say Filling Technician Jobs Getting Tougher

Some of Sacramento's big heating and air conditioning companies say they have good jobs available in an industry with strong growth prospects, but they're having a hard time finding qualified workers or a new generation of trainees.

Industry leaders blame the worker shortage on several factors: fewer schools offering training certificates, increasingly complex HVAC technology and what they say is a reluctance among young workers to commit to a trade that traditionally involves a long-term commitment in order to excel.

“It used to require brawn, but now it requires brains and brawn,” said Ruzwa Cooper, president of Sacramento-based Cooper Oates Air Conditioning, which provides commercial air conditioning services throughout the Sacramento region and San Joaquin Valley. “Today, we're look-

ing for guys and gals who can think on their feet and be able to explain (to clients) what's going on, but still be on a roof when it's 100 degrees or 30 degrees cold. It's a lot different from, say, 20 or 30 years ago.”

■ Continued on page 16



# CONTRACTING OPPORTUNITIES

**NOTE: FOR BIDS NATIONWIDE PLEASE VISIT OUR WEBSITE  
DIRECT LINK: [http://www.sbeinc.com/database/bid\\_database/](http://www.sbeinc.com/database/bid_database/)**

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

## Commodities Bids

### CALIFORNIA, UNDETERMINED

**SMART ELECTRIC VEHICLE SUPPLY EQUIPMENT**  
1st reported in SBE: 7/03/14  
**Location:** Undetermined, CA  
**Date:** 8/15/14  
**Ref#:** RFP DGS 1401-012  
Description last reported in SBE: 07/03/14  
**Owner:** CA GENERAL SERVICES, DEPA,  
DION CAMPOS, (916)375-4478  
E:MAIL DION.CAMPOS@DGS.CA.GOV

**VEHICLE INSURANCE PROGRAM**  
1st reported in SBE: 7/03/14  
**Location:** Undetermined, CA  
**Date:** 10/31/14  
**Ref#:** IFB-DMV-ROD14-0001  
Description last reported in SBE: 07/03/14  
**Owner:** CA MOTOR VEHICLES, DEPART, DANH NGO,  
(916)431-5553  
E:MAIL DANH.NGO@STATE.CA.GOV

## Business Services

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### VARIOUS-SOUTHERN CA

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

### STATEWIDE, CA

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

## How to read the bids

- 1. Bid Category:** Procurements in construction, products, services and professional services categories.
- 2. Location:** Bids are sorted by location (alpha).
- 3. Title:** Name of the bid or proposal.
- 4. Location:** Town or city in which the project is located OR the product is to be delivered.
- 5. Bid Date and Time:** Date and time bid is opened.
- 6. Prebid Conference:** Date and time; it will be indicated if conference is mandatory.
- 7. Reference #:** Number of the bid or proposal. If given, this number should be referenced when inquiring about the bid.
- 8. Description:** SBE maintains but does not publish bid descriptions. When available they are provided through daily email, daily fax, and on our website, [www.sbeinc.com](http://www.sbeinc.com).
- 9. Duration:** The time allotted to complete a delivery or project
- 10. Estimate:** The owner's estimate of the dollar value of the bid or proposal.
- 11. Last Addendum Received:** The number of the last addendum received by the SBE.
- 12. Owner:** The agency by whom the contract is being released. When available, the name, address, telephone, fax number, contact name is included.
- 13. Goals/Preferences/Special Subcontracting Requirements:** Numerical goal and preference requirements for SBE (Small Business Enterprise), MBE (Minority Business Enterprise), WBE (Woman Business Enterprise), DBE (Disadvantaged Business Enterprise), SDBE (Small Disadvantaged Business Enterprise), SWBE (Small Woman Business Enterprise), LBE (Local Business Enterprise), DVBE (Disabled Veteran Business Enterprise). Special subcontracting provisions: SBSA-(Small Business Set-Aside), SDBSA-(Small Disadvantaged Business Set-Aside), 8(A)-(Set-Aside for Negotiation or for Bid by U.S. Small Business Administration Certified 8a firms), LSA-(Labor Surplus Area), TACPA-(Target Area Contract Preference Act), Entrp Zon-(Enterprise Zone),

### 1 — Business Services

#### 2 — ALAMEDA COUNTY

- 3 — ENGINEERING SERVICES**
- 4 — Location:** ALAMEDA COUNTY, CA
- 5 — Date:** 9/15/2014 3:00PM
- 6 — Prebid Conf:** 4/30/14 9:00 AM MANDATORY
- 7 — Ref#:** 09-397
- 8 — Description:** Engineering services for groundwater monitoring at the Waltham Rd, Regional Solid Waste Facility.
- 9 — Duration:** 260 working days
- 10 — Estimate:** \$75,000
- 11 — Last Addn Rcvd:** 1
- 12 — Owner:** Department of Transportation Sue Jobe, (916) 456-9956
- 13 — Goal:** 5% SBE
- 14 — Notes:** 1.
- 15 — SBSA:** reqs in writing or fax, 10% bid bond
- 16 17 — SIC:** 1542 ###
- 18 — Docs Avail:** Department of Transportation, Building E  
E-mail: [pat\\_myers@dot.ca.gov](mailto:pat_myers@dot.ca.gov)

- Fed Aid-(Federal Aid Project), HUBZone-(Historically Underutilized Business Zone).  
14. **Notes:** Reference to notes for federal procurement opportunities.  
15. **Comments:** Additional information particular to this solicitation.  
16. **SIC:** Standard Industry Classification Code.  
17. **### (Symbols):** Indicates a change since first reported.  
18. Location of bid documents.

## Overtime Regulations in Listening Session

### Continued from page 4

the FLSA, most workers receive overtime pay (1.5 times their regular rate of pay) for any time worked in excess of 40 hours a week.

However, there are exemptions to this requirement which exempt "white collar" employees who are classified as executive, administrative or professional employees and who make at least \$23,660 a year (or \$455 per week). Under the presidential memorandum, many of these employees may be reclassified as hourly, eligible for overtime pay.

At the session, small business owners and representatives shared their feedback on the potential impact of the presidential memorandum and the future DOL rules implementing this memorandum. DOL has not yet issued proposed rules, so it is unknown exactly what they will encompass. Furthermore, the memorandum provides few details about how DOL is to implement its recommendations.

DOL representatives told the audience that in preparation for drafting proposed rules, it is conducting outreach to the business community to solicit their views. They said that they wanted to

gather feedback on three general areas: two features of the existing rules—the salary threshold and the duties test—and how to simplify the rules and make them more clear. Although DOL did not provide information on what the new minimum salary threshold would be, outside groups have recommended a threshold of up to \$50,000.

Under current rules, to qualify under the executive exemption, an employee's primary duty must be to manage the company and supervise at least two full-time employees. New rules may require that these managers primarily engage in a certain percentage of their work as exempt work to qualify. For example, California has a 50 percent rule, which means that to qualify for this exemption, this manager must spend half of their time engaged in exempt or managerial work. This would mean that managers would have to keep track of their daily activities.

The participants at the session included representatives from a variety of industries, such as restaurants, grocery stores, retail, health care, construction and human resources. Overall, the participants expressed concern that the future rulemaking could increase labor costs and require

them to reduce employees' hours or eliminate positions.

Several representatives of the restaurant industry, and one from the supermarket industry, discussed how a change in the duties test would especially affect them since their managers usually multitask and perform a variety of duties as needed, including some menial tasks, which may redefine them as hourly. They said this would be a financial burden since they already have very low profit margins.

Several participants stressed that rule changes could result in many unintended consequences, such as businesses reducing their workforce or customers having to pay higher prices. Another major concern of participants was that the rules are confusing and that many small businesses do not have human resources staff to interpret and implement changes. The presidential memorandum can be found at <http://go.usa.gov/Xwgz>.

For more information, contact [Janis.Reyes@sba.gov](mailto:Janis.Reyes@sba.gov).

**Source: The Small Business Advocate**

## \$900M New Terminal, Selects CM Joint Venture

### Continued from page 3

Plans for the northern wing include 11 gates, taxiways, aircraft aprons, service roads, utilities and a people-mover station. A construction contract is scheduled to be awarded in January 2015.

The cost of the project's southern section, which is still being planned, has not been determined. When both parts are completed, the concourse will have room for a variety of concessions and up to 29 aircraft gates.

The midfield concourse is part of the multibillion-dollar expansion and modernization of LAX, which has long received poor marks from the traveling public. A center piece of the effort has been the Bradley terminal with its palatial grand hall and array of upscale shops and restaurants.

[dan.weikel@latimes.com](mailto:dan.weikel@latimes.com)

Follow @LADeadline16 for aviation news

Source: (c)2014 the Los Angeles Times

# Business Toolkit

## Preparation Needed for Selling a Business

By Leo Sun

So you've decided it's time to sell your business. You may want to retire, or you simply want to unload the company before the market turns against you. How do you go about finding someone to actually buy your business?

### Determine Your Business' Valuation

Before you can sell anything, you have to determine its market price. If your business is privately held, you can value the company based on annual revenue and earnings, combined with physical assets – such as real estate and equipment, and then deducting debt. Patents and existing partnerships should also figure into this total. If your company is already publicly traded, then its value has already been determined for you by its market capitalization, and you won't be able to sell right away unless you are in possession of the majority of outstanding shares.

Either way, as a seller you should ask for a healthy premium over its current valuation, citing future earnings and growth potential. It's not unusual for larger companies to pay over 50% of the current "market value" in an acquisition. If in doubt, hire a business broker or mergers and acquisitions professional to help you get the best deal for your company.

