

SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984
SBE is a certified DBE publication



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July 12, 2012

Project Labor Agreement & Construction Careers Policy



Metro adopted the Construction Careers Policy (CCP) in conjunction with the Project Labor Agreement (PLA) to encourage construction employment and training opportunities to those who reside in economically disadvantaged areas on Metro construction projects. The agreement applies to certain local (non-federally) funded and federally funded construction projects with a life of project value greater than \$2.5 million.

Metro's PLA is unique in that Metro is the first transit agency in the nation to adopt such an agreement with national targeted hiring goals for federally funded projects with FTA approval. The PLA and CCP were approved by Metro's Board of Directors on January 26, 2012 and negotiated with the Los Angeles/Orange County Building Construction Trades Council (LAOCBCTC) to help facilitate the timely completion of transit projects in LA County.

PLA Hiring Requirements

All contractors working on Metro construction projects covered by the PLA and CCP will be required to comply with certain targeted hiring requirements.

The PLA requires 40% participation of construction workers residing in economically disadvantaged areas, 10% participation of disadvantaged workers, and a 20% participation of apprentices.

What is the Project Labor Agreement?

The Project Labor Agreement (PLA) is an agreement between Metro and the building trades who are the primary source of labor on Metro construction projects.

What is the goal of the PLA?

The PLA provides for skilled workers, a commitment to no work stoppages, and the ability to implement a targeted hiring program aimed to provide jobs to economically disadvantaged workers.

Are there hiring goals associated with the PLA?

Metro's PLA includes the following targeted hiring goals: 40% for those residing in economically disadvantaged areas, 10% for those meeting the disadvantaged classification and 20% apprentice hiring. Half of the apprentices are to be from the disadvantaged classification.

What are the criteria for the disadvantaged classification?

Workers who face at least two of the following barriers to employment will be classified as disadvantaged: are homeless; a custodial single parent; receive public assistance; lack a GED or high school diploma; has a history of involvement with the criminal justice system; has experienced chronic unemployment; is emancipated from foster care; is a veteran of the Iraq or Afghanistan wars; is an apprentice with less than 15% of the hours required to graduate journey-level.

Are there other transit agencies with similar programs?

Metro is the first transit agency in the nation to implement a PLA with a targeted

Continued on page 6

CALIFORNIA SUB-BID REQUEST AD

Skanska
Shimmick
Herzog

A Joint Venture in Association with LAN I TY Lin

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

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

Please visit:

www.sshjv-c700.com

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

An Introductory Guide for Small Business Owners

by *Caron Beesley, Community Moderator*

Whether you're looking to diversify your product line or leverage cheaper-made merchandise, selling imported goods in the U.S. can be an important ingredient in small business success.

Interestingly enough, importing doesn't always necessarily cannibalize the economy here at home. Research from the Federal Reserve Bank of San Francisco (cited in this USA Today article) suggests that for every dollar spent on a Chinese-made item, 55 cents goes to U.S. businesses for services such as marketing and sales. So Americans are getting more than just cheap prices and unique products from overseas markets.

Many small businesses also support high-demand imported products that can't be found or manufactured here: artisan crafts, furniture, shoes and clothing, and food and beverage products. These represent a lucrative market with margins that can reach up to 700 percent.

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Looking for Subcontractors, Vendors, and Suppliers?

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California Sub-Bid Request Ads - See Page 1, 3, 4, 5



California Public Legal Notices - See Page 8-10



Subscription form See Page 12



Shoestring MARKETING by Alf Nucifora

Productive Meetings Demand A Code Of Conduct

I've just endured a solid week of back-to-back meetings from the all day marathons to the grab-a-sandwich quickies. On many an occasion I found myself undergoing the proverbial out-of-body experience, the surreal state where one floats above or to the side of the room and asks the question, "What am I doing here?"

It doesn't have to be that way. We have to force people...friends, peers, and fellow workers to appreciate the value of time. It demands discipline, constant reminder and in many cases downright chastisement and disapproval. For the frustrated and suffering who are ready to lay down the law, I give you, Alf's Meeting Code of Conduct, guaranteed to speed the discourse, improve the quality of decision-making and curb the meandering tendencies of the aimless and the unprepared. In the spirit of true disclosure, please note that most of the following advice surfaced from a musty file, lacking an author's name, yet as relevant today as the day it first went into the file.

Arrive on time and end on time. Clearly communicate "start" and "end" times for the meeting. Embarrass the late arrival offenders in open court. Better still, fine them. A dollar for every minute late to meeting irrespective of the excuse. Repeat offenders do it because they know they can get away with it.

Always appoint a facilitator (on the spot, if necessary) to control the agenda and guide the proceedings. And make sure that the meeting always follows an agenda, preferably written and agreed to by all parties in attendance.

No tangents please! Stick to the topic at hand. If you have other matters to raise, wait until the item under discussion has been fully discussed and resolved.

No gossip! Keep discussion focused on the issues over which the group has control. If it titillates, it's generally counter-productive.

One person speaks at a time. No side conversations please. It's thoughtless, rude and distracting to engage in parallel conversation. And always pay attention to the person who has the floor. Be respectful of others. Good listening is always the hallmark of a collegial environment and a productive session.

Speak up! Don't be a chair warmer. Everyone has the responsibility to contribute. Don't leech off the group's collective brain. Be frank, honest and candid where appropriate.

No whining. Unless it's a twelve-step program meeting, be positive in your com-

ments. If there must be criticism, make it constructive. Avoid value judgments and always try to suggest alternatives.

Spare the oxygen. Don't dominate the conversation or try to impress. Speak freely, but remember that rationing comment can often establish expectation for what you're about to say next. As always, quality tends to be valued more than quantity.

After it's over, remember that the group speaks with one voice. Ideas belong to the group, not the individual. Leave united.

Time is money. As the meeting wanders into the no-man's-land of idle banter and non-productive speculation, calculate the number of wasted man-hours in the room and then multiply by direct labor cost plus overhead factor. It's scary when you look at it that way.

Website: www.nucifora.com
Alf's syndicated writings appear in business publications throughout the U.S.

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Small Business Exchange is Proud to Support the AGC of California Construction Education Foundation

California is projected to have a shortfall of 1 million construction workers by 2018

This unprecedented demand for skilled labor means it's critical that the youth of today understand that the industry represents significant, long term employment in a variety of skilled trade capacities. As partners in the national construction industry for over 28 years, Small Business Exchange sees the importance of building the next generation of the construction workforce. SBE supports the **AGC of California Construction Education Foundation** in its efforts on awareness and development of the future workforce.

This is to advise that AGC members and industry partners can support the AGC CEF by advertising in the **Small Business Exchange (SBE)**. SBE Inc. has committed to donating 5% of its annual advertising sales revenue to the CEF. For more information about SBE, please visit www.sbeinc.com or call us at 1-800-800-8534.

Each of the following packages represents discounted advertising rates, as well as additional bonus visibility in print and online. The opportunity to showcase your company as a supporter of the Foundation is a great way to publish your message, build a positive image, and create a favorable perception of your company, while contributing to the efforts to prepare the workforce of the future.
(Larger Ad sizes - custom pricing available.)

BRONZE Package	SILVER Package	GOLD Package
<ul style="list-style-type: none"> 3 months, weekly 4" Sub-Bid Request ad Company Listing on "Foundation for the Future" webpage Mention in Career Awareness Day publication Larger ads @15% discount (from open rate) 15% discount on Tower Banner Ad 3 months weekly = 13 weeks 	<ul style="list-style-type: none"> 6 months weekly 4" SBR ad Company Listing on "Foundation for the Future" webpage Banner Ad (Endowed) on Resources page of sbeinc.com 6 months = 26 weeks 	<ul style="list-style-type: none"> 12 months weekly 4" SBR ad Company Listing on "Foundation for the Future" webpage Banner Ad (Endowed) on Home page of sbeinc.com Feature article on your company and sponsorship of the Foundation. Print and Online 12 months @ 52 weeks
\$1579	\$3292	\$5207

Reserve your space, and support the **AGC of California Construction Education Foundation**

SBE 703 Market Street, Suite 1000, San Francisco, CA. 94103
sbe@sbeinc.com 415-778-6255 (fax)

Editorial Staff

Editor in Chief:

Gerald W. Johnson [gwj@sbeinc.com]

Managing Editors:

Valerie Voorhies [vvv@sbeinc.com];
Fungai Muzunze [fmuzunze@sbeinc.com]

Marketing & Sales Staff

Sales Director:

Willie Lewis-Sims [wsims@sbeinc.com]

Strategic Development:

Wilson Chang [wchang@sbeinc.com]

Production Staff

Production Manager:

Nabil Vo [nvo@sbeinc.com]

Graphics Design:

Tyler Chen [tchen1129@gmail.com]

Webmaster:

Dana Honn [dhonn@telarts.com]

Writer:

Cheryl Hentz [cheryl.hentz@gmail.com]

Staff:

Shirley Cherry [scherry@sbeinc.com]
Amy Diorio [adiorio@sbeinc.com]

703 Market Street, Suite 1000
San Francisco, CA 94103

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

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- NAMCSC
- MINORITY ADVOCATE

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CALIFORNIA SUB-BID REQUEST ADS

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

**Rt. 99 Ashlan Ave.
Contract # 06-442624
Fresno and Madera Counties
Bids: July 25, 2012 at 2:00 p.m.**

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

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

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742
(916) 635-9370 • FAX (916) 635-1527

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

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

AN EQUAL OPPORTUNITY EMPLOYER.

