

ARCADIS-US, Inc.

ARCADIS-US, Inc
is requesting DBE subcontractor's proposals for the
Request for Qualifications to provide Caltrans District 7 A&E
Professional and Technical Construction Engineering & Critical
Path Method (Contract Number AE07A3260).

Seeking:

- Critical Path Method Scheduling
- Construction Inspection
- Office Engineering

213-486-9884

See page 5 for the Full Ad

Wheeler & Gray Consulting Engineers

Sub-Bids Requested From Qualified
DBE, MBE, WBE, DVBE Subcontractors & Suppliers
As-Needed Civil and Structural Engineering Consultant Services
Solicitation No. AED 7739813
Project Location: Alhambra, California
Bid Date: 9/6/2012

626-432-5850

See page 3 for the Full Ad

UCSF Medical Center

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

**Mount Zion (MZ) Basement Inpatient
Pharmacy 797 Compliance**
Project Number: 10-581; Contract Number: L00139
University of California, San Francisco Medical Center
Bid Deadline: 2PM, Wednesday, October 10, 2012

626-432-5850

See page 8 for the Full Ad

DGS Tops Small Business & DVBE Contract Goals

The Department of General Services (DGS) continues to support California small businesses, microbusiness, and disabled veteran business enterprises by meeting and exceeding state contracting goals.

During fiscal year 2011-12, DGS awarded \$72.1 million, or 38.5 percent, of its contracting dollars to small businesses and microbusinesses (SB/MB), far outpacing the state goal of 25 percent. In addition, DGS awarded \$18 million, or 9.6 percent, of its contracting dollars to disabled-veteran owned business (DVBE), tripling the state goal of three percent.

About DGS

We deliver results by providing timely, cost-effective services and products that support our customers

Excellence in the Business of Government!

The Department of General Services (DGS) serves as business manager for the state of California. General Services helps to better serve the public by providing a variety of services to state agencies through procurement and acquisition solutions, real estate management and design, environmentally friendly transportation, professional printing, design and Web services, and funding for the creation and construction of safe schools.

See page 10 for the

Contracting participation by DGS division or office chart

Website: <http://www.ca.gov/>

Source: <http://www.dgs.ca.gov/dgs/NewsRoom.aspx>

Visit
www.sbeinc.com



What plans are in place for us to get a bigger piece of the pie?

Forum:

Editors invite comments on issues relevant to the small business community.
[email comment to sbe@sbeinc.com]

New York City spent 16.9 Billion dollars last year in purchasing. -Less than 1% went to MBE/WBE together that is a DAMN shame!

Michael C. Smith: MWBE contractors getting a significant piece of the City AND State's procurement "pie" has been and continues to be a problem. I don't think it is less than 1%, but it is still far below what it should be based on the numbers. I always encourage MWBEs to be as consistent as they can. The Department of Small Business Services (SBS) has made progress over the years in raising the numbers despite the lack of a "goals"

program. The State has increased their numbers to 20% requirement of MWBEs for all contracts. The road to obtaining contracts is still the same:

1. MWBEs must be certified; the process has been somewhat simplified and there is cross-certification between various Agencies;
2. MWBEs should attend procurement events sponsored by SBS, ESDC, and the SBA;
3. MWBEs need to form joint partnerships to bid on larger contracts;
4. MWBE construction firms must be bonded (there are programs to assist in obtaining the bonding)
5. MWBEs should speak to members of the MWBE advisory committee who are advocates for increased procurement.

Forrest City Ratner (developer of the new Barclay Center in Downtown

Brooklyn) has one of the best MWBE participation rates of private industry companies. Turner Construction has a training component for MWBE construction firms that provide sub-contracting opportunities on Turner projects.

Many of the Chambers in the City also offer programs that can help MWBEs get contracts. There is still a lot of work to do, but we will continue to keep the pressure on.

Tracy Trace-Ray: Thank you for your response. It was informative and encouraging not to mention very timely. I was starting to believe there wasn't a plan in place. I am starting to attend some seminars - the presentations are great However the numbers don't lie the City has to catch up with the State and the Government. We both know the two of them are falling short of their goal.

Continued on page 7

Sub-Bids Request Ads »P. 3, 4, 5



Public Legal Notices »P. 4, 8, 9



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Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the Small Business Exchange.