### Prepare a Selling Memorandum

Before you reach out to any of these prospective buyers, you need to prepare a selling memorandum, or "business plan in reverse". This is intended to clearly outline all the main details that buyers would request.

### These would include, but are not limited to:

- Your company's history, structure, products and operations
- Your business's valuation and asking price
- Your industry peers and competitors
- Your employees and leadership structure
- Past financial statements
- Future guidance and projected revenue and income
- Potential problems within the company (this is very important, as any attempt to cover these up could be viewed as fraud)

The selling memorandum is an extremely sensitive piece of information, and you would be wise to have prospective buyers sign a non-disclosure agreement before reviewing it.

### Financial, Strategic and Inside Buyers

There are three main kinds of buyers on the market – financial, strategic and inside ones.

#### Financial Buyers

Financial buyers tend to be large investors looking to buy your business while keeping the management in place, using your company as an investment to generate income. Financial buyers are not interested in integrating your company into a larger web of companies, and will generally pay less for it.

#### Strategic Buyers

Strategic buyers are competitors who will purchase your company for vertical or horizontal integration, who want to either shut you down to eliminate competition, or to take advantage of



your patents, products and distribution channels to further their own empire. These buyers will pay top dollar for your company, sometimes only to keep your business out of a competitor's hands. Dealing with these buyers is dangerous, and you should be on guard with airtight, carefully drafted non-disclosure agreements to insure that a business meeting is not simply a guise for a "buyer" to steal your trade secrets.

#### Company Insiders

Company insiders could also purchase your company. These could be executive employees, family or friends, who have a personal stake invested in the company and would benefit from

its continued survival. While this is a more assuring situation than handing your business over to a strategic buyer, most company insiders lack the cash to take over the entire company. After all, if they were working for you to begin with, it's unlikely that they could amass the fortune necessary to overtake the entire company. However, since you know these parties well, you could work out third-party financing to allow them to buy out the company in portions, and you could stay on as an advisor. You could also sell the entire company to all of your employees via an Employee Share Ownership Plan (ESOP) if you have such a provision in place.

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

## 5 Tips For Creating Attention-Grabbing Web Content



A website should consist of content that is engaging and informative, not the boring jargon often found in a company brochure. But how do you move from typical print content to attention-grabbing web content?

Here are 5 tips to help make your web content more compelling, engaging and actionable:

### 1) Headlines are Everything

Does your site greet visitors with "Welcome to our Site"? If so, you're missing out on a big opportunity both to score Google relevancy points and to connect quickly with website visitors. Here are some tips for headlines:

- Utilize headlines and subheaders at the top of the page and to split up content blocks. This helps both Google and website visitors to easily scan and see what the page is about.
- Use emotional headlines to connect with users. Instead of just detailing what's in a block of content, write with the perspective of how your products or services can make life better or easier for the visitor. For example, "Improve Your Memory by 50% with XYZ Product."

### 2) Treat Keywords Like Hotsauce - Use Sparingly

Relevant and detailed content is a major component of being rewarded with higher Google rankings. Relevancy must be gained by utilizing keywords and phrases that users search for within the content.

However, going overboard and "stuffing" keywords can also cause the site to be penalized. Keywords should be integrated into content, but sparingly. Just enough to give it a little zest so users know the content is relevant to what they searched for.

### 3) Create Content for Your Ideal Customer

Content is proof of your brand's expertise. Make sure your website content and blog articles show how you're an industry authority. Know who you're trying to impress and write for them - if your target is the CEO, that is much different than writing at a low level of knowledge about the industry.

- Show that you understand the industry and your customers' needs, and focus the content on how you can fulfill those needs.
- Make sure your content is custom, not cookie cutter. This especially goes for selling third-party products. Sixty percent of consumers feel more positive about a company after reading custom content on its site.

### 4) Utilize Images for a Visual Impression

Web copy and design should work together to help promote the brand image and connect with the web user. The readability of your website is greatly impacted by the design, layout, and aesthetics. Images also help to communicate a message easily by helping to minimize text while pleas-

■ Continued on page 16

# Congressman Garamendi Congratulates Yuba, Sutter & Glenn Counties on Economic Development & Transportation Grants



Congressman John Garamendi

Congressman John Garamendi (D-Fairfield, CA) congratulated Yuba, Sutter, and Glenn counties after they secured a number of federal grants this week. Sutter County Airport and Yuba County Airport received almost \$170,000 from two Federal Aviation Administration grants. The Yuba-Sutter Economic Development Corporation and 3CORE, Inc. which operates in Glenn, Butte, and Tehama counties, both received \$75,000 from the Economic Development Administration.

The grant to Sutter County Airport, valued at \$36,000, will provide better approach lighting for pilots as they land. Construction is expected to be completed in a few months. The grant to Yuba County Airport, valued at \$129,870, will provide for the engineering and reconstruction of the main apron pavement. The airport apron is the area of an airport where aircraft

are parked, loaded or unloaded, refueled, and boarded. Both projects are considered important safety improvements.

"These federal grants will provide for important upgrades for the airport facilities, making them safer, more convenient, and more efficient," said Congressman Garamendi, a Member of the House Transportation and Infrastructure Committee. "Competitive grants like these are an important tool for improving the nation's infrastructure."

The \$75,000 grant to the Yuba-Sutter Economic Development Corporation will help the agency develop a comprehensive strategy to bring private capital and jobs to the region. The \$75,000 grant to 3CORE, Inc. is designed to bring together the public and private sectors in the creation of an economic development roadmap that will diversify and strengthen the

regional economy. 3CORE is a private, non-profit corporation that works as the economic development planning and coordinating agency for the Tri-County region, composed of Glenn, Butte, and Tehama counties.

"These are modest investments in economic development, but I've seen firsthand how effective our local economic development agencies can be when given the resources and flexibility to do their job," said Congressman Garamendi. "I look forward to working with Yuba-Sutter Economic Development Corporation and 3CORE as they implement their program. I will assist them in any way possible to strengthen the region's economy."

Source: <http://garamendi.house.gov>

## L.A. County Office Market Improves as New Leases Edge Out Renewals

The office market in Los Angeles County is picking up, even in long-suffering downtown L.A., as businesses once chastened by the Great Recession are opening up their purse strings.

A growing number of businesses are taking the plunge and moving their offices when their leases expire. New leases edged out renewals in the second quarter, suggesting that many companies are feeling confident enough to take on substantial moving costs.

And although many standard office towers are still begging for tenants, unconventional "creative" office buildings such as former warehouses are attracting new occupants despite rising rents. Two of the biggest deals last quarter were in old downtown buildings, the 1920s-era Millennium Biltmore Hotel Los Angeles and a vacant century-old auto dealership called the Desmond.

Entertainment giant AEG agreed to move more than 500 employees in its concert and ticketing divisions to the Desmond, which is undergoing a \$13-million retrofit to make it suitable for office use. The move was noteworthy to industry observers because AEG agreed to move from a luxurious modern office complex in Mid-Wilshire to downtown's South Park neighborhood near LA Live.

"AEG going to The Desmond is a game changer," said Petra Durnin, a managing director at real estate brokerage Cushman & Wakefield. "Five years ago, they probably would have stayed put, but now there are creative options in downtown."

AEG's decision to consolidate near LA Live is "the first sign that the tanker is turning" in favor of the downtown office market, said David Binswanger, an executive vice president at Lincoln Property Co., which owns the Desmond and several office buildings in Southern California. "Tenants from other markets like Culver City, Santa Monica, Hollywood and Pasadena are starting to look downtown."

Web giant Yahoo, which has been in Santa Monica for more than a decade, is scouring the Los Angeles area for new digs, real estate brokers said.

Yahoo employees have toured several downtown properties including the historic Herald-Examiner newspaper headquarters -- without finding a

building that met their needs, according to people who know about Yahoo's real estate activities but are unauthorized to speak.

Yahoo is currently evaluating our real estate portfolio and potential office space options in the greater L.A. marketplace," a Yahoo representative said. "We encourage and solicit feedback from our employees as part of our site selection process."

Other creative firms such as clothier Nasty Gal, visual effects firm Magnopus, NBBJ Architecture and engineering firm Glumac have expanded their presence downtown this year, real estate brokerage Industry Partners said.

In June, tech firm NationBuilder agreed to rent almost the entire second floor of the historic Biltmore, which remains a busy hotel. NationBuilder's new offices will include a mix of open, collaborative space; exposed ceilings; red brick walls; glass conference rooms; and an outdoor walkway and lounge area overlooking Pershing Square.

Overall vacancy downtown still remains substantial. In the second quarter the average vacancy rate was 22%, up from 20.6% a year earlier, according to a new report by Cushman & Wakefield. Asking rents ticked up, however, from an average of \$2.93 per square foot per month to \$3.04.

Part of the reason for rising vacancy is that many big mainstream firms such as accounting firm Deloitte have been shrinking their office footprints to create open, collaborative work spaces and cut real estate costs.

Deloitte agreed in June to rent 113,000 square feet in Gas Co. Tower on Bunker Hill. That's a substantial reduction from the 276,300 square feet it now occupies nearby at Two California Plaza.

"This continues to be the trend seen from the first quarter with companies right-sizing and being more efficient with their footprints," said Arty Maharajh, a vice president at real estate brokerage Cassidy Turley.

He predicts that downtown landlords will keep asking for higher rents while vacancy remains stagnant. And as more tech, media and entertainment business tenants test the waters there, conventional office towers will face increased competition from historic creative office properties such as the Desmond, Biltmore and PacMutual.

The overall renaissance since the turn of the century will eventually envelop the office market, which doesn't yet reflect the improving neighborhood, Cushman & Wakefield's Durnin said.