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

**Rt. 5 French Camp
Contract # 99-01
City of Stockton
San Joaquin County
Bids: July 26, 2012 at 2:00 p.m.**

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

C.C. Myers, Inc./Bay Cities a Joint Venture is willing to break down items of work into economically feasible units to encourage UDBE 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: http://www.stocktongov.com/services/business/bid-flash/pw.html?dept=Public_Works

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. / Bay Cities Paving a Joint Venture

3286 Fitzgerald Rd. 5029 Forni Dr
Rancho Cordova, CA 95742 Concord, CA 94520
(916) 635-9370 925-687-6666
FAX (916) 635-1527 Fax 925-687-2122

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./Bay Cities a Joint Venture for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

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REQUESTS SF HRC-CERTIFIED LOCAL SUBCONTRACTOR/SUPPLIER BIDS FOR:

**City and County of San Francisco PWD
Glen Canyon Park Improvements
Contract #3071V
Bid Date: July 18, 2012 at 2:30 PM
Fax quotes to (925) 838-0814**

Requesting qualified MBE/OBE/WBE Subcontractor and Supplier Quotes on:

Hazmat; Playground Equipment; Landscape; Building Work; Supply Aggregates; Asphalt Paving; Boiler System Work; Carpentry; Building Materials; SWPPP Work; Site Security; Metal Work; Metal Railing; Reinforcing Steel; Sign Work; Wrought Iron; Underground Work; Electrical Work; Safety Surfacing; Flatwork Concrete; Plumbing; Trucking; Construction Supplies.

Contract Documents are available on CD for \$15 purchase from SF PWD - Contract Administration Division, 875 Stevenson St, Room 420, SF, CA (415) 554-6229; download from <http://bsm.sfdpw.org.contractadmin>; or viewed at Gordon N. Ball's office by appointment only.

Subcontractors and Suppliers interested in this project may contact Linda Brain by phone at (925) 838-5675.

100% Performance and Payment bonds with a surety company subject to approval of Gordon N. Ball are required of subcontractors for this project. GNB will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. GNB's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. GNB requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Linda Brain.

Gordon N. Ball, Inc.

333 Camille Avenue • Alamo, CA 94507
Phone: 925-838-5675 • Fax: 925-838-0814

Contact: Linda Brain

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Sub-Bids Requested From Qualified SF HRC certified LBE Subcontractors & Suppliers

Wastewater & Stormwater Technical Services

**Contract / RFP Number: CS-203
Project Location: San Francisco, CA
Bid Date: 7/27/2012**

Trades: AE004 Structural Engineering AE005 Geotechnical Engineering AE006 Electrical Engineering AE009 Acoustical Engineering/Noise Analysis AE010 Corrosion Engineering AE012 Mechanical Engineering AE013 Marine Architecture & Engineering AE015 Surveying (Land & Aerial) AE019 Architectural, Including Historical AE020 Water Resources Engineering PS009 Urban & Regional Planning PS015 Records/Information Management Services PS028 Energy Efficiency Services PS045 Hazardous Waste and Remediation Services PS047 Laboratory Services (Materials Testing).

RMC Water and Environment

222 Sutter Street, Suite 700
San Francisco, CA 94108
Phone: 415-321-3400 • Fax: 415-321-3401
Contact: Mitchell Brown

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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

**US 101 / Capitol Expressway –
Yerba Buena Road Interchange
(Federal Project No. STPL-6264(052)
Contract No.: C12064F
Owner: Santa Clara VTA
Engineers' Estimate: \$25,000,000.
BID DATE: July 23, 2012 @ 2:00 PM**

Items of work include but are not limited to: Survey, Traffic Control, Erosion Control, Street Sweeping, Trucking, Construction Area Signs, Striping, PCMS, Clearing & Grubbing, Cold Plane Asphalt Concrete Pavement, Landscape, AC Dike, Structural Concrete, Minor Concrete, Rebar, Sign Structure, Jacked Pipe, Misc. Metals, Fence, MBGR, Concrete Barrier, Electrical, SWPPP, Bridge Removal and Excavation.

Plans/Specs available to view or copy at Pavex San Jose office. 100% payment and 100% performance bonds in the amount of the subcontractors bid will be required from a qualified surety company. Bonding assistance is available. Granite Rock Company dba Pavex Construction Division will pay bond premium up to 1.5%. Subcontractors are encouraged to contact Pavex Estimating for insurance requirements, or if any other assistance is needed.

Granite Rock Company DBA Pavex Construction Division

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

Contact: Bob Williams
Email: bwilliams@graniterock.com

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RGW Construction Inc. is seeking all qualified DVBE subcontractors and supplies for the following project:

**Wastewater Treatment Plant
Disinfection Upgrade
California Men's Colony State of California
Department of Corrections and Rehabilitation
Engineer Estimate: \$5,900,000**

Bids: July 19th, 2012 @ 2:00 PM

Certified DVBE firms are encouraged to provide a quote to RGW for all items of work listed on the bid list, particularly these: Rebar, Grading & Paving, Shoring, Steel Erection, Painting/Coatings, Metal Roofing, Electrical & Instrumentation, Bridge Crane, Site Concrete and Trucking. Scope of Work: Construction of new fine screen facility, covers over the existing secondary clarifier weirs and existing filters, new UV facility, mods to existing chlorine contact basin and new tertiary pump station. SCADA upgrades and new switchgear.

RGW Construction, Inc.

Contractors License A/B 591590
550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office or Winslow Reprographics (916) 921-9311 or Contact Aaron Heppner 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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CALIFORNIA SUB-BID REQUEST ADS

Condon-Johnson & Associates, Inc. –
Nicholson Construction Company Joint
Venture (CJA-NCC JV)

REQUEST FOR QUALIFIED SBE/DBE
SUBCONTRACTORS AND SUPPLIERS FOR
**City and County of San Francisco Municipal
Transportation Agency
Third Street Light Rail Program Phase 2
Central Subway, Union Square/
Market Street Station**
Bid Date: August 15, 2012 @ 3:00 P.M.

CJA-NCC JV is requesting quotes from all qualified subcontractors and suppliers including certified SBE/DBE firms. CJA-NCC JV is willing to further break down items into economically feasible units to facilitate and encourage participation. We are requesting quotes on the following material supply items and scopes of work, including but not limited to:

Photographic documentation, testing and inspection, handling transportation and disposal of grout spoils, supply structural steel bracing and piles, fabricate structural steel bracing and piles, supply cement, supply concrete backfill, supply specialty drilling equipment, supply fuel oil and grease, supply welding equipment and welding supplies, furnish and provide temporary power, furnish and provide construction water, excavation demolition and backfill of existing obstructions, saw cutting, geotechnical instrumentation and monitoring, structural instrumentation and monitoring, supply oscillator casing, supply micropiles, supply tiebacks, dewatering wells and discharge, buy and weld studs, form and pour guide walls.

Bid documents may be procured at no cost from the SFMTA, ATTN: Mr. Bernie Ancheta, One South Van Ness Avenue, 3rd Floor, San Francisco, CA 94103, fax (415) 701-4300 phone (415) 701-4278. We are available to assist you in such matters as clarifying questions regarding the scope of work, obtaining plans and specifications, bid preparation, obtaining bonds, lines of credit, or insurance as required by contract. Must be properly licensed for the type of work performing and may be required to furnish bonding for insurance, equipment, material and/or supplies. For assistance or if there are questions please contact us by phone (510) 636-2100 or fax (510) 568-8569. The estimator for this project is Mark Morrison. *An Equal Opportunity Employer*

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REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Hwy 85 Widen Ramps
Sunnyvale, Caltrans #04-154204
BID DATE: July 24, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Noise Monitoring, Clearing & Grubbing, Lead Compliance Plan, Imported Borrow, Highway Planting & Irrigation, Erosion Control, Underground, AC Dike, Tack Coat, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Misc. Iron & Steel, Object Marker, MBGR, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical 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 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.