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



Call 1-800-800-8534
or visit us at www.sbeinc.com

About Small Business Exchange

YOUR BRIDGE TO SUCCESS

Established in 1984, the Small Business Exchange Inc. is a business information resource for small D/W/M/DVBE businesses.

Gerald W. Johnson and his wife Valerie Voorhies, founders of the Small Business Exchange (SBE), have been working for two decades to provide these businesses with the most powerful tools available—accurate, up-to-date information about contract opportunities in the public and private marketplaces. Information is delivered in both print and electronic media.

SBE maintains a nationwide 1,000,000+ diversity business database and offers outreach services for corporations wishing to enhance their supplier diversity programs and for primes in their efforts to subcontract with small-, minority-, disadvantaged-, woman-, disabled veteran-owned businesses.

MARKETING SERVICES

SBE offers these full package services:

- **Diversity Outreach**
Outreach to achieve diversity goals and insure compliance with contract requirements.
- **Shoestring Marketing**
Small business use this service to market themselves to other small businesses, corporate and government buyers.

QUICK FACTS

- SBE Today newsletter is published on Monday and Thursday.
- Small Business Exchange newspaper is published on Thursday.
- SBE is an adjudicated newspaper of general circulation
- Determined both "Trade" and "Focus" by the State of California, Department of General Services Office of Small Business Certification Resources
- 2005 MBDA Minority Media Cornerstone award.
- A major advertising source for the University of California, system-wide, state and local agencies, as well as major prime contractors.

Audience Profile

S/D/M/W/DVBE's	81%
Government Agencies	4%
Large Corporations	2%
Legislators	1 %
Organizations/ Associations	1 %
Universities/Colleges	1 %

Audience Profile By Industry

Service	46%
Product	41%
Construction	13%

SBE's strong investment in computer technology speeds up the information-gathering process.

Its innovative marriage of technology and telecommunications moves subscribers into the fast lane on the information highway.

SBE reaches a diverse audience, cutting across ethnic and gender lines, as well as traditional industry segments.



"We are utilizing all the new communications software and network technology," Johnson says, "to extend SBE's information highway to buyers who want to expand their markets to historically under-served communities, and the small businesses in those communities."

Marketing ON A Shoestring

A CUSTOMIZED MARKETING PUSH

SBE offers an effective, low cost, customized marketing campaign service that gives small businesses an opportunity to effectively present themselves to a targeted market.

Reach your market through SBE's 4-step process

- Deliver your message through email, fax, or mail to targeted market
- Print and electronic advertising
- Telephone follow-up
- Reports

- Telephone follow-up
- Reports

Call us today **1-800-800-8534** for more information



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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- COUNTY OF LOS ANGELES
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ADVOCATE
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ISSN 0892-5992

SBE is a certified DBE - CA UCP Firm #5988



CALIFORNIA SUB-BID REQUEST ADS

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

San Diego County Decks/Slabs
Contract #11-238604
California Department of Transportation
Bids: September 6, 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. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the Caltrans website 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
SBE/VSBE/WBE/MBE/DVBE
SUBCONTRACTORS AND SUPPLIERS
FOR THE FOLLOWING PROJECT:

South Wilmington Grade Separation
Specification No. 2690
The Port of Los Angeles
Bids: August 28, 2012 at 2:45 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. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Please contact C.C. Myers, Inc. for assistance with viewing plans and specifications for this project.

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.



FCC/C. C. MYERS, INC. JV

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

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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
DVBE SUBCONTRACTORS
AND SUPPLIERS
FOR THE FOLLOWING PROJECT:

Rt. 101 - Petaluma River Bridge
Contract # 04-2640U4
Sonoma County
Bids: September 5, 2012 at 2:00pm

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.

Ghilotti Bros. Inc./C.C. Myers, Inc. JV 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.

Ghilotti Bros. Inc./C. C. Myers, Inc. JV

525 Jacoby Street 3286 Fitzgerald Rd.
San Rafael CA 94901 Rancho Cordova, CA 95742
415-454-7011 (916) 635-9370
Fax 415-454-8376 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 Ghilotti Bros. Inc./C. C. Myers, Inc. JV for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

AN EQUAL OPPORTUNITY EMPLOYER.