"There are 19,000 new residential units since 1999 and 600 new bars, restaurants and shops since 2008," she said. "Put this all together, and the whole is better than the sum of the office market."

Overall vacancy in Los Angeles, Orange, Riverside and San Bernardino counties fell slightly in the second quarter to 17% from 17.6% a year earlier, Cushman & Wakefield said. Asking rents climbed 6 cents to \$2.39 per square foot per month.

The Westside remains the hottest market, with vacancy falling almost two percentage points to 13.7% and rents hitting \$3.54 a foot.

[roger.vincent@latimes.com](mailto:roger.vincent@latimes.com)  
Twitter: @rogervincent

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





# Open Letter from Secretary Foxx and 11 Former DOT Secretaries

**Continued from page 1**

Suffice it to say, we've been around the block. We probably helped pave it.

So it is with some knowledge and experience that we can write: Never in our nation's history has America's transportation system been on a more unsustainable course.

In recent years, Congress has largely funded transportation in fits and starts. Federal funding bills once sustained our transportation system for up to six years, but over the past five years, Congress has passed 27 short-term measures. Today, we are more than a decade past the last six-year funding measure.

This is no way to run a railroad, fill a pothole, or repair a bridge. In fact, the unpredictability about when, or if, funding will come has caused states to delay or cancel projects altogether.

The result has been an enormous infrastructure deficit – a nationwide backlog of repairing and rebuilding. Right now, there are so many structurally deficient bridges in America that, if you lined them up end-to-end, they'd stretch from Boston to Miami. What's worse, the American people are paying for this inaction in a number of ways.

Bad roads, for example, are costing individual drivers hundreds of dollars a year due to side effects like extra wear-and-tear on their vehicles and time spent in traffic.

Simply put, the United States of America is in a united state of disrepair, a crisis made worse by the fact that, over the next generation, more will

be demanded of our transportation system than ever before. By 2050, this country will be home to up to 100 million new people. And we'll have to move 14 billion additional tons of freight, almost twice what we move now.

Without increasing investment in transportation, we won't be able to meet these challenges. According to the American Society of Civil Engineers, we need to invest \$1.8 trillion by 2020 just to bring our surface transportation infrastructure to an adequate level.

So, what America needs is to break this cycle of governing crisis-to-crisis, only to enact a stopgap measure at the last moment. We need to make a commitment to the American people and the American economy.

There is hope on this front. Some leaders in Washington, including those at the U.S. Department of Transportation, are stepping forward with ideas for paying for our roads, rails, and transit systems for the long-term.

While we – the twelve transportation secretaries – may differ on the details of these proposals, there is one essential goal with which all twelve of us agree: We cannot continue funding our transportation with measures that are short-term and short of the funding we need.

On this, we are of one mind. And Congress should be, too.

Adequately funding our transportation system won't be an easy task for our nation's lawmakers. But that doesn't mean it's impossible. Consensus has been brokered before.

Until recently, Congress understood that, as America grows, so must our investments in transportation. And for more than half a century, they voted for that principle – and increased funding – with broad, bipartisan majorities in both houses.

We believe they can, and should, do so again.

Source: United States DOT



Secretary Foxx, Secretaries Ray LaHood, Mary Peters, Norman Mineta, Rodney Slater, Frederico Peña, Samuel Skinner, Andrew Card, James Burnley, Elizabeth Dole, William Coleman and Alan Boyd

## Subscribe to the SBE Weekly Newspaper

**Choose an option that meets your needs...**

- #1 \$250  
Includes 1 year subscription to SBE newspaper with bid notices
- #2 \$220  
Includes 1 year subscription to bid notice service by fax
- #3 \$200  
Includes 1 year subscription to bid notice service by email OR by online access

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

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

<b>Search Words:</b>	<b>Location(s) (optional):</b>
_____	_____
_____	_____
_____	_____

- Subscriptions are non-refundable. Subscriptions begin upon receipt of payment.
  - Make check payable to: Small Business Exchange, Inc.
- Mail payment & form to: **703 Market Street Suite 1000, San Francisco, CA 94103**  
[You can also Fax your subscription form to us at \(415\) 778-6255](tel:4157786255)

**• I would like to receive bid updates by**

- Internet (login information will be emailed)     Fax     Email

**• Please choose the general category:**

- Construction                                   Business Services  
 Professional Services                           Commodities

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

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

\_\_\_\_\_

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

Contact: \_\_\_\_\_

Address: \_\_\_\_\_

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

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

Email: \_\_\_\_\_

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

Account #	Exp. Date																									
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# Public Legal Notices



## SAN FRANCISCO HOUSING AUTHORITY

**Request For Quotes  
AS NEEDED LEAD BASED PAINT, MOLD &  
ASBESTOS CONTRACTOR SERVICE SAN  
FRANCISCO HOUSING DEVELOPMENTS  
SOLICITATION 14-620-QTE-0023**

The San Francisco Housing Authority will receive sealed quotes for as need hazardous material abatement contractor services at San Francisco Housing Developments. Scoope of work requires an asbestos, mold and lead based paint abatement worker and supervisor.

Responses are due **Thursday, August 14, 2014 at 1815 Egbert Avenue, San Francisco at 5:00 P.M.**

Download solicitation at [planroom@ebidboard.com](mailto:planroom@ebidboard.com)

**For download questions, please contact Ms. Brenda Moore at (415) 715-3170; e-mail [moorebr@sfha.org](mailto:moorebr@sfha.org). For Technical questions, please contact Project Manager Andrew Passell at (415) 7153213**

## SWINERTON BUILDERS

### ADVERTISEMENT FOR PREQUALIFICATION OF SUBCONTRACTORS

Subject to conditions prescribed by the undersigned, Subcontractors are invited to prequalify to submit bids for the following project:

**UCSC Coastal Biology Building  
University of California, Santa Cruz  
UCSC Project Number 4932 //  
Swinerton Project Number 14085006**

Swinerton Builders Inc. is the CM/Contractor for this University of California, Santa Cruz project, and is seeking to prequalify subcontractors.

DESCRIPTION OF PROJECT:

#### Coastal Biology Building and Associated Greenhouses:

The main component is the construction of the Coastal Biology Building (CBB) which consists of a new two story, 44,000 square feet lab building designed in accordance with LEED Gold Rating Requirements. A 20,000-gallon seawater storage tank would be constructed outside the CBB lab building. An associated greenhouse complex located on the opposite side of McAllister Way which would include five 600 SF greenhouses, a double greenhouse of 1,200 SF, and one 3,300 SF greenhouse research facility all within a fenced, graded yard.

#### Site Improvements including Roads, Infrastructure, Service Yards and Parking:

The project would also provide the backbone of an improved utility system for the Marine Science Campus (MSC) which would include improvements to the wastewater, water distribution and storm water systems. The development of a new centralized Utility Yard including standby generators and centralized electrical distribution, a new modular building for temporary storage of regulated materials, and a staging area and storage yard. This project also includes circulation infrastructure improvements including conversion of existing roads, an integrated 1.2 mile pedestrian and bicycle trail system, new parking, and general improvements to public access to and around MSC.

The Prequalification Schedule is as follows:

#### PREQUALIFICATION PERIOD:

July 28, 2014 to August 15, 2014 at 4:00 PM

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

**Natural Sciences II – Re-Roof Exhaust Fan  
Area  
Project Number: 2500-072.**

Description of Work: Provide all set-up, equipment, labor, and materials to provide new PVC roofing system at the Natural Sciences II equipment area. Provide demolition, asbestos remediation, tapered insulation, sheet metal flashing, exterior painting, and drain inserts

Procedures: Bidding documents will be available at 1:00, Monday, July 28, 2014, at [ucscplanroom.com](mailto:ucscplanroom.com) for review and free download.

Bidders must attend a **mandatory** pre-bid conference at **Tuesday, July 29, 2014 at 2:00 PM** in the PP&C Conference Room.

Bids will be received only at: PHYSICAL PLANNING AND CONSTRUCTION, CONTRACTS OFFICE, UNIVERSITY OF CALIFORNIA, SANTA CRUZ, 1156 HIGH STREET, SANTA

#### BID PACKAGES:

The estimated construction costs for the bid packages are as follows:

<b>5. Acoustical Ceilings</b>	<b>\$400,000</b>
<b>6. Concrete</b>	<b>\$1,185,000</b>
<b>7. Doors/Frames/Hardware</b>	<b>\$562,000</b>
<b>8. Drywall/Framing &amp; Rough Carpentry</b>	<b>\$3,705,000</b>
<b>9. Electrical / Low Voltage</b>	<b>\$3,800,000</b>
<b>10. Elevator</b>	<b>\$355,000</b>
<b>11. Fire Protection</b>	<b>\$300,000</b>
<b>12. Flooring</b>	<b>\$450,000</b>
<b>13. Glass &amp; Glazing/ Aluminum</b>	<b>\$1,500,000</b>
<b>14. Mechanical / Controls</b>	<b>\$5,350,000</b>
<b>15. Infrastructure (Building/Greenhouses)</b>	<b>\$3,950,000</b>
<b>16. Casework / Lab Equipment</b>	<b>\$3,650,000</b>
<b>17. Millwork</b>	<b>\$131,000</b>
<b>18. Misc. Metals</b>	<b>\$204,000</b>
<b>19. Paint</b>	<b>\$350,000</b>
<b>20. Roofing / Waterproofing</b>	<b>\$961,000</b>
<b>21. Sheetmetal</b>	<b>\$445,000</b>
<b>22. Specialties</b>	<b>\$320,000</b>
<b>23. Window Covering</b>	<b>\$151,000</b>

#### PREQUALIFICATION DOCUMENTS:

Potential bidders must become prequalified by Swinerton for a value in excess of the noted amount. Prequalification instructions and documentation are available upon request.