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- Print and electronic advertising
- Telephone follow-up
- Reports

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for more information



REQUEST FOR UDDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Hwy 92 Widen Ramps, Walls, TOS
Caltrans #04-153004 - Hayward
BID DATE: July 25, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Cold Plane AC, Clearing & Grubbing, Lead Compliance Plan, Imported Lightweight Fill, Erosion Control, Irrigation System, AC Dike, Tack Coat, Minor Concrete, Sign Structure, Roadside Signs, CIDH Concrete Pile, Underground, Gabion Wall, Misc. Iron & Steel, MBGR, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

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Contact: Greg Souder
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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage 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.

Registered SBE or LBE Subcontractor Request:

AMEC Environment & Infrastructure, Inc. (AMEC) is seeking certified Human Rights Commission LBE or certified San Francisco Redevelopment Agency SBE firms as subcontractors on its team for the:

**Hunters View Associates LP's Request for
Proposal – CIVIL ENGINEERING SERVICES**
Hunters View Redevelopment, Phase II
San Francisco, California
Due on August 3, 2012

AMEC seeks firms with experience performing surveying and mapping; stormwater management; civil, mechanical, traffic, and electrical engineering; grading; hydrology, and construction support services. Please review the required RFP qualifications on the City and County of San Francisco's (City) website <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=5716>. Interested firms must meet the minimum requirements set forth in the Hunters View Associate's RFP, Exhibit E, SBE Agreement.

Please submit by July 20, 2012 the following information: copy of your firms' SBE certification, firm profile (including San Francisco Vendor ID number and Federal Tax ID number), description of services, 2-3 similar projects (preferably infrastructure design and development projects), resume(s) for proposed staff and raw labor rates, billing rates, and multiplier in Excel. Should you be selected to be a part of the AMEC team, we will request additional items, including a letter of commitment to complete the proposal.
Contact Information: Please send your firm's information to:

AMEC Environment & Infrastructure, Inc.
2101 Webster Street, 12th Floor
Oakland, CA 94612-3066
Mr. Scott Alman, PE
Email: Scott.Alman@amec.com

RGW Construction Inc.
is seeking all qualified UDDBE
(Black Americans, Native Americans,
Asian-Pacific Americans and Women)
DBE & SBE owned subcontractors and
suppliers for the following project:

**US 101 / Capitol Expressway-Yerba Buena
Road Interchange Improvements**
VTA Contract C12064F
Federal Project No. STPL-6264(52)
UDBE Goal 4.7%
Engineer's Estimate \$ 20,000,000
400 calendar days
Bids: July 23, 2012 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area/Roadside Signs, Barriers, Clear and Grub, Minor Concrete, Concrete Paving, Demolition, AC Dike, Erosion Control, Fence, Rebar, Surveying and Trucking.
Scope of Work: Earthwork, paving, drainage, retaining walls, overcrossing structure modifications, signals, ramp meters and electrical work to convert the Capitol Expressway interchange into a partial cloverleaf, add ramps and an auxiliary lane, replacement planting and irrigation.

RGW Construction, Inc.
Contractors License A/B 591940
550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office or from the Contracts Office of VTA, 3331 North First Street, Building A, San Jose, CA 95134. Contact Chris Luffman 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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REQUEST FOR UDDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

**US 101/Capitol Expressway-
Yerba Buena Road
Interchange Improvements, San Jose**
Santa Clara VTA
BID DATE: July 23, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Staking, Fencing, Erosion Control, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Portable Changeable Message Sign, Adjust Utilities, Cold Plane AC, Bridge Removal, Crash Cushion, Lead Compliance Plan, Asbestos Compliance Plan, Structure Excavation, Planting & Irrigation, Underground, Lean Concrete Base, AC Dike, Data Core, Tack Coat, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Shotcrete, Sign Structure, Roadside Signs, Misc. Iron & Steel, Misc. Metal, Survey Monument, Object Marker, MBGR, Concrete Barrier, Striping & Marking, Retaining Walls, MSE Walls, Jacked RCP, Hydroseeding, Survey, Electrical and Construction Materials

O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Donat Galicz or 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 UDDBE & DBE Participation. Plans & Specs are available for viewing at our office.

Visit **www.sbeinc.com** to download a PDF version of the latest
SBE Newspaper and **SBE Newsletter**

CALIFORNIA SUB-BID REQUEST AD

Sub-Bids Requested From Qualified UDDB Subcontractors & Suppliers:
I-15/I-215 Interchange Improvements – Devore Design-Build Project In San Bernardino County
Contract No.: 08-OK7104, Project No.:08000003664
Subcontractor Proposals Due: August 22, 2012

The SGJV is interested in soliciting in Good Faith all subcontractors and suppliers, as well as certified UDDB companies for this project. Proposals are requested for supplies and services including, but not limited to: Biological Monitor, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Fencing, Erosion Control, Temporary Traffic Stripe/Markings, Temporary Railing, Portable Changeable/ Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Imported Borrow, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Profile Grinding, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Precast Concrete, Structural Concrete, Bridge Structural Concrete, Retaining Wall, Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign), Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Irrigation and Landscaping, Rock Slope Protection, Slope Paving, Minor Concrete, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Transition Railing, Terminal System, Crash Cushion, Aggregate Bases and Structural Backfill, Pavement Delineation, Concrete Barrier, Signal & Lighting, Lighting & Sign Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Electric Service (Irrigation), Traffic Monitoring Station, Closed Circuit TV System, Ramp Metering System, Earth Retaining Structures.

In order to assist UDDB subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible.

If you are interested in submitting a proposal, and would like access to the Plans and Specifications, please visit the SGJV website and complete the contractor's questionnaire on the following website: www.usa.skanska.com/devoreinterchange

SKANSKA | **GRANITE**

a Joint Venture, in Association with **HNTB**

1995 Agua Mansa Road • Riverside, CA 92509-2405
 Phone: (951) 684-5360 • Fax: (951) 788-2449
 Contact Email: www.usa.skanska.com/devoreinterchange

Official Bid packages will be issued pending Prime Contractor selection, at which time the SGJV will assist qualified subcontractors in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. The SGJV insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by SGJV. SGJV will pay bond premium up to 1%. SGJV is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. All interested subcontractors, please indicate all lower tier UDDB participation offered on your quotation as it will be evaluated with your price. SGJV is an equal opportunity employer

CALIFORNIA HIGH-SPEED VENTURES Package #1 - Open House

SAVE THE DATE!



Invites you to Attend: High-Speed Rail Construction
 Package #1 - Open House

All subcontractors including SB/MB/DB/DVBE's will have a chance to learn more about the project and network with key California High-Speed Ventures (CHSV) team members as well as other subcontractors and suppliers.

Refreshments will be provided.

*Wednesday, July 25, 2012
 4:00 pm – 7:00 pm*

*Kaiser Center
 300 Lakeside Drive,
 2nd floor Auditorium
 Oakland, CA 94612*

*CHSV needs your help
 in making the
 SB/MB/DB/DVBE
 participation goal of 30%*

Potential Scopes of Work:

- Structural Concrete
- Minor Concrete
- Engineering/Design
- Geotechnical
- Grading
- Metal Beam Railing
- QA/QC Inspection
- Reinforcing Steel
- Janitorial
- Underground Utilities
- Sound Control & Vibration Monitoring
- Survey
- Environmental
- Trucking
- Traffic Control
- AC Paving
- Hazardous Material Removal
- Security
- AC Paving
- Signage
- Striping
- Fencing
- Electrical

RSVP/More information
 Please visit our website at:
www.highspeedventures.com

Future events will also be held in Los Angeles and Fresno - more information to come...

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Project Labor Agreement & Construction Careers Policy

Continued from page 1

hiring program on federally funded projects.

What is the geographic scope of the PLA?

Metro's PLA will have a locally targeted hire program for projects without federal funding and a nationally targeted hire program for projects which include federal funding.

Will the PLA provide opportunities for new apprentices?

The PLA provides opportunities for new apprentices to develop life-long careers in the construction industry. 20% of the total hours worked on the project will be worked by apprentices with half of the apprentices qualifying as disadvantaged workers.

How will workers be hired under the PLA?

The Los Angeles/Orange County Building Construction Trades Council will be the primary source of construction labor for Metro construction projects covered by the PLA. Contractors, subcontractors and employers who have successfully bid on Metro Projects will engage a jobs coordinator to identify and refer targeted workers.

Will the PLA assist veterans who are seeking employment?

The employers and the Unions agree to coordinate with the center of Military Recruitment, Assessment and Veteran's Employment to reach out to veterans interested in entering into a career in the construction industry.

Hiring Requirements

Federal

For projects using Federal Transit Administration (FTA) monies, targeting hiring measures are national in scope and will utilize National Targeted Workers to meet the hiring goals. National Targeted Workers means an individual whose primary place of residence is within an Economically Disadvantaged Area or an Extremely Economically Disadvantaged Area in the United States, or a Disadvantaged Worker.