Sub-Bids Requested From Qualified
DBE, MBE, WBE, DVBE
Subcontractors & Suppliers

As-Needed Civil and Structural Engineering
Consultant Services
Solicitation No. AED 7739813
Project Location: Alhambra, California
Bid Date: 9/6/2012

Seeking:
Civil Engineering, Structural Engineering
Wheeler & Gray Consulting
Engineers

650 Sierra Madre Villa Avenue, Suite 300
Pasadena, California, 91107
Phone: (626) 432-5850 • Fax: (626) 432-5858
Contact: John Kelly

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

AN EQUAL OPPORTUNITY EMPLOYER

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

State Highway in Alameda County
in Livermore, Pleasanton and Dublin
From 0.3 Mile East of Airway Blvd.
Overcrossing to 0.2 Mile West of
San Ramon/Foothill Road Overcrossing
Caltrans Contract No. 04-2908E4
Federal Aid Project No. ACIM-580-1(054)D
Engineer Estimate: \$50,200,000
485 Working Days
Goal: DBE 8%
Bids: August 29, 2012 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to) AC Dike, Cold Plane, Electrical, Fence, Concrete Pavement Slab Replacement-Lean, Grinding, Re-bar, Signs-Structures, Slope Protection, Striping/Markers, Joint Seal, Erosion Control, Concrete Barrier, Concrete Minor, Demo/Bridge Removal, Edge Drain, Tack Oil, MBGR, Landscaping, Pile Driving, Post Tensioning, Clear & Grub, CAS/Roadside Signs, Traffic Control, Underground, Precast Concrete Girders, Limetreat, Soil Nail, SWPP Plan and Trucking.

Scope of Work: Roadway Widening and Rehabilitation

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 the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact John Pitsch 925-606-2400 for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

An Equal Opportunity Employer

SFO Terminal 3, Checkpoint Project,
San Francisco, CA RFQ/RFP 9048.A

QUALIFICATIONS DUE:
TUESDAY, AUGUST 28, 2012 BY 4PM

Turner Construction is seeking interested
certified LBE consultants to provide
PROFESSIONAL DESIGN SERVICES.
(AE001-009+012)

PROJECT DESCRIPTION: \$105M Renovation Project includes upgrades to the existing Terminal 3 security checkpoint area to meet new standards, including ticket counters, concessions, toilet rooms and associated areas. New security checkpoints, concession areas and holdrooms will be added to enhance the passenger experience, relieve landside congestion and provide high quality amenities similar to the new Terminal 2.

If interested, please send a brief qualifications package (in PDF format) including your aviation experience, by Tuesday 8/28/12 by 4:00 PM to:
oaklandbd@tcco.com

All subcontract bidders must be certified with the San Francisco Human Rights Commission. They must also pre-qualify with Turner prior to award of any subcontract. For prequalification package please contact Turner Construction, attention: Patty Heredia, email: pheredia@tcco.com or 510-267-8228.

BIDDERS MUST PRE-QUALIFY
CERTIFIED HUMAN RIGHTS COMMISSION
(HRC) FIRMS ENCOURAGED

Requests **EXPRESSIONS OF INTEREST**
from Qualified **DBE** Subcontractors/Suppliers for:

I-15/215 Devore Interchange
Caltrans DB Contract 08-0K7104 In San Bernardino County
Price Proposal Due to Caltrans August 31, 2012

Description of Work: Aggregate Supply, Architectural Surfacing, Asphalt Paving, Bridge/Road Joint Seals, Cast-in-Drill Holes, Clear and Grub, Concrete Barrier, Concrete Pavement Supply, Concrete Supply, Demolition, Dowels, Earthwork, Electrical, Erosion Control, Fence, Landscaping, Metal Beam Guard Rail, Minor Concrete, Misc. Iron and Steel, Painting, Pavement Markings, Piling, Potholing, Precast Bridge, Precast Prestressed Concrete Panels, Prestressing, Rebar, Signs, Soundwalls, Steel Bridge, Storm Drain, Striping, SWPPP, Tie Bars, Traffic Control, Trucking.

Atkinson Contractors, LP

27422 Portola Parkway, Suite 250
Foothill Ranch, CA 92610
Phone: 949-855-9755 Fax: 949-855-9923
Contact Andrew Nelson at 949-204-7140

To see plans, specs and addenda go to:
<http://www.dot.ca.gov/hq/oppd/designbuild/devore-index.htm>

100% Performance & Payment Bonds will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%. Insurance requirements per ITB Book 1 - DB Contract, Section 9.