**Please E-mail Darlene McCombs at [dmccombs@swinerton.com](mailto:dmccombs@swinerton.com) for all required information.**

**All prequalification submittals must be received by Swinerton Builders as defined in the Prequalification Coversheet by no later than 4:00PM, August 15, 2014.**

## MCCARTHY BUILDING COMPANIES, INC.

### ANNOUNCEMENT TO PREQUALIFIED BIDDERS AND ADVERTISEMENT FOR SUBCONTRACTOR BIDS FOR

### UCSF CLINICAL SCIENCES BUILDING AND OPTIONAL UC HALL SEISMIC RENOVATION PROGRAM

#### PROJECT NOTICE

McCarthy Building Companies, Incorporated, hereinafter called MBC, is requesting bids and intends to award lump sum subcontracts to subcontractors by competitive bidding for Plaster/Paint and Design-Build Scaffold for the following project:

#### CSB DECANT - INTERIM MEASURES FOR UCH TEMP OCCUPANCY (Façade Stabilization Only)

Project No.: M2670

MBC Project No.: CM-0021

UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO

This project consists of providing temporary protection to the exterior of UC HALL to mitigate debris hazards from deteriorating exterior stone and terracotta assemblies falling on adjacent public way and building rooftops, mechanical equipment & skylights. Selective construction and erection of protective assemblies in locations identified according to UC Hall Stabilization Report. Selective demolition to occur as required for installation of protective assemblies. Spot removal and patching of deteriorating exterior finishes at identified points.

UC Hall is located at the Parnassus Campus located at 533 Parnassus Avenue, San Francisco, CA 94143.

Bid Documents will be available beginning **July 22, 2014 at 12:00 PM P.S.T.**

Bidders will obtain complete sets of the Bid Documents from the issuing office through the UC SRS (Supplier Registration and Sourcing) system after Bidder has registered with UC SRS System. Bidders are required to register as a new user and complete registration form using LINK: <https://suppliers.scquest.com/UCOP/>. Once registered, Bidder will receive an SRS invitation via electronic mail to retrieve the Bid Documents. Bidders that are already registered in SRS will automatically receive an SRS invitation via electronic mail on the Date/Time that Bid Documents are available. Contact Judy Gee at [jgee@mccarthy.com](mailto:jgee@mccarthy.com) with any UC SRS questions. Subject line of the email should state UC SRS Question.

Only prequalified bidders will be allowed to submit a Bid on this project for the following Work Categories:

Work Category 2: Plaster and Paint – B or (C-35 and C-33)

Work Category 3: Design-Build Scaffold – D-39

A **voluntary pre-bid conference and site visit** will be conducted on **July 29th, 2014 at 10 a. m.** Participants shall meet in Room 367 of UC HALL at 533 Parnassus Avenue, San Francisco, California 94143. For further information and directions, contact Kevin Lew with MBC at 415-364-1362 or [klew@mccarthy.com](mailto:klew@mccarthy.com).

Bids will only be received using the UC SRS system accessible through <https://suppliers.scquest.com/UCOP/>.

Bids must be submitted to UC SRS system on or before **August 12th 2014 at 2:00 p. m.**

Bids will be opened after 2:05 p.m. on the Bid Date.

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

Bid Security in the amount of 10% of the Lump Sum Base Bid, excluding alternates, shall accompany each Bid. The Surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in the California Code of Civil Procedure Section 995.120).

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

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

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 non-discrimination 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 estimated values for the following trade bid packages are:

M2670-WC 2: Plaster and Paint | \$60,000 to \$70,000

M2670-WC 3: Design-Build Scaffold | \$280,000 to \$340,000

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA

University of California, San Francisco  
July, 2014

CRUZ, CA 95064, Bid Deadline: **Sealed bids must be received on or before 3:00 PM, TUESDAY, AUGUST 12, 2014.**

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

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

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

Estimated construction cost: \$ 92,500.

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

# Public Legal Notices

## UNIVERSITY OF CALIFORNIA SAN DIEGO

### ADVERTISEMENT FOR BIDS (AFTER PREQUALIFICATION)

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

#### SIO COASTAL MEANDER – UPPER BIOLOGICAL GRADE SEGMENT UNIVERSITY OF CALIFORNIA, SAN DIEGO PROJECT NO.: P4S-808 / W9933947

#### DESCRIPTION OF WORK:

The Coastal Meander Project will develop approximately 700 ft. of public trail west of Biological Grade, one section of an existing trail. Parts of this section will be compacted decomposed granite; others will be raised composite decking supported by concrete piers. Estimated project duration is 84 calendar days.

Procedures: Bidding documents will be available at 4:00 P.M., Thursday, July 17, 2014. To order plans and specifications or for a list of planholders go to:

<http://mayerplans.mayer.com/ucsd.php>

There is no charge for the Bid Documents which will be made available to the prequalified bidders. Only prequalified bidders will be allowed to submit a bid on this project. The following bidders have been prequalified to bid on this project:

3-D ENTERPRISES, INC.  
NIELSEN CONSTRUCTION  
WESTERN RIM CONSTRUCTIONS

For full advertisement, including list of all prequalified bidders, go to [www.fdc.ucsd.edu](http://www.fdc.ucsd.edu) and click on the project. Scroll to the bottom of the page to Prequalification Documents and click to open each file.

Bids will be received only at:

University of California, San Diego  
Facilities Design & Construction  
10280 N. Torrey Pines Road, Suite 465  
La Jolla, CA 92037  
Contact: Stephanie Kelner/Carrie Robb

Bid Deadline: Sealed bids must be received on or before **2:00 P.M., THURSDAY, JULY 31, 2014**. The bids will be opened at approximately 2:10 P.M.

#### MANDATORY PRE-BID CONFERENCE

A MANDATORY Pre-Bid Conference/Job Walk will be conducted on **THURSDAY, JULY 24, 2014**, beginning promptly at **2:00 P.M.** Only bidders who participate in the Pre-Bid Conference/Job Walk in its entirety will be allowed to bid on the Project as prime contractors. Job walk attendance is mandatory for ALL prequalified bidders.

Participants shall meet at the parking lot south of MESOM (Marine Ecosystem Sensing, Observation and Modeling building), north of Isaacs Hall. For directions to the Pre-Bid Conference/Job Walk con-

tact Ken Shafer, Facilities Management, at 858-822-2806 or [kgshafer@ucsd.edu](mailto:kgshafer@ucsd.edu). UCSD maps can be found at <http://maps.ucsd.edu>.

Bid Security in the amount of ten percent (10%) of the Lump Sum Base Bid, excluding alternates, shall accompany each Bid. The Surety issuing the Bid Bond shall be, on the Bid Deadline, listed in the latest published State of California, Department of Insurance, list of *Insurers Admitted to Transact Surety Insurance in This State*.

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 – California General Engineering Contractor**

Contractor and every Subcontractor required to submit certified payrolls and labor compliance documentation shall use the FM International Labor Compliance Program software LCPTracker provided by University. The software is a web-based system accessed by a web browser. Contractor and each Subcontractor will be provided a Log-On identification and password to access University's reporting system. Use of the system may entail additional data entry of weekly payroll information including, without limitation: employee identification, labor classification, total hours worked and hours worked on the project, wage and benefit rates paid, etc. The required software shall be used regardless of the ability to interface with Contractor's or Subcontractor's payroll and accounting software or system. On-line training in the use of the system is available via the Internet. University may elect to schedule training classes in the use of the LCPTracker and Contractor shall have all necessary personnel attend and shall require attendance by all Subcontractors.

This project is funded in whole or in part by bonds issued by the State of California.

UC San Diego encourages the participation of Small, Disadvantaged, Minority-owned, Women-owned and Service/Disabled Veteran-owned Business Enterprises (S/D/M/W/DVBE's) and is committed to promote a diverse pool of firms for our building programs.

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

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

Estimated construction cost: \$200,000  
THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, San Diego  
JULY 2014

## UNIVERSITY OF CALIFORNIA SAN DIEGO

### ADVERTISEMENT FOR PREQUALIFICATION OF CONTRACTOR (NO SUBCONTRACTOR BIDS REQUESTED AT THIS TIME)

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

#### C10 ELECTRICAL CONTRACTOR

are invited for the following work:

3EPDB DISTRIBUTION BOARD  
REPLACEMENT  
UCSD MEDICAL CENTER - HILLCREST  
UNIVERSITY OF CALIFORNIA, SAN DIEGO  
Project No. 4821/A4S-019/966195  
Estimated Construction Cost: \$350,000

#### PROJECT DESCRIPTION:

Replace and relocate Emergency Distribution Board 3EPDB; replace motor starter for Exhaust Fan SF-8; and install new Panelboard 3EPB. Estimated project duration is 90 calendar days.

The University seeks Contractors with demonstrated experience in electrical renovations to Hospitals and Medical Centers. Specific experience requirements include but are not limited to: work within a hospital with limited staging area; work within an operational facility; renovations/upgrades to existing outdated spaces; replacement of distribution board; replacement of electrical equipment for OSHPD project.