The Prime Contractor shall ensure that the following targeted hiring requirements are met for each federally funded project subject to the PLA and CCP, as follows:

A minimum of 40% of all hours of Project Work shall be performed by National Targeted Workers, with priority given to residents of National Extremely Economically Disadvantaged Areas. For any hour of Project for which the C/S/E seeks to meet this requirements, the C/S/E and Unions must first refer residents of National Extremely Economically Disadvantaged Areas. After Unions and C/S/Es have exhausted the available pool of residents of National Extremely Economically Disadvantaged areas, they may refer any National Targeted Workers.

A minimum of 10% of all hours of Project Work shall be performed by Disadvantaged Workers.

A minimum of 20% of total work hours on each project will be performed by apprentices, but the hours performed by apprentices in each individual craft shall not exceed the ratio to

journeyman established by the applicable craft union's Division of Apprenticeship Standards (DAS) approved apprenticeship program. National Targeted Workers will perform 50% of all apprenticeship hours worked on a Project.

Local (Non-Federal)

For projects that rely 100 percent on local funding, hiring can be targeted to Local Targeted workers, meaning a Local Resident, Community Area Resident or a Disadvantaged Worker whose primary place of residence is within Los Angeles County.

The Prime Contractor shall ensure that the following targeted hiring requirements are met for each non-federally funded project subject to the PLA and CCP, as follows:

A minimum of 40% of all hours of project work shall be performed by Local Targeted Workers, with priority given to Community Areas Residents. For any hours of Project work for which the Contractor/Subcontractor/Employer (C/S/E) seeks to meet this requirement, the C/S/E and Unions must first refer Community Area Residents. After Unions and C/S/Es have exhausted the available pool of Community Area Residents, they shall refer any Local Residents from Extremely Economically Disadvantaged areas; when the C/S/Es have exhausted the available pool, they shall refer Local Residents low Economically Disadvantaged areas.

A minimum of 10% of all hours for Project Work shall be performed by Disadvantaged Workers whose primary place of residence is within Los Angeles County.

A minimum of 20% of total work hours on each project will be performed by apprentices, but the hours performed by apprentices in each individual craft shall not exceed the ratio to journeyman established by the applicable craft union's Division of Apprenticeship Standards (DAS) approved apprenticeship standards. Local Targeted Workers will perform 50% of all apprenticeship hours worked on the Project.

Metro Disparity Study

2012 Disparity Study Update

The purpose of this 2012 Study Update is to determine if there is a disparity between the number of disadvantaged, minority owned, and women owned businesses within the local market area that are ready, willing, and able to provide construction, architecture and engineering, professional services, and goods and other services, and the same number of business types that are actually participating in these same types of contracts.

We encourage you to check this site for updates on progress related to the 2012 Study Update timeline, milestones achieved, media releases, and announcements to the Public Hearing(s) once the draft 2012 Study Update is complete and is available for public comments.

Business Survey

Anyone interested in actively participating or assisting Metro and its Disparity Study Consultant in the completion of the Study should complete the Business Survey. You can

Continued on page 7

Construction Trade Unions Contact Numbers

Asbestos Heat & Frost Insulators (Local 5)

670 E. Foothill Blvd.
Azusa, CA 91702
Tel: (626) 815-9794
Fax: (626) 815-0165

Boilermakers (Local 92)

2260 S. Riverside Avenue
Bloomington, CA 92316
Tel: (909) 877-9382
Fax: (909) 877-8318

Bricklayers & Allied Craftworkers (Loc. 4)

12921 Ramona Blvd., Suite F
Irwindale, CA 91706
Tel: (626) 573-0032
Fax: (626) 573-5607

Cement Masons #500

1605 N. Susan St.
Santa Ana, CA 92703
Tel: (714) 554-0730

Cement Masons #600

5811 Florence Avenue
Bell Gardens, CA 90201-4610
Tel: (323) 771-0991

Electricians (Local 11)

297 N. Marengo Avenue
Pasadena, CA 91101
Tel: (626) 243-9700
Fax: (626) 793-9743

Elevator Constructors (Local 18)

100 S. Mentor Avenue
Pasadena, CA 91106
Tel: (626) 449-1869
Fax: (626) 577-1055

Gunite Workers (Local 345)

P.O. Box 3345
Burbank, CA 91508
Tel: (818) 846-1303
Fax: (818) 846-1226

Iron Workers (Reinforced - Local 416)

13830 San Antonio Dr.
Norwalk, CA 90650
Tel: (562) 868-1251
Fax: (562) 868-1429

Iron Workers (Structural - Local 433)

17495 Hurley St. East
City of Industry, CA 91744
Tel: (626) 964-2500
Fax: (626) 964-1754

Laborers Local #300

515 S. Shatto Place
Los Angeles, CA 90020
Tel: (213) 385-3550

Laborers Local #507

3919 Paramount Blvd.
Lakewood, CA 90712
Tel: (562) 421-9346
Fax: (562) 421-5964

Laborers (San Pedro/Port of LA - Local 802)

540 N. Marine Avenue, P.O. Box 518
Wilmington, CA 90748
Tel: (310) 834-5233
Fax: (310) 549-3121

Operating Engineers (Local 12)

150 E. Corson, Pasadena, CA 91103
Tel: (626) 792-8900

Painters & Allied Trades DC 36

2333 N. Lake Avenue, Unit H
Altadena, CA 91001
Tel: (626) 584-9925 • Fax: (626) 584-1949

Pipe Trades (Local 250)

Steamfitters/Air Conditioning/Refrigeration /
Industrial Pipefitters
18355 S. Figueroa St.
Gardena, CA 90248
Steamfitters: Tel: (310) 660-0035 • Fax: (310) 329-2465
AC/Refrig. Tel: (310) 660-0045 • FAX: (310) 329-2465

Pipe Trades (Local 345)

Landscape, Irrigation, Underground & Specialty
Piping
1430 Huntington Dr.
Duarte, CA 91010
Tel: (626) 357-9345 • Fax: (626) 359-0359

Pipe Trades (Plumbers Local 78)

1111 W. James M. Wood Blvd.
Los Angeles, CA 90015
Tel: (213) 688-9090 • Fax: (213) 627-4624

Pipe Trades (Plumbers / Fitters - Local 398)

4959 Palo Verde St., Suite 200-C
Montclair, CA 91763
Tel: (909) 625-2493 • Fax: (909) 626-4620

Pipe Trades (Plumbers / Steamfitters Local 494)

1042 East Wardlow Road • Long Beach, CA 90807
Tel: (562) 490-4717 • Fax: (562) 490-4715

Pipe Trades (Plumbers / Fitters - Local 761)

1305 N. Niagra Street • Burbank, CA 91505
Tel: (818) 843-8670 • Fax: (818) 843-5209

Pipe Trades (Sprinkler Fitters - Local 709)

12140 Rivera Road • Whittier, CA 90606
Tel: (562) 698-9909 • Fax: (562) 698-7255

Plaster Tenders (Local 1414)

18 Rancho Camino Dr. • Pomona, CA
Tel: 909-622-8500

Plasterers (Local 200)

Plasterers
1610 W. Holt Ave.
Pomona, CA 91768
Tel: (909) 865-2240 • Fax: (909) 865-9392

Roofers & Waterproofers (Local 36)

5380 Poplar Blvd.
Los Angeles, CA 90032
Tel: (323) 222-0251 • Fax: (323) 222-3585

Sheet Metal Workers (Local 105)

2120 Auto Centre Dr., Suite 105
Glendora, CA 91740
Tel: (909) 305-2800 • Fax: (909) 305-2822

Teamsters (Local 986)

1198 Durfee Avenue
So. El Monte, CA 91733
Tel: (626) 350-9860 • Fax: (626) 448-0986

Tile, Marble & Terrazo Layers (Local 18)

9732 E. Garvey Ave., Suite 200
So. El Monte, CA 91733
Tel: (626) 329-0369 • Fax: (626) 329-0374

Project Labor Agreement & Construction Careers Policy

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also elect to provide further input by volunteering to interview with Metro's consultant about your experiences with our contracting practices.

Disparity Study Update Consultant

Metro has contracted with Mason Tillman Associates, Ltd. (MTA) to conduct the Study of four industries: construction, architecture and engineering, professional services, and goods and other services. MTA is a public policy research and public relations company located in the Oakland, California. The firm has conducted over 108 studies since 1990, including studies for the counties of Baltimore and Montgomery and for the District of Columbia. MTA will utilize locally-based MBE firms to assist in conducting the Study.

What is a Disparity Study?

A Disparity Study is an evaluation of the procurement and contracting practices of government agencies, particularly their use of disadvantaged, minority-owned, and women-owned business enterprises.

Which agencies are participating in the Study?

The agency participating in the Study is the Los Angeles County Metropolitan Transportation Authority (Metro).

Who is conducting the Study?