The Contractor shall have demonstrated annual business revenue of at least \$3,000,000 for each and every one of the last five (5) consecutive years. The Contractor must have demonstrated experience on a minimum of three (3) and a maximum of (5) comparable projects with the Contractor providing services as Prime and Electrical Contractor within the last ten (10) years. Projects should have possessed the following construction challenges: urban site work with limited construction and staging areas; repair of buildings requiring proactive and innovative solutions due to noise, dust, and pedestrian traffic while building is occupied and research is ongoing; renovations/expansions requiring proactive and innovative solutions due to unknown and/or unforeseen field conditions; project complexity requiring tracking of multiple functions and phases; project complexity requiring critical path construction scheduling to complete on time; complex phasing plan development and execution (to accomplish 24/7 operations of a hospital; coordination with other ongoing projects

To view and download Prequalification Questionnaires go to [www.fdc.ucsd.edu](http://www.fdc.ucsd.edu). Click on Contracting Opportunities and Work Available for Bid. Open this project and download all prequalification files attached.

Prequalification Questionnaires will be received only at the following address:

FACILITIES DESIGN & CONSTRUCTION  
UNIVERSITY OF CALIFORNIA, SAN DIEGO  
10280 N. Torrey Pines Road, Ste. 465  
Contracts Department (MC 0916)  
La Jolla, CA 92037  
Attention: Carrie Robb

**No Prequalification Questionnaires will be received after 4:00 P.M., TUESDAY, AUGUST 5, 2014.**

Confidentiality of the information provided will be respected to the extent permitted by law.

Response to the Prequalification Questionnaire must be submitted on the forms contained within the Prequalification Questionnaire available at the address above.

All information requested in these forms must be provided in order to be considered "responsive" to the requirements of the prequalification. The University contacts: Rosalie Pham, Project Manager, Facilities Design & Construction (858) 534-5343 or Rhonda Mitchell, Contracts Manager, Facilities Design & Construction (858) 822-3126.

A mandatory Prequalification Conference will be conducted on **WEDNESDAY, JULY 23, 2014**, at **11:00 A.M.** at Facilities Design and Construction, 10280 N. Torrey Pines Rd., Ste 466, Large Conference Room, La Jolla, CA 92037. Campus maps can be found at <http://maps.ucsd.edu>.

**Attendance at the Prequalification Conference is mandatory for Contractors attempting to become prequalified to bid on this specific project.**

Metered parking spaces are available (for up to 2 hours) in the service yard/shuttle stop parking lot and underground parking area of Torrey Pines Center South. **Please allow ample time to secure parking. Contractors must be present for the entire conference.**

UC San Diego encourages the participation of Small, Disadvantaged, Minority-owned, Women-owned and Service/Disabled Veteran-owned Business Enterprises (S/D/M/W/DVBE's) and is committed to promote a diverse pool of firms for our building programs. Potential bidders will be required to submit their small business outreach plan to the University as part of the prequalification process.

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 REGENTS OF THE UNIVERSITY OF CALIFORNIA  
July 2014



UCLA

### ADVERTISEMENT FOR PREQUALIFICATION (GENERAL CONTRACTOR)

**\*\*RE-ADVERTISED\*\***

NOTE: Bidders who successfully prequalified during the initial prequalification period for this project are not required to submit any further documentation, nor attend the below-specified Prequalification Conference.

The following is a summary of a full Advertisement for Prequalification (CM/Contractor) posted

on the UCLA Online Planroom website (<https://www.uclaplanroom.com/>). **All interested parties must go to the Website for complete information.**

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

**Project Name:** Carnesale Fitness Center

**Project Number:** 947494.01

**General Description of Work:** Conversion of an existing shell space into a student fitness center. **Re-**

**fer to website for complete description.**

**Prequalification Documents Available at:**  
<https://www.uclaplanroom.com>

#### Prequalification Document Submittal Locations:

Contracts Administration  
University of California, Los Angeles  
1060 Veteran Avenue, Suite 125  
Box 951365  
Los Angeles, California 90095-1365  
310-825-7015

OR

UCLA Planroom website  
<https://www.uclaplanroom.com>

#### Dates:

Prequalification Document Availability:  
July 22, 2014

Mandatory Prequalification Conference:  
July 29, 2014  
Beginning promptly at 10:00 a.m.  
(THERE IS NO GRACE PERIOD)

Prequalification Submittal Deadline:  
3:00 p.m., August 8, 2014

**License Requirement:**B-License (General Building)

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

### Contract No. 2266J (ID No. FCE14126) VICENTE STREET AND OCEAN AVENUE PAVEMENT RENOVATION, SEWER REPLACEMENT, AND WATER MAIN INSTALLATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on August 13, 2014**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located on Vicente St from 19th Ave to Portola Dr; on Ocean Ave from Sunset Blvd to Junipero Serra Blvd; on Forest Side Ave from Vicente St to Taraval St, and consists of demolition, pavement renovation and curb ramp construction, sewer replacement and drainage work, water main installation, traffic signal work, traffic routing, and all related and inci-

dental work. The time allowed for completion is 280 consecutive calendar days. The Engineer's estimate is approximately \$4,000,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Romulus Asenloo at 415-581-2310 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must

accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

**Class "A"** license required to bid.

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

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

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Section 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

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

7/24/14

CNS-2646134#

SMALL BUSINESS EXCHANGE



## CALIFORNIA LOTTERY Request for Proposal #50002 Statewide Construction Services

The California Lottery (Lottery) is releasing Request for Proposal (RFP) #50002 to invite proposals from qualified firms offering to provide Statewide Construction on an as-needed basis.

The RFP is available to download on the Lottery website at [www.calottery.com](http://www.calottery.com) under "Vendors". **The Lottery will not distribute paper copies of the RFP.**

## Title VII

Continued from page 1

Group of America, is hosting the "Title VII Equal Opportunity Employment Summit" for Primes, Tier One Subs, Project Managers, and HR Professionals.

The event, scheduled for **August 28, 2014** in Los Angeles, CA, at the Westin Bonaventure hotel, will feature experts from the **US Department of Labor, METRO**, and others. The Summit will provide information on the DOL audit process, the consequences of non-compliance, and the intricacies of Title VII as it pertains to DOT projects. Attendees will have an opportunity to participate in workshops on **Project Labor Agreements, VEVRAA Rules, Apprenticeship Program Details, and Effective Outreach**, and will receive a **Certificate of Completion** that can be added to their corporate Compliance documentation / Good Faith file.

**"Uniting Primes to Build a Better Industry"...**

The goal of the Summit is to increase Prime Contractor awareness in order to minimize fines and penalties levied on the construction industry. Better understanding and proactive compliance offers opportunities for veterans, women and minorities. This event is for major Prime Contractors, Human Resources professionals and Project Managers.

Sponsorship opportunities are available for those companies or organizations that wish to take a Leadership role on the topics, and special attendance discounts are available for multiple attendees from a single organization.

For more information, and Registration details, see: [www.TitleVIIsummit.org](http://www.TitleVIIsummit.org) or call 800-654-3188

## Visit SBE Website

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

The screenshot shows the SBE website interface. At the top, there is a 'BUSINESS' banner with the text 'MARKETING ON A BUDGET'. Below this, there is a section titled 'Concerned about DBE Compliance?' with a sub-headline 'SBE helps businesses with targeted outreach to find the firms you need.' and a small image of a man in a suit. To the right, there is a 'BUSINESS' logo. At the bottom, there is a small text box with the text 'Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses, The Small Business Exchange has the resources you need to succeed.' and a 'BUSINESS' logo.

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, San Francisco (University), responses to the University's prequalification documents for a LUMP SUM contract are sought from bidders for the following:

#### GENENTECH HALL STEAM TRAP REPLACEMENT Project No.: M3651 UNIVERSITY OF CALIFORNIA, SAN FRANCISCO

### PREQUALIFICATION OF PROSPECTIVE BIDDERS:

The University has determined that bidders who submit bids on this project must be prequalified. Prequalified bidders will be required to have the following California Contractor's license classifications:

#### C-4 - Boiler, Hot Water Heating and Steam Fitting Contractor

### GENERAL DESCRIPTION OF WORK:

As part of the Facility Investment Needs (FIN) program, The University has determined that steam traps within Genentech Hall will need to be replaced to provide an increase in functionality, operation and efficiency of the system. All work must meet building codes, and State and Federal guidelines.

The project delivery method will be Design-Bid-Build. The design and construction process will be organized using Lean Construction methods, and will leverage the advantages of an integrated team as much as possible. Gayner Engineers is the design engineering firm engaged by the University for the design of this project.

Scope of Construction will include but is not limited to the following:

- Replace 80 steam traps of differing sizes and functions within Genentech Hall. The traps will

be replaced with high efficiency models that will provide improved performance as well as energy savings for the building. Modify or remove steam bypass piping as part of the steam trap replacement. The intent is to remove the potential for the accidental introduction of live steam directly back in to the condensate system. Provide new insulation blankets for all new piping.

Estimated construction cost is in the range of **\$125,000 to \$150,000**

### PREQUALIFICATION PROCEDURES:

Prequalification Documents will be available beginning **July 24, 2014 at 10AM** by requesting via e-mail to [RFx@ucsf.edu](mailto:RFx@ucsf.edu) with the following information: Company name, address, phone and fax nos. **Please reference Project No. M3651 PREQUAL in the subject line.** You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the prequalification questionnaire. **If already registered in SRS**, search by project M3651 to obtain prequalification questionnaire.

Questionnaires are to be completed by **August 8, 2014 at 3PM.**

Any questions or requests for clarifications or interpretation of the Prequalification Documents must be submitted in writing to the University of California Supplier and Registration Sourcing (SRS) system,

Project M3651 by 12 PM, August 1, 2014. Questions received after the above-noted deadline may be answered at the discretion of the University.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

The dates, times, and location set for receiving and opening of bids will be set forth in an Announcement to Prequalified Bidders and Advertisement for Bids.

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

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

The lowest responsible bidder will be selected on the basis of the Best Value to the University. The Best Value to the University will be determined using objective criteria described in the Bidding Documents with the resulting selection representing the best combination of price and qualifications.

Information submitted by the bidder shall not be open to public inspection to the extent that information is exempt from disclosure under the California Public Records Act (Chapter 3.5 (commencing with Section 6250) of Division 7 of the Title of the Government Code).

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

# Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359318-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359319-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359297-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359234-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359420-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359490-00
<p>Fictitious Business Name(s): <b>Dependent I.C.</b> Address <b>1070 Filbert Street, San Francisco, CA 94133</b> Full Name of Registrant #1 <b>Erik B. Schiller</b> Address of Registrant #1 <b>1070 Filbert Street, San Francisco, CA 94133</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>7/1/2014</b></p> <p>Signed: <b>Erik Schiller</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/9/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Maribel Jaldon Deputy County Clerk 7/9/2014</b></p> <p><u>7/17/14 + 7/24/14 + 7/31/14 + 8/7/14</u></p>	<p>Fictitious Business Name(s): <b>Erimi Limo Services</b> Address <b>670 Larch Way, San Francisco, CA 94115</b> Full Name of Registrant #1 <b>Chinonye Uzoma</b> Address of Registrant #1 <b>670 Larch Way, San Francisco, CA 94115</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>N/A</b></p> <p>Signed: <b>Chinonye Uzoma</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/9/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Melissa Ortiz Deputy County Clerk 7/9/2014</b></p> <p><u>7/17/14 + 7/24/14 + 7/31/14 + 8/7/14</u></p>	<p>Fictitious Business Name(s): <b>1.) Local Futures</b> <b>2.) International Society For Ecology and Culture</b> Address <b>2017 Mission Street 2nd Floor, San Francisco, CA 94110</b> Full Name of Registrant #1 <b>International Society For Ecology and Culture (CA)</b> Address of Registrant #1 <b>2017 Mission Street 2nd Floor, San Francisco, CA 94110</b></p> <p>This business is conducted by <b>A Corporation</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>7/1/2014</b></p> <p>Signed: <b>Victoria Clarke</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/8/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 7/8/2014</b></p> <p><u>7/10/14 + 7/17/14 + 7/24/14 + 7/31/14</u></p>	<p>Fictitious Business Name(s): <b>Sara Ibanez Marin Interior Design</b> Address <b>3344 16th Street, San Francisco, CA 94114</b> Full Name of Registrant #1 <b>Sara Ibanez Marin</b> Address of Registrant #1 <b>3344 16th Street, San Francisco, CA 94114</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>3/7/2014</b></p> <p>Signed: <b>Sara Ibanez Marin</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/3/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Jeanette Yu Deputy County Clerk 7/3/2014</b></p> <p><u>7/10/14 + 7/17/14 + 7/24/14 + 7/31/14</u></p>	<p>Fictitious Business Name(s): <b>Tibet Styles</b> Address <b>1667 Haight Street #204, San Francisco, CA 94117</b> Full Name of Registrant #1 <b>Ugyen Dolma</b> Address of Registrant #1 <b>1667 Haight Street #204, San Francisco, CA 94117</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>7/15/2014</b></p> <p>Signed: <b>Ugyen Dolma</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/15/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 7/15/2014</b></p> <p><u>7/17/14 + 7/24/14 + 7/31/14 + 8/7/14</u></p>	<p>Fictitious Business Name(s): <b>UAA Group</b> Address <b>2705 Gamble CT, Hayward, CA 94542</b> Full Name of Registrant #1 <b>Mouhamet Dia</b> Address of Registrant #1 <b>2705 Gamble CT, Hayward, CA 94542</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>7/18/2014</b></p> <p>Signed: <b>Mouhamet Dia</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/18/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 7/18/2014</b></p> <p><u>7/24/14 + 7/31/14 + 8/7/14 + 8/14/14</u></p>

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359421-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0359045-00
<p>Fictitious Business Name(s): <b>Yuzu Bodywork</b> Address <b>435 Dolores Street, San Francisco, CA 94110</b> Full Name of Registrant #1 <b>Naoko Katakami-Koch</b> Address of Registrant #1 <b>435 Dolores Street, San Francisco, CA 94110</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>N/A</b></p> <p>Signed: <b>Naoko Katakami-Koch</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>7/15/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Jennifer Wong Deputy County Clerk 7/15/2014</b></p> <p><u>7/17/14 + 7/24/14 + 7/31/14 + 8/7/14</u></p>	<p>Fictitious Business Name(s): <b>Williams Mobile Auto Repair</b> Address <b>1850 Sunnydale Ave., San Francisco, CA 94134</b> Full Name of Registrant #1 <b>Kendrick D. Williams</b> Address of Registrant #1 <b>1850 Sunnydale Ave., San Francisco, CA 94134</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>6/23/2014</b></p> <p>Signed: <b>Kendrick Williams</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>6/23/2014</b></p> <p>Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law</p> <p>Filed: <b>Sharlene Carter Deputy County Clerk 6/23/2014</b></p> <p><u>6/26/14 + 7/03/14 + 7/10/14 + 7/17/14</u></p>

## ORDER FOR PUBLICATION OF SUMMONS

**ORDER FOR PUBLICATION OF SUMMONS**

Case No. **FDI-14-781824**

**Name:** Huanxian Yee  
**Address:** 874 Washington Street, #315  
**City, State, Zip Code:** San Francisco, CA 94108  
**Telephone Number:** 415-315-8804

**Superior Court of California  
County of San Francisco**  
400 McAllister Street, San Francisco, CA 94102

**Petitioner:** Huanxian Yee  
**Respondent:** Xiaoci Tan

Upon reading and filing evidence consisting of a declaration as provided in Section 415.50 CCP by Petitioner **Huanxian Yee**, and it satisfactorily appearing therefrom that the respondent **Xiaoci Tan**, cannot be served with reasonable diligence in any other manner specified in Article 3, Chapter 4, Title 5 of the Code of Civil Procedure, and it also appearing from the verified complaint

or amended petition that a good cause of action exists in this action in favor of the Petitioner, therein and against the Respondent, and that said Respondent **Xiaoci Tan**, is a necessary and proper party to the action

NOW, on motion of **Huanxian Yee**, Pro Per Petitioner, **IT IS ORDERED** that the service of said Amended summons in this action be made upon said Respondent by publication thereof in **Small Business Exchange** a newspaper of general circulation published at **San Francisco, California**, hereby designated as the newspaper most likely to give notice to said Respondent; that said publication be made at least once a week for four successive weeks.

IT IS FURTHER ORDERED that a copy of said Amended summons or citation and of said complaint or Amended petition in this action be forthwith deposited in the United States Post Office, Post-paid, directed to said Respondent, if her address is ascertained before expiration of the time prescribed for the publication of this summons and a declaration of this mailing or of the fact that the address was not ascertained be filed at the expiration of the time prescribed for the publication.

On the fourth week of publication, 28 days after the first publication is made, the Court shall acquire jurisdiction over said defendant, respondent, or citee.

Date: July 15, 2014  
Anne-Christine Massullo  
Judge of the Superior Court

7/24/14 + 7/31/14 + 8/7/14 + 8/14/14

## Minimum Wage Rules...

■ Continued from page 2

may be significantly affected by the new minimum wage requirements. DOL has stated that there are over 300,000 small federal contractors who may be impacted by this rule.

Overwhelmingly, participants at the roundtable commented that the proposed rule is confusing and extremely financially burdensome. Participants included contractors from the services, food and hospitality, outdoor recreation, and construction industries. DOL representatives were also in attendance to give a presentation about the proposed rule.

As explained by the DOL representatives, the proposed rule would affect four major categories of contractual agreements: Procurement contracts for construction covered by the Davis-Bacon Act (DBA); service contracts covered by the Service Contract Act (SCA); concessions contracts, including any concessions contract excluded from the SCA by DOL regulations; and contracts in connection with federal property or lands and related to offering services for federal employees, their dependents, or the general public.

Several participants were owners of small fast food franchises on military bases. They related that they would not only have to pay an increased minimum wage for entry-level workers, they would have to also increase the wages of the rest of their workforce as well. This would cause a severe financial impact on their businesses and force them to fire workers, eliminate positions and reduce hours. One restaurant owner said based on his calculations, the wage increase would certainly put him out of business. They also said that it would also place them at a competitive disadvantage with similar businesses located just outside the bases, which would not have to pay these higher wages. And, these franchisees noted that their contracts do not allow them to raise their prices. Owners of a hotel and dining facilities on military bases echoed these concerns.

In addition, participants said the proposed rules were not clear regarding what type of workers and contracts would be covered. Participants said they need clarity on whether workers such as apprentices and seasonal workers would be covered.

Originally, DOL had set a comment due date of July 17, 2014. However, the Office of Advocacy recently sent a letter to DOL requesting an extension of the comment period, and it was subsequently extended to July 28, 2014. More information, including the text of the executive order and the proposed rule, can be found on Advocacy's web site at [http:// go.usa.gov/XU3T](http://go.usa.gov/XU3T). You may also contact [Janis.Reyes@sba.gov](mailto:Janis.Reyes@sba.gov).

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# Access to Capital

SMALL &amp; MINORITY BUSINESS

## New Report Indicates Consumer Interest, Federal Agencies Moved Consumer Protections Forward

CRL Report examines developments in financial regulation during 2013

2013 was a milestone year for consumer protections, according to a new report by the Center for Responsible Lending. Agency action, advocacy, and public interest around consumer finance all played a critical role in enhancing and expanding legal consumer protections.