Mason Tillman Associates, Ltd., a national expert in conducting disparity studies based in Oakland, California, is conducting the Study.

Who is managing the Study?

Metro's project manager is:

Tashai R. Smith
 Director, Small Business Programs
 Diversity & Economic Opportunity Department
 Metro
 One Gateway Plaza
 Los Angeles, CA 90012
Direct: 213.922.2128
Fax: 213.922.7660
Email: smiht@metro.net

What is the purpose of the Study?

The purpose of this Study is to determine if there is a disparity between the number of disadvantaged, minority-owned, and women-owned businesses within the local market area that are ready, willing, and able to provide construction services, architecture and engineering, other professional services, and goods and other services, and the number of these same business types that are actually participating in these same types of contracts.

This Study is an update of a previous Metro Disparity Study.

Why did Metro decide to conduct the Study?

Metro decided to conduct a Disparity Study to accomplish the following:

- Determine whether Metro is either an active or passive participant in discrimination in contracting for construction, architectural and engineering, other professional services and goods and other service contracts awarded by Metro
- Identify best practices that will help Metro enhance its Disadvantaged Business Enterprise Program to stimulate economic growth for local businesses
- Increase participation of disadvantaged, minority-owned, and women-owned business enterprises in Metro contracts
- Promote a sound fiduciary relationship with local businesses
- Reinforce social responsibility toward the local business community
- Comply with the United States Department of Transportation's Disadvantaged Business Enterprise Program requirements

How does Metro benefit from a Disparity Study?

There are many benefits of a Study. The three principal benefits for Metro are:

- Identifying best practices to improve Metro's contracting process
- Increasing number of bidders for Metro contracts
- Lowering Metro's procurement costs

What guidelines exist to help direct the Study?

The Study will be guided by the United States Supreme Court's 1989 decision in City of Richmond v. Croson J.A. Croson Co., 488 U.S. 469 (1989) and subsequent related cases.

The Study will also be guided by the United States Title 49 Code of Federal Regulations Part 26.

How will Metro identify available businesses?

Metro and their consultant, Mason Tillman, will conduct a broad-based community outreach program and use a thorough data collection process. Metro's contract records, certification lists, and trade and professional association lists will help identify businesses that are available. In addition, Metro will utilize business lists from other governmental agencies.

What industries are being studied and what period is being studied?

The industries being studied include construction, architectural and engineering, other

professional services, and goods and other services. The Study Period is January 1, 2008 through December 31, 2010.

How can local business owners get involved?

Local business owners can get involved in many ways, such as the following:

- Completing a business survey
- Participating in a telephone interview to share their experiences
- Providing membership lists from local business associations

Who should business owners contact to get additional information?

Contact Mason Tillman Associates, Ltd. at 213.947.1695, by e-mail at LAMetroDisparityStudy@mtald.com

About METRO

Vision

Safe, clean, reliable, on-time, courteous service dedicated to providing Los Angeles County with a world class transportation system

Mission

Metro is responsible for the continuous improvement of an efficient and effective transportation system for Los Angeles County

Values

Safety: We commit to ensure that our employees, passengers and the general public's safety is always our first consideration.

Service Excellence: We commit to provide safe, clean, reliable, on-time, courteous service for our clients and customers.

Workforce Development: We commit to make Metro a learning organization that attracts, develops, motivates and retains a world class workforce.

Fiscal Responsibility: We commit to manage every tax payer and customer-generated dollar as if it were coming from our own pocket.

Innovation and Technology: We commit to actively participate in identifying best practices for continuous improvement.

Sustainability: We commit to reduce, re-use and recycle all internal resources and reduce green house gas emissions.

Integrity: We commit to rely on the professional ethics and honesty of every Metro employee.

Teamwork: We commit to actively blend our individual talents to achieve world-class performance and service.

Source: Metro

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SBE imports certified DBEs listings from the SBA, DOT State and local agencies on a regular basis, ensuring the most up-to-date information on certified DBEs.

WWW.SBEINC.COM

Our website is where the most current bid information is made available to our DBEs. Our archive of articles and bid information is an important resource for business development.

SBE NEWSPAPERS

SBE publishes three newspapers, SBE weekly, and two monthlies: Louisiana Business Journal and Western Business Exchange, covering Construction opportunities in the western states including Alaska.

SBE WEEKLY E-NEWSLETTER

SBE Today is a twice weekly newsletter that is distributed via email to targeted 10,000 DBEs, agencies and primes.

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- Bidders Lists History - Short description of the service.

SBE DBE DIRECTORY

SBE DBE Directory helps DBE firms market themselves to prime contractors.

An Introductory Guide

■ Continued from page 1

If you are interested in importing and selling overseas goods to the U.S. market – whether or not you're actually based in the U.S. – you'll need to do your research regarding both the country of export and the country of import (the United States).

Here are some business and regulatory tips to guide you through the process of selling imported goods in the U.S.

Review Import Rejection Laws and Trade Barriers

First, be sure to check U.S. trade barriers and local in-country laws to be certain you can

actually export your chosen goods out of the country of origin into the U.S.

While the U.S. is very import-friendly, it does have safety and quality controls that are more stringent than other countries. Likewise, foreign nations sometimes restrict or ban the export of religious ornaments, rare or protected goods, animal by-products (such as furs and ivory), as well as pirated designer goods. There are several guides and links to information about import trade on SBA.gov's Importing Goods page.

If you want to import or sell agricultural products into the U.S., the Food Safety and Inspection Service provides a checklist and

other information to help you comply with laws that govern import of meat, poultry and egg products.

Build Relationships and Network on the Ground in the Export Country

As with all wholesale procurement, you will want to meet and greet the producer or distributor of the product(s) you will be selling. Try to establish whether the company you're dealing with has export experience. Ask for references. SBA's Doing Business Abroad guide can help you plan your trip.

Continued on page 8

Visit us at www.sbeinc.com today and see what we can do for your business.



SAN FRANCISCO FICTITIOUS BUSINESS NAMES

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0344375-00

Fictitious Business Name(s):

1. Pop Social
Address
**2950 Van Ness Avenue Apt. #1,
San Francisco, CA 94109**
Full Name of Registrant
Jungah Lee Address of Registrant
2950 Van Ness Avenue #1, San Francisco, CA 94109

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/16/12**.

Signed: **Jungah Lee**

This statement was filed with the County Clerk of San Francisco County on 6/29/12.

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

Filed: Magdalena Zevallos
Deputy County Clerk
6/29/2012

7/5/12 + 7/12/12 + 7/19/12 + 7/26/12

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0344321-00

Fictitious Business Name(s):

1. Victoria Ngo Design Studio
Address
1450 7th Ave. #1, San Francisco, CA 94122
Full Name of Registrant
Victoria Ngo
Address of Registrant
1450 7th Ave. #1, San Francisco, CA 94122

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

Signed: **Victoria Ngo**

This statement was filed with the County Clerk of San Francisco County on 6/28/12.

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

Filed: Mariedyne L. Argente
Deputy County Clerk
6/28/2012

7/5/12 + 7/12/12 + 7/19/12 + 7/26/12

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0343803-00

Fictitious Business Name(s):

1. Yocup Yogurt
Address
101 Spear Street, A10, San Francisco, CA 94105
Full Name of Registrant
Young Soon Hwang
Address of Registrant
2950 Ramona Street, Palo Alto, CA 94306

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/25/2012**.

Signed: **Young Soon Hwang**

This statement was filed with the County Clerk of San Francisco County on 5/31/2012.

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

Filed: Mariedyne L. Argente
Deputy County Clerk
5/31/2012

6/21/12 + 6/28/12 + 7/5/12 + 7/12/12

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE
FOR CHANGE OF NAME
CASE NO. CNC 12-548720

PETITIONER OR ATTORNEY

Huirao Chen
165 Ashton Avenue, San Francisco, CA 94112

TO ALL INTERESTED PERSONS:

1. Petitioner **Huirao Chen** for a decree changing names as follows:

Wan Ying Yang changed to
Stephanie Ying Yang

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING

Date: **August 9, 2012** Time: **9:00 AM**
Dept.: **514** Room: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

**SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102**

ROSSALY DE LA VEGA, Clerk
DATED - June 12, 2012

6/28/12 + 7/5/12 + 7/12/12 + 7/19/12

Administration Officials Significantly Underestimated Cost Of New Hiring Quotas For Federal Construction Contractors

New Analysis Finds Unnecessary Hiring Quotas for Disabled will Cost Employers 30 Times More Than Estimated, While Veterans Quota Will Cost 20 Times More Than Officials Suggest

Administration officials significantly underestimated the cost to construction employers of proposed new hiring quotas for federal contractors according to a new analysis released today by the Associated General Contractors of America. According to the analysis, a proposed new hiring quota for the disabled would cost employers 30 times more than officials predict while a new hiring quota for veterans would cost employers 20 times more than originally estimated.