The report, released on the anniversary of the landmark Dodd-Frank Wall Street Reform and Consumer Protection Act, summarizes the year in financial regulation – paying particular attention to the impact of government agencies and consumer advocates on key consumer issues, including:

- Payday lending
- Student lending
- Auto lending
- Credit reporting
- Prepaid and credit cards
- Debt collection, buying, and settlement

“What’s been interesting to observe is the influence of public interest in financial regulations,” said Sarah Wolff, researcher at CRL and the primary author of the report. “We saw changes at the state, federal, agency, and even lender levels – and conclude that public support for increased consumer protections has led to significant reforms.”

The report summarizes activities around key consumer issues at the state, federal, industry, and agency levels – noting which activities improved consumer protections and which activities threatened them. It also highlights key lawsuits and developments – including the Ally Bank auto lending settlement, the virtual elimination of bank payday

lending, multi-agency actions on regulating student loans, and state Attorneys General activities on predatory financial products.

“In this year’s report, we note the leadership of the CFPB in pushing forward financial regulations,” said Debbie Goldstein, executive vice president of CRL. “While many of the federal agencies showed a keen interest in advancing consumer protections, the CFPB was notable in their activity: collecting and disclosing data, commissioning and publishing reports, and engaging in real legal actions against lending abuses.”

“What this report ultimately shows us is that we are making important advances in consumer protection, but more work is needed,” said Mike Calhoun, president of CRL. “A birds-eye view of the data in the report shows a decidedly mixed picture – the increasingly sophistication and complexity of financial products continues to outpace our ability to evaluate them and there are many efforts to undermine the financial security of consumers around the country. While 2013 marked a year of many stronger consumer protections, there are still many more challenges on the road ahead.”

The report was released on Monday, July 21 – the anniversary of the Dodd-Frank Wall Street Reform and Consumer Protection Act.

This project was done with support from the Ford Foundation and would not have been possible without the collaboration of AFR and its members.

**Download the full report here:**  
[www.responsiblelending.org/other-consumer-loans/issues-and-outcomes-report.html](http://www.responsiblelending.org/other-consumer-loans/issues-and-outcomes-report.html)

Source: Center for Responsible Lending

### THE CHANGES: Key Developments in Consumer Protections in 2013

#### GAINS



Western Sky, an online payday lender, stopped payday lending after strong actions by state regulators



Ally Financial paid \$98 million to settle claims that the dealers marked up interest rates on auto loans to borrowers of color



CFPB collected and made public consumer complaints about many financial products and services

#### HOLDS

- Bills that would have expanded payday or car-title lending failed in 6 states (AL, NC, NV, NY, TX, WA)
- Bills that would have weakened consumer protection limits on debt settlement companies failed in 8 states (GA, HI, LA, NJ, NM, NY, WA, WV)
- Bills that would have placed restrictions on debt buyers failed in 4 states (CT, NY, OR, WA)

#### HARMS

- Three states passed laws that increased the costs of consumer installment loans (NC, FL, IN)
- Some fees on credit cards were no longer considered in calculating the maximum allowable fees (CFPB rule amended)
- Three states passed laws that made it easier for debt collectors to pursue debtors based on limited evidence (AR, LA, TN)

### A Year in Review: Consumer Protections in 2013



#### THE PROBLEM: Consumer Financial Products and Services Need Further Reform



**\$7.7 BILLION:**  
ANNUAL FEES paid by consumers for payday + car-title loans

**20%** of consumers experienced **ERRORS** on their credit reports



**1 in 10** Americans are pursued by debt collectors

**30%** OF STUDENT LOAN BORROWERS in the repayment period are delinquent

**\$15 BILLION:** ANNUAL CONSUMER SAVINGS DUE TO CARD ACT REFORMS

### THE STRATEGY: How Effective Reform Happens



State legislators promoted consumer protection bills.



Some lenders improved their products and services voluntarily.



State regulators enforced consumer protection laws, in some cases aggressively and in the face of industry lobbyists.

Federal regulators actively promoted consumer protections

The CFPB led the way with enforcement actions in areas such as payday lending, auto lending, and debt settlement. They also promoted change through research, investigations, and data released on student lending, credit cards, bank fees, and other consumer lending issues.



The Center for Responsible Lending is a nonprofit, non-partisan organization that works to protect homeownership and family wealth by fighting predatory lending practices. Learn more at [responsiblelending.org](http://responsiblelending.org).

# Access to Capital

## SMALL & MINORITY BUSINESS

### The Benefits of Joining a Credit Union

Credit unions tend to have lower fees and pay higher rates.

By Doug Devereaux

Customers frustrated with bank fees might want to consider their options, including switching their money over to a credit union. According to the Credit Union National Association, more than 96 million Americans use credit unions, which generally offer higher savings rates and lower fees than traditional banks.

Credit unions, which, unlike banks, are owned and governed by their members, are often misunderstood as exclusive financial institutions with limited services. They remain overshadowed by the size of banks, with banks holding \$14.45 trillion in assets versus credit unions' \$1.03 trillion, CUNA reports. The average size of a credit union (\$149 million in assets) is also far smaller than that of the average bank (\$2.2 billion in assets), as of 2012. But credit unions provide an array of services – including free ATM use, electronic banking, loans and interest-bearing savings accounts – and most Americans are eligible to join them.

Here are answers to five common questions about credit unions:

**Am I eligible to join a credit union?**

While membership in a credit union depends on belonging to a particular community, such as a workplace, region or church, most consumers are eligible, even though many don't realize it. They might just need to investigate options within their communities.

So how do you find one? Websites such as my-creditunion.gov can help. Also, ask around – your employer, spouse's employer or local government can direct you as well.

**Do credit unions offer better interest rates?**

On average, credit unions offer lower rates on loans and higher rates on savings accounts – just what consumers want. The National Credit Union Administration reports that five-year loans for new cars at banks have an average interest rate of 5.19 percent, compared with 2.87 percent for credit unions. The rate on savings accounts for both credit unions and banks was similarly low, at 0.14 and 0.13, respectively, as of June 2013, although typically credit unions offer higher rates of return. In March 2008, for example, the average rate of return on a regular savings account was 0.83 percent at credit unions, compared to 0.55 percent at banks.

CUNA calculates that taken together, higher yields, lower rates and lower fees add up to about \$5.8 billion total in benefits to members, or about \$118 per member household in 2012.

**Are deposits insured the same way they are at banks?**

Yes. Credit unions are insured by the federal National Credit Union Administration, which provides the same protections that the Federal Deposit Insurance Corporation applies to banks – insurance coverage on deposits up to \$250,000. NCUA's website allows credit union members to check on their insurance coverage; the agency also recommends checking for a prominently displayed sign at the credit union that says it is NCUA-insured.

**Do credit unions ever collapse?**

Like banks, credit unions can fold, but that usually means they merge with another credit union. Regardless of what happens, members are protected through the NCUA insurance. NCUA



says if a federally insured credit union fails, members typically receive payments for their deposits within three days.

CUNA also reports that since the start of the downturn in 2008 through 2012, almost fourfold as many banks have failed as credit unions (465 versus 124). In 2012, 51 banks failed compared to 21 credit unions.

**What about financial literacy – can a credit union teach me how to make smart money decisions?**

Credit unions pride themselves on being a top source for financial information. Many offer seminars and information on topics such as preventing identity theft and managing credit cards. More information on any of these topics can be found at the NCUA website or by contacting your local credit union.

Source: <http://money.usnews.com>

## Our Financial Future: How Banking and Money Will Change

By Geoff Williams



In at least one Texas bank and one Ohio credit union, 3D video banking is currently undergoing testing, according to TheFinancialBrand.com, a website for bank and credit union marketing executives. Three-dimensional video banking is similar to a consumer video conference with a bank representative – only in this case, the executive looks like a living, breathing person sitting across from you. Thanks to theater surround sound, the representative also sounds as if they're in the same room. And since the consumer is interacting with

a real person and not an automated hologram, the experience apparently isn't much different than the real thing.

Banking and managing money isn't what it used to be. The 1970s and 1980s brought us the rise of the ATM. Consumers became acquainted with online banking during the 1990s and the first decade of the 2000s. The 2010s are shaping up as the era of mobile banking.

That was underscored Sept. 10-11 in New York City when Mitek Systems Inc., a San Diego-based technology company, debuted its Mobile Photo Account Opening product at Finovate, a trade show where banking tech products are often unveiled. The product allows consumers to open a bank account within 60 seconds. If you have your bank's app, you can use your smartphone's camera to take a photo of the front and back of your driver's license, and presto, your new checking, savings or credit card account is open.

Here's a look at other financial products and services personal financial experts think we'll be using in the future.

Within 10 years. "The economic payments system will begin to 'know us,' either through biometrics, optical sensor or facial recognition," says Joshua Siegel, managing principal of StoneCastle

Partners, a New York-based asset management firm that invests in banks.

That's already happening to some extent with smartphones – the new iPhone 5S, for example, uses fingerprint scanning to unlock the phone. Meanwhile, some financial services companies, such as Barclays, are testing and using voice recognition programs in customer service calls. (Why? It makes it much more difficult for a thief, who just stole your driver's license, to pose as you over the phone.) So it isn't a leap to believe that within a decade, the public will become accustomed to automated bank tellers and smartphones recognizing consumers by a touch or a glance.

And for all the talk about digital currency overtaking cash, ATMs won't be going away anytime soon. Diebold, Inc., a \$3 billion software and technology firm in North Canton, Ohio, unveiled an ATM at the 2013 International Consumer Electronics Show that is designed to work with smartphones. You start the transaction from your smartphone, where you're then given a one-time code that you type onto the ATM, and your cash is released. As Diebold points out, there's no more worrying about someone looking over your shoulder as you type in your PIN number – and no possibility of a criminal capturing your debit card information with a skimmer.