“The administration has grossly underestimated the financial and administrative burdens that these new rules would impose, particularly on small businesses,” said Brian Turmail, the association’s spokesperson. “If the proposed rules take effect, many small construction firms may no longer be able to afford to work on federal projects.”

Turmail noted that the administration’s proposal to force federal contractors to make sure that 7 percent of their workers in each job category are disabled would cost construction firms \$14,056 per year for each of their office locations, 30 times higher than the \$473 compliance cost the administration suggested in its proposed rules. In addition, employers would have to spend at least 1,444 hours per office location complying with the new rule, 185 times longer than the 7.8 hours federal officials estimated.

The spokesperson added that the administration’s proposed veterans hiring quota would cost construction firms a minimum of \$11,333 per year per office location, 25 times more than the \$560 estimated by the Department of Labor. That rule would also force construction employers to spend at least 1,267 hours per year per office site to comply, 140 times longer than the nine hours Labor officials originally suggested. Turmail noted that the added burden the new rules would impose on firms, when combined with the cost of complying with other regulations would likely be too much to bear for many small firms considering working on federal projects.

The analysis was based on detailed evaluations of the hiring quotas conducted by construction firms that would be covered by the rule. Association officials added that the new rules aren’t even needed, considering federal data indicates contractors are already doing everything within their power to hire people with disabilities and veterans. And the current unemployment rates for people with disabilities and veterans – which the Department cites to justify its new quotas – are lower than for construction workers.

The proposed new rules require firms to meet sweeping new reporting requirements, establish formal partnership agreements with community outreach programs to help with recruiting, and put in place new training programs, among other costly new measures. If firms fail to meet the “goals” set out in the two proposed rules, they face federal audits and potential debarment from working on future federal contracts.

Source: *AGC of America*

An Introductory Guide

Continued from page 7

Hire a Customs Broker

A licensed customs broker can help you navigate laws and regulations that apply to the transactions your planning, including licenses, calculation of taxes, duty fees, etc. A customs broker prepares all the documentation needed to import goods, just as a freight forwarder does for exporters. Customs brokers also facilitate communication between the importer and the government. Licensed brokers must have expertise in the entry procedures, admissibility requirements, classification, valuation, and the rates of duty, applicable taxes and fees for imported merchandise. The customs broker charges the importer a fee for this advice.

You can search for certified customs brokers at the National Customs Brokers and Forwarders Association of America. For international brokers visit the International Federation of Customs Brokers Associations.

Check License or Permit Requirements for Importing Certain Goods

Many imported and exported products are regulated by federal agencies and are listed in SBA’s Exporting/Importing Specific Goods page. If you import or export any of the products listed, you may need to obtain specific licenses and permits or complete additional paperwork. The page also provides information on how to get the appropriate licenses and permits. A customs broker can also help with this aspect of importing goods.

Get Assistance and Training

The federal government provides advice and seminars to small businesses interested in importing.

- Small Business Development Centers (SBDC) – Provide assistance for import businesses and fee-based seminars. Use the map to find a branch near you.

Continued on page 10

Visit www.sbeinc.com to download the latest SBE Newspaper and Newsletter



CALIFORNIA PUBLIC LEGAL NOTICES



UCLA

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a Job Order Contract are invited for the following work:

VENICE BARRY APARTMENT UNITS RENOVATION - JOC 2012 Project Number 946415.01

DESCRIPTION OF WORK: This Project consists of kitchen and bathroom construction renovation work of apartment units in the Venice/Barry Apartments, a 140-unit, 4-story apartment building for graduate students located off-campus at 11811 Venice Blvd., Los Angeles, California 90066. The building accommodates a mix of studio/1 bath, 1-bedroom/1 bath, and 2 bedroom/2 bath units on three levels above parking podium. The 106,900 asf (130,000 gsf) facility was built in 1979. The Project shall renovate the kitchens and bathrooms in up to (134) of the (140) apartment units, representing a total of up to (134) kitchens and (156) bathrooms. The work will occur only as units become vacated during the contract term(s). The current vacancy during the summer is between 9 and 15 units. As more units become vacated during the year they will be secured for renovation. Completed units will be made available for renting and the process will continue until the work is completed or the contract ends.

The scope of work in each bathroom consists of furnishing and installing: new moisture-resistant wall-board; a wet panel system shower enclosure and tub; tile flooring and cove base; tile wall finish at the toilet area; vanity cabinet with countertop and backsplash; medicine cabinet; sink; toilet; lighting; exhaust fan; code-compliant electrical outlets; accessories; and paint on the walls and ceilings. Mold abatement and termite repair work shall be performed as required.

The scope of work in each kitchen consists of furnishing and installing: base and wall cabinets; a stainless steel sink with garbage disposal; countertop; vinyl flooring and wall base; lighting and ceiling fans; code-compliant electrical outlets; and paint on the walls and ceiling. Contractor shall also install University-furnished stoves, refrigerators, dishwashers, and microwave ovens.

The scope of work also consists of providing accessibility upgrades consisting of code-compliant modifications to the following: up to (9) of the (134) units, including kitchens, bathrooms, closets and entrances; the building lobby and laundry rooms; elevator controls and signage; construction of a ramp at the main entrance to the building; and re-striping of the parking garage to provide the building with (4) accessible parking spaces. The Project shall also consist of furnishing and installing new shelving in the laundry rooms, and way-finding signage on the exterior and the interior of the building. It is a requirement of this contract that the accessibility scope be started and completed during the 1-year Base Term.

The total project area is approximately 24,320 asf (28,750 gsf), representing the maximum area of the kitchens, bathrooms and building common areas to be renovated and upgraded. The total area to be renovated within each apartment unit is approximately 164 asf.

Excluded from the scope of this project is work in six apartment units that were previously renovated as well as any work within the Venice Barry Apartments that is not identified above.

The Job Order Contract will have a Maximum Contract Value of \$1,900,000.00 for the 1-year Base Term, and \$1,800,000.00 during each 1-year Option Term, if exercised by University.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on July 12, 2012 and will be issued at:

ARC
2435 Military Ave.

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

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

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

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

and must be received at or before:

2:00 p.m., August 9, 2012

MANDATORY PRE-BID CONFERENCE & JOB WALK:

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on July 19, 2012 beginning promptly at 10:30 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:30 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact Ken MacKenzie at 310-391-0686.

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

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

B License (General Building)

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

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

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

PREQUALIFICATION: To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidders must submit to the above-listed location a completed Prequalification Questionnaire in a sealed envelope no later than:

3:00 p.m., July 26, 2012

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

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

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



UCLA

ADVERTISEMENT FOR BIDS

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

UNEX BUILDING - LIFE SAFETY UPGRADES Project Number 3125046

DESCRIPTION OF WORK: Furnish and install a complete Fire / Life safety system in the University Extension Building. System to include, but is not limited to all equipment, strobes, annunciating devices and panels, smoke detectors, engineering, programming, wire pulls, electrical conduits, boxes and 120V power supply.

The estimated construction cost is \$340,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on July 10, 2012 and will be issued at:

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

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

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

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

and must be received at or before:

2:00 p.m., August 7, 2012

MANDATORY PRE-BID CONFERENCE & JOB WALK:

A mandatory Pre-Bid Conference

UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

ADVERTISEMENT FOR BIDS

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

PROJECT NO. 9556400 Stockton Boulevard Utilities and Site Infrastructure Exterior Landscape Improvements – Phase 1

Description of Work: Develop landscape on the west side of the Institute for Regenerative Cures Building located at 2921 Stockton Boulevard, University of California Davis Medical Center Campus. The landscape improvements include demolition of trees and tree stumps, grading, new concrete mow strips, irrigation, decomposed granite strip and fieldstone boulders and new planting and trees.

Procedures: Bidding Documents will be available at 9:00 AM on July 6, 2012, and will be issued only at:

Facilities Design and Construction
4800 2nd Avenue, Suite 3010,
Sacramento, CA 95817
Tel.: 916-734-7024; Fax: 916-734-7751
contracts@ucdmc.ucdavis.edu

and mandatory Pre-Bid Job Walk will be conducted on July 17, 2012 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact David Larios at 310-825-5500.

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

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

C10 License (Electrical)

PREQUALIFICATION: To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidders must submit to the above-listed location a completed Prequalification Questionnaire in a sealed envelope no later than:

3:00 p.m., July 24, 2012

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

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

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

Bidders must attend a **MANDATORY** pre-bid conference at 1:00 PM on Tuesday, July 17, 2012. For details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

Bids will be received only at: Facilities Design and Construction

Bid Deadline: Sealed bids must be received on or before 1:00 PM, Tuesday, July 31, 2012.

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: B – General Building, or C-27 – Landscape Contractor.

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.

Estimated Construction Cost: \$117,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Davis Health System
JULY 2012

CALIFORNIA PUBLIC LEGAL NOTICES

Request for Proposal

Almaden Dam Improvements Project



Who:

Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of, and providing wholesale water reliability to, Santa Clara County's nearly 1.8 million residents.

What:

The water district is soliciting proposals for professional planning and environmental consultant services for the Almaden Dam Improvement Project (Project). This consultant will be responsible for the development and preparation of planning study documents, including the problem definition report, planning study report and California Environmental Quality Act (CEQA) document to meet the objectives of the Project. The Project is located in San Jose, California. An optional pre-proposal meeting and site visit will be held on the date and time specified in the RFP Schedule posted in water district's Contract Administration System (CAS). An RSVP is required two working days in advance to **Victor Gutierrez**, Project Manager.

For complete and updated information on this Request for Proposal (RFP) requirements and deadlines, please go to water district's web portal at <http://cas.valleywater.org>.

Please submit your proposals electronically in CAS by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When creating an account in CAS, select the expertise code "CE11 Geotechnical Engineering" and add contact information as necessary. If you need assistance with creating a CAS account, please call **(408) 265-2607, ext. 2992**, or e-mail questions to ContractAdministration@valleywater.org.

Contact:

Proposal content questions regarding this RFP shall be directed by email to Victor Gutierrez, Project Manager, at: vgutierrez@valleywater.org.

6/2012_KT



CALIFORNIA STATE LOTTERY Invitation for Bid (IFB) #333 Electronic Fund Transfer Service

The California State Lottery (Lottery) is inviting bid responses from qualified Bidders to provide electronic fund transfer services to collect funds from and disburse funds to Lottery retailer accounts related to the sale and prize payment reimbursement of Lottery products.

Qualified Bidders must have membership as a Centralized Treasury System (CTS) bank approved by the State of California Treasurer's Office and have a minimum of 10 years experience providing electronic fund transfer services.

The solicitation document is anticipated for release in July 2012, and will be available to download on the Lottery Website at www.calottery.com under Vendors.

An Introductory Guide

Continued from page 8

- **SCORE** – Provides online workshops and in-person advice from over 12,400 volunteer counselors across the nation. Use the search tool to find help near you.
- **U.S. Customs and Border Protection (CBP) Contacts** – Contact information to find assistance from any of CBP's offices in international trade, trade relations, and brokers.
- **International Trade Administration (ITA) Services** – ITA's import services, including counseling and a program/partner search.

Source: *U.S. Small Business Administration*



City and County of San Francisco July 2012 Monthly

San Francisco International Airport Terminal 3 Common Use Club Lease

The Airport Commission has commenced the Request for Proposal (RFP) process for Terminal 3 Common Use Club Lease at San Francisco International Airport. The Informational Conference will be held at 2:00pm PST, July 18, 2012 at SFO, International Terminal – Admin. 5th Floor, Room 28R. Written comments and recommendations will be accepted until 5:00pm PST, August 1, 2012.

San Francisco Arts Commission Call for Artists

The San Francisco Arts Commission has issued several Calls for Artists for public art projects for Port Pier 92 and the Central Subway. Application deadlines are fast approaching. Please visit sfartscommission.org/pubartcollection for more information.

San Francisco Municipal Transportation Agency Employment Opportunities

The SFMTA is currently recruiting qualified candidates for the following positions: Mechanical Shop and Equipment Superintendent.

Description: Under general direction, the Mechanical Shop and Equipment Superintendent, either as an immediate supervisor or through subordinate supervisors, directs the activities of a group of crafts persons engaged in the fabrication, maintenance and repairs of a wide variety of machinery and other heavy equipment. Heavy equipment includes cable car propulsion cable, gear drives, motors, tension carriages, turntables, sheaves, pulleys, and track way mechanical components (such as depression beams, bumper bars, gypsies and safety latches). Essential functions include: managing subordinate supervisors and craft workers who are involved in a wide range of technical duties needed to maintain the heavy equipment; coordinating with appropriate supervisors in the fabrication, maintenance, repair of a wide variety of mechanical equipment; preparing specifications for the purchase of new equipment or machinery, and preparing and directing the preparation of various written reports; preparing annual budget as well as managing the expenditure of funds; monitoring work performed by outside contractors; carrying out safety requirements and procedures; interacting with departmental personnel, contractors and others pertaining to the fabrication, maintenance and repair activities; and assisting subordinates in professional development. Incumbents also perform other related duties as required.

Please visit our website at: <http://www.jobaps.com/SF/sup/BulPreview.asp?R1=CBT&R2=7126&R3=058682> for complete job announcement and information on how to apply for this position.

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

FEDERAL • STATE • CITY/COUNTY

COMMODITIES OPPORTUNITIES

This is a Partial Listing of Commodities bids visit www.sbeinc.com for a full listing.



MACHINERY & SUPPLIES

VENTURA COUNTY

KALMAR MODEL RT250 ROUGH TERRAIN CONTAIN

1st reported in SBE: 7/05/12
Location: Port Hueneme, CA
No Bid Date Specified
Bid Date Extended from: 6/05/12
Ref#: SP3300-12-R-0038
Description last reported in SBE: 07/05/12
Owner: Defense Logistics Agency, Port Hueneme,
Eric S. Berns, (717)770-4282
SIC: 333924

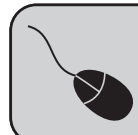
Electronic / Electrical

LASSEN COUNTY

VARIABLE DRIVE FREQUENCY

Location: Herlong, CA
Date: 8/01/12
Ref#: W912GY12T0049
LOCATION: ACC- Warren (ACC-WRN)(SIAD) Building 74, Herlong CA
CONTACT: ACC- Warren (ACC-WRN)(SIAD), Building 74, Herlong, CA 96113-5009
Requirements: br Sierra Army Depot has a requirement for a Variable Drive Frequency. br br Set Asides: br This procurement has no restrictions. The North American Industry Clas-

sification System (NAICS) Code is 335312. br br Solicitation Info: br All responsible sources may submit a quote, which shall be considered. The anticipated posting of this solicitation is July 5, 2012 and closes August 1, 2012, at 5:00pm PST. The anticipated award date is August 20, 2012. In accordance with FAR 5.102(d), availability of this solicitation will be limited to the electronic medium. Inquiries: All contractual and technical questions must be submitted in writing through Army Single Face Industry (ASFI) or may be faxed to 530-827-4722, Attn: Charee Harris or emailed to charee.k.harris.civ@mail.mil. No telephone questions will be accepted. Questions will not be accepted within 5 days of the closure date, br br Notifications: br Notification of any postponements and any amendments to this solicitation will be posted on this website. It is the sole responsibility of the offeror to continually view this website for any amendments made to this solicitation <https://www.fbo.gov/notices/9e2fd06c18c0bcdf3396fda4ad0a62cb> ACC- Warren (ACC-WRN)(SIAD)
Owner: Department of the Army, Building 74, Herlong, CA, 96113-5009, Charee K. Harris
SIC: 335312



COMPUTER EQUIP. & SUPPLIES

SAN DIEGO COUNTY

MACBOOK PRO LAPTOPS AND RELATED SOFTWARE

1st reported in SBE: 7/05/12
Location: San Diego, CA

Date: 7/26/12
Bid Date Extended from: 6/19/12
Ref#: N00039-12-R-0063
Description last reported in SBE: 07/05/12
Owner: Department of the Navy,
4301 Pacific Highway Bldg, San Diego, CA, 92110-3127,
- Shane H Derby
SIC: 334111

COMMUNICATION EQUIPMENT

SAN DIEGO COUNTY

COMMERCIAL BROADBAND SATELLITE PROGRAM

1st reported in SBE: 6/14/12
Location: San Diego, CA
Date: 10/31/12
Bid Date Extended from: 4/20/12
Ref#: N00039-12-R-0021
Description last reported in SBE: 06/14/12
Owner: Department of the Navy,
4301 Pacific Highway Bldg, San Diego, CA, 92110-3127,
Kenneth B Nickel
SIC: 334220

PIPE, VALVES & FITTINGS

LASSEN COUNTY

COUPLING ASSEMBLIES, PIPE SECTION, DRIVER

1st reported in SBE: 6/28/12
Location: Herlong, CA
Date: 7/30/12
Ref#: W912GY12T0048
Description last reported in SBE: 06/28/12
Owner: Department of the Army, Building 74, Herlong, CA, 96113-5009, Charee K. Harris
SIC: 332912
SBSA

VALVE PARTS KIT

Location: Herlong, CA
Date: 8/05/12
Ref#: W912GY12T0051
LOCATION: ACC- Warren (ACC-WRN)(SIAD) Building 74, Herlong CA CONTACT: ACC- Warren (ACC-WRN)(SIAD), Building 74, Herlong, CA 96113-5009 Requirements: br Sierra Army Depot has a requirement for Valve Parts Kits. br br Set Asides: br This procurement is a small business set-aside. The North American Industry Classification System (NAICS) Code is 332912. br br Solicitation Info: br All responsible sources may submit a quote, which shall be considered. The anticipated posting of this solicitation is Jul 5, 2012 and closes August 6, 2012, at 5:00pm PST. The anticipated award date is August 13, 2012. In accordance with FAR 5.102(d), availability of this solicitation

BANKING \$ FINANCE

Deadline for SBA's 504 Jobs Act Refinancing is Approaching Fast

by Davidh, *Community Moderator*

"Cash is King," the old axiom goes, and it is true both in personal and business finance. Whether you are the proud owner of an active, successful company, or just taking the first steps toward your dream business, financing your venture takes center stage.