But not all banking changes will be of the gee-whiz-isn't-that-cool variety. "The banking industry will likely undergo significant changes over the next few decades," says Jeff Varisco, vice president of insurance services at American Equity Investment Life Insurance Company, headquartered in West Des Moines, Iowa. He believes that in industrialized nations, there will be more regulation focusing on solvency and the "too big to fail" problem.

Will we even notice? Varisco thinks so. "These efforts will cause the industry to move toward consolidation to a handful of large, national and international banking institutions thereby limiting the ability for banks to develop and offer products specific to regional and local needs," he says.

Within 20 years. At this point, nobody will use a teller for something as simple as a deposit or withdrawal, says Maelyn Clouse, professor of finance at the University of Denver's Daniels College of Business. "There will be no teller lines at banks, but loan requests and paperwork for the loans will still exist because of all the regulation. Banks may still have some face-to-face activity for investment products," Clouse says, adding that it will probably become as commonplace to do banking through a TV as it is now through a PC, tablet or phone.

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# Sacramento HVAC Firms

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Cooper Oates currently has 30 HVAC techs on staff and is looking to hire more -- if it can.

"It's just a lot harder to find them," Cooper said. "We're going through a higher number (of tech candidates)," in order to find qualified employees. "It's not just experience we're looking (for), but knowledge and the appetite for continued learning."

Neil Chapman, service manager with Beutler Air Conditioning & Plumbing in McClellan Park, is likewise discouraged by the dearth of qualified applicants.

There are "some decent vocational schools out there," he said, but many of the prospective HVAC installation/service technicians he sees in interviews fall short in so-called "soft skills," such as communication, initiative and motivation.

"And you can't have that," he said, "(not) in California where they are really trying to push the threshold of energy efficiency," which means more compliance with government standards and more complex knowledge of technical equipment.

As the home building and remodeling sectors continue their post-recession comeback, hiring top-notch HVAC techs remains essential to companies like Beutler, whose service area encompasses the Bay Area, as well as a long swath of Northern California, from Modesto to almost the Nevada border. Chapman said the company hires about a dozen trainees a year, as installers, service techs and indoor air quality specialists.

"HVAC is still 85 percent of our business," said Jim Anderberg, Sacramento general manager for Beutler, which also acts as the HVAC contractor for the region's 19 Home Depot stores. "Business is good. We've been growing pretty steady, adding technicians and sales people."

Cooper concedes that trades change, as do the motivations of young workers. Generally, he said, "It's very difficult to get young folks attracted to an industry that takes time" to become experienced in all aspects of the trade.

In his view, the HVAC sector is experiencing challenges similar to those seen in other trades: "It's much like any other craft these days. ... You have a lot of retiring folks and fewer young folks coming into the business."

It's also complicated by fewer HVAC training opportunities, which have dwindled over the past 10 years, he said. He cited the demise of HVAC programs at WyoTech in Phoenix and at Universal Technical Institute in San Jose (UTI's Sacramento campus specializes in automotive training and does not offer HVAC certification).

And yet, HVAC has seen a high-tech evolution that seemingly would appeal to a younger generation of workers. Rooftop HVAC systems are particularly sophisticated, equipped with computers and sensor systems. The so-called "green" technology field of HVAC systems is growing.

It's a job sector that might be primed to attract a first-time generation of female technicians. Generally, the HVAC industry remains male-dominated. Cooper, for instance, said his company's HVAC team has only one woman on staff, but added: "We're always looking. In fact, I'm making that my personal mission. ... Things are changing, but generally, the (industry) has not done a good job" of reaching out to prospective female HVAC techs.

The job outlook for mechanics and installers in the heating, air conditioning and refrigeration sector is considered healthy, according to the U.S. Bureau of Labor Statistics. The BLS projects the sector will add 55,900 jobs nationally between 2012 and 2022, reaching 323,500 nationwide, a growth spurt of roughly 21 percent, nearly double the 11 percent growth rate for all occupations. BLS notes that jobs in the HVAC industry involve "long-term on-the-job training" in order to become fully proficient.

Wages are respectable. Nationally, the sector has a mean hourly wage of \$22.17 and a mean yearly pay of \$46,110, according to May 2013 BLS numbers. The bureau reported 19,010 workers in the sector in California, third behind Florida and Texas, respectively. However, California's wages -- hourly (\$25.55) and annual (\$53,150) -- were higher than those in Florida (\$19.58, \$40,720) and Texas (\$20.10, \$41,810).

You can read the full article at the link below:

[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=768&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=768&pageID=25)

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

# Our Financial Future

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That said, "The biggest threat to all of these changes is the lack of security. If hackers can access accounts, there will be significant consumer pressure against the technological changes," Clouse says. "Unfortunately, our current evidence suggests that the hackers are one step ahead. They seem to come up with new ways to hack."

And you don't have to be Nostradamus to know that by 2033, paper statements, receipts and mail from your bank will probably be close to nonexistent. But we'll still probably get paper money from banks, says Eric Karson, associate professor of marketing at the Villanova School of Business in Villanova, Penn.

"There are huge cost savings to be realized with digital currency," Karson says, "but countering all this is consumer resistance to change. The act, not the coin," he adds.

But Karson does believe that 20 years from now, paper money and coins may be closer to extinction than ever, in part because the cost of producing currency will continue to climb, and customer resistance is bound to eventually weaken. "As time passes, more and more consumers will be more comfortable with all things digital. Today's kids will grow up. There will be less and less separation between their digital life and their life in general," Karson says.

Within 30 years. "People will pay for goods and services by sending wireless signals to sellers through wearable computers. The payments will be authenticated through the DNA signatures of all parties to a transaction," says Peter Cohan, who teaches business strategy at Babson College in Wellesley, Mass., and has his own eponymous management and venture capital firm. And by this point, he believes, "Cash and credit and debit cards will be history."

Which could have an interesting ripple effect, Clouse says. "If cash does go away, an interesting question is what happens to what are now illegal activities involving cash; for example, drug deals on the street corner, prostitution, et cetera," he observes.

Of course, it's possible that in 2043, some reader may stumble upon this article, look at his or her wallet full of paper dollars or renminbi (China's official currency) and snicker. After all, 34 years ago, in 1979, a task force appointed by President Jimmy Carter suggested the country get rid of paper currency and coins and replace everything with plastic. While that partially did happen, hard currency is still going strong: According to the Federal Reserve Bank of New York's website, as of July 2013, the currency in circulation totaled about \$1.2 trillion.

Source: <http://money.usnews.com>

## SMALL BUSINESS EXCHANGE

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### Circulation Demographics

#### Weekly Circulation

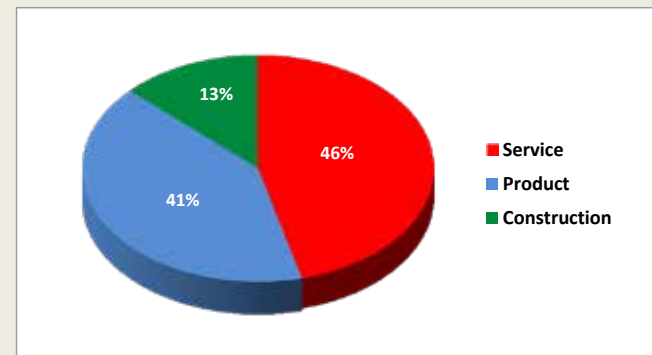
Readers per Copy	4
Readership	75,000

#### Circulation

S/D/M/W/DVBES	96%
Government Agencies	2%
Large Corporations	2%
Legislators	1%
Organizations/Associations	1%
Universities/Colleges	1%

#### Readership Profile by Industry

Service	46%
Product	41%
Construction	13%



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# Attention-Grabbing Web Content

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ing the eye. To help increase the visual appeal of your web copy:

- Utilize Infographics instead of long lists of data and stats.
- Pull out customer quotes, important data points and main thoughts with contrasting text and colors.
- Integrate videos onto web pages to complement the website content.
- De-Clutter. Add white space between content areas and around CTAs.

#### 5) Be Helpful, Informative and Entertaining

Attention-grabbing content ultimately caught the reader's eye and engaged them because it connected with them. It either answered their question, or it was useful, education, or just plain interesting - it focused on what they'd want to read and not what the company just wanted to say. It drew them in with an interesting headline and then it was just GOOD content. Here are a few more best practices for getting your content read.

- Answer questions that prospects are asking.
- Try to focus your website content on one topic per page.
- Link relevant content to resource or product pages to help users navigate the site and find the information they need to make decisions.

- Every page or blog article should include a call to action. Don't assume users will know what you want them to do next. Make it obvious what you want them to do and make it easy on them.

- Make your content easily shareable. Widgets can be installed so users can share via email or social media which will greatly extend your content's reach.

*Steve Lazuka is the founder of Interact Media, creators of the Zerys Content Marketplace and Zerys for Agencies content marketing platforms. Follow Steve @SteveLazuka*

#### About Zerys

Zerys is a powerful content project management tool and writer marketplace that makes it simple to manage any content project from start (strategy planning) to finish (auto-publishing). Zerys for Agencies is a custom, private-labeled solution that allows agencies to manage all their clients' content projects from one, simple dashboard. Zerys was founded in 2008, and is now used by thousands of businesses and hundreds of marketing agencies.

For more information on how press releases are an effective way to reach audiences across the web, check out PR Newswire's article on ways press releases provide SEO value.

Source: <https://smallbusiness.yahoo.com>