While the nation's economy is slowly but surely recovering from the Great Recession, many businesses are still in a financial bind that makes it difficult for them to grow and create more jobs.

Does this scenario sound familiar: Accounts payable mounting, new projects on hold, drying up reserves and shrinking returns. You need cash to jumpstart your business, STAT! The question is where to turn to. Refinancing, that's where, and this may be the best time!

Back in 2010, faced with the challenge of helping small businesses survive the recession and start driving the economic recovery, Congress passed and the President signed the Small Business Jobs Act. Under its provisions, SBA launched a temporary program to allow small businesses to refinance eligible fixed assets with its 504 program, without requiring an expansion of the business.

The refinance program is slated to expire on September 27, 2012, so, if you feel that your business could use a shot in the arm, now's the time to roll up your sleeve and consider a 504 refinancing option.

The SBA's 504 program offers below market pricing and long term, fully amortizing fixed rates. Borrowers can finance up to 90 percent of the current appraised property value. One of its most appealing features is that borrowers may be able to obtain "cash out" proceeds from the refinancing to pay for eligible business expenses such as payroll, inventory and accounts payable, among others.

To be eligible to participate in the 504 refinancing program, applicants need to demonstrate that their loans are current and that they have successfully made all required payments in the last year with no payments more than 30 days past due. Also, the debt to be refinanced must have been incurred at least two years prior to the application.

Standard 504 loan Program

The 504 loan program is a long-term financing tool designed to foster development within a community by providing small businesses with long-term, fixed-rate financing to acquire major fixed assets.

Proceeds can be used to:

- Purchase land, including existing buildings
- Purchase of improvements, including grading, street improvements, utilities, parking lots and landscaping
- Build new facilities or modernize, renovate or convert existing facilities

- Purchase long-term machinery or equipment, and, under the refinancing program
- And until 9/27/12, refinance of fixed asset debt without expansion and the ability to finance eligible business expenses.

How a 504 loan is structured

Typically, a 504 loan includes three elements:

- A loan (or first mortgage) secured with a senior lien from a private-sector lender covering up to 50 percent of the project cost
- A second mortgage secured with a junior lien from an SBA Certified Development Company (backed by a 100-percent SBA-guaranteed debenture) covering up to 40 percent of the cost, and

A contribution of at least 10 percent equity from the small business borrower

Don't delay your decision. There are opportunities in every business cycle and the time to consider a refinance and to explore how this program can help your business is now.

For more information on the temporary SBA 504 loan refinancing program, visit <http://www.sba.gov/content/504-loan-refinancing-program>.

Source: *U.S. Small Business Administration*

5 Ways To Attract Business Financing Even With A Recession Looming

Anyone who has tried to get financing for his or her business in this period of economic downturn has probably had a very difficult time doing so. However, while it may be true that lenders have made it much more difficult for businesses to get loans, it does not mean it is impossible. The following are some ways to help you get a loan for your business:

Understand and improve on your 5 C's of lending

Most lenders depend on 5 factors while determining whether to issue a loan or not. These are character, capacity, collateral, conditions and capital. The lenders depend on your credit score to be able to analyze your financial management skills and your financial performance. They then infer your ability to repay the loan from your debt ratio.

They also need to ensure that you have sufficient real estate assets to act as collateral and that you can fulfill their conditions. Finally the lender will want to analyze your capital, your net worth and equity available for the loan. Knowing that these variables will be critically analyzed by the lender you ought to work to strengthen any weak C to improve your chances of being considered for a loan.

Cut your expenses and shorten your planning cycle

Any bank you approach for a loan will want to see your business plan. If it appears that there might be an economic recession or there already is one looming, then shorten your planning cycle and review the plan frequently. Plan at least quarterly or better still, monthly. Let the lender you are approaching see that you are aware that your customers

will have less money to spend and you have created provisions for that. This will cause you to come across as a wise business owner.

Create realistic forecasts of your revenue stream against your expenses

Do not overstate your revenue in flow or understate your expenses if you want to get a loan during an economic down turn. The lenders will appreciate your honesty. Look at your industry to be able to project how your revenue stream will be.

If you specialize in luxury goods then your revenue stream is surely going to suffer during a recession but it might actually improve if you sell necessity items. Let all this be reflected in your financial statements, for this you can approach economic experts for advice. If you find out that, the recession appears to be ending soon, then that might justify your increased revenue estimates in future plans.

Present cash flow statements

Over and above revenues and expenses, most lenders would like you to include your cash flow statements in your business plan. Cash is the lifeline of any business enterprise and the lender will want to know what the cash situation in your business enterprise looks like.

Also realize that you can make profits and still not have enough money for business operation and work towards maximizing the business operative cash flows. You can try converting your revenue and expenses to cash flows and present them to the bank but make sure you are conservative in your estimates.

Prepare a scenario analysis

It is of utmost importance to prove to the lender that you are aware that serious events can occur during an economic recession and you have made provisions for them. This can be demonstrated by the inclusion of a well thought out scenario analysis (or even several if need be) of how your revenue and expenditure would be affected should a serious event such as deflation or massive inflation occur.

I. In the case of deflation, prices drop. This means that your cash stream and revenue inflows would also drop. Your expenses would reduce also, but so would your customers' purchasing power, as it would have been eroded by the consequent drop in their wages and incomes.

II. In the case of inflation however, there is an increase in prices. This means that your customers' purchasing power will be reduced also and your expenses would be high.

Showing that you are aware of the possibility of these factors and you have put them under consideration in your business plan should go a long way in impressing your lender.

An application of the tips outlined above should definitely make you stand a better chance of receiving a loan, so take heed of the advice, folks!

Jeff is a financial adviser and writes blogs related to finance and marketing and also gives information on how you can manage your finance during recession and avoid problems through his website CheapestMerchantAccounts.com.

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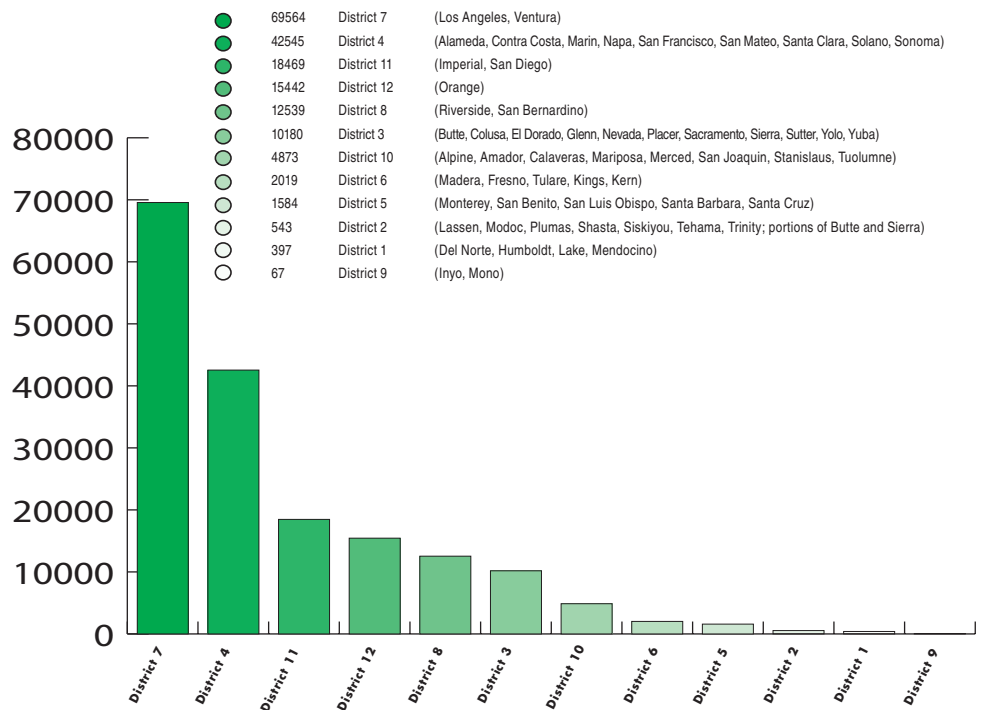
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