An Equal Opportunity Employer

SMALL BUSINESS EXCHANGE

CALIFORNIA SUB-BID REQUEST ADS



A Joint Venture in Association with LAN | 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.



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

Current and ongoing procurement opportunities for the I-805 North project are available through Skanska's Procurement website

Please visit:
www.usa.skanska.com/I805North

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site.

Voith Hydro Inc. is seeking Sub-bids from qualified Minority Business Enterprise, Women Business Enterprise, and Other Business Enterprise vendors in the following areas:

(1) Steel Casting, Forging & Machining Services, (2) Lubricating Oil Suppliers, (3) Hardware Suppliers, (4) Bearing Rebabbiting Services, (5) NDE Inspection Services, (6) Site Facilities Services, (7) Painting, (8) Trucking Services.

Project Name: UMC Gorge Power Plants Generator & Turbine Reliability Improvement (RFP90066)
Owner: City of Los Angeles
Department of Water and Power
Proposal due date and time: Monday, September 10, 2012, 02:00 p.m. PST

For a copy of the plans and specifications and/or information on our policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

To inquire about sub opportunities, please contact us no later than **September 3, 2012.**

Voith Hydro Inc.

Contact: **Christopher Barrios de León**
Supplier Diversity Coordinator
760 East Berlin Road • York, PA 17404
P: 626-818-0954 F: 626-316-7103

REQUESTING SUB-BIDS

From All Qualified UDBE/DBE/SBE/WBE/MBE and other small business (OBE) Subcontractors/Sub-consultants/Suppliers/Vendors for:

BALDWIN AVENUE GRADE SEPARATION PROJECT STATE PROJECT NO. 0712000280

ACE CONTRACT NO. 12-04

Owner: Ace Construction Authority

Reyes Construction is requesting bids for: SWPPP, Quality Control Testing, Surveying, Temporary Fencing, Clear & Grubbing, Demolition, Earthwork, Trucking Aggregates, Pipe Jacking, Steel Piling, Utilities (Water, Sewer & Storm Draining), Minor Concrete Structures, Asphalt & Concrete Paving, Signage & Striping, Temporary Traffic Control, Landscape & Irrigation, Fencing & Railing, Traffic Signal, Electrical, Street Lighting, Minor Concrete (Curb & Gutter, sidewalk, ramps and driveways,) Stamped Concrete, Structural Concrete (Bridge, Retaining Walls & Pump Station), Precast Pre-Stressed Concrete Girders, Rebar, CMU Block Walls, Waterproofing, Railroad Work, Misc. Metals, Protective Coatings, Manufactured Steel Bridge.

BID DATE: September 05, 2012 @ 2:00 pm

Reyes Construction, Inc.

State License Number 507561
1383 S. SIGNAL DRIVE, POMONA, CA 91766
Phone: 909.622.2259 • Fax: 909.622.3053
Contact: Estimating Dept Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications and all attachments can be viewed online at no additional cost at:

1. <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)
2. Via the AGENCY'S online bidding system
www.theaceproject.org/contract.htm
Please fax quotes to: 909.622.3053

FINE LINE CONSTRUCTION

Is Requesting Sub-Bids from Certified Subcontractors and Suppliers for:

Uiloe Elementary School Bungalow Replacement Project

BID DATE: August 28, 2012 @ 2:00 PM

Est. Cost: \$1,600,000.00

This is a prevailing wage and certified payroll project

Divisions where scope is identified are:
2; 3; 5; 6; 7; 8; 9; 10; 11; 15; 16; and 17

Plans and Documents are available at:

Fine Line Construction

943 Howard Street • San Francisco, CA 94103
(415) 512-7677 & FAX (415) 512-7688
Contact: Estimating Department

Or you contact ARC @ (415) 537-2235 sf@e-arc.com

• **DVBE COMPANIES ARE ENCOURAGED TO BID**
• **THIS PROJECT IS NOT SUBJECT TO A PROJET LABOR AGREEMENT**

• **THIS IS A PREVAILING WAGE PROJECT AND THE ELATIONS WILL BE USED.**

****Bid Bonds and/or Payment & Performance Bonds may be required. Fine Line Construction is signatory to the Carpenter's, Laborer's, Lathers & Plasterers, Collective Bargaining Agreements. Successful Subcontractor will be expected to execute a standard Fine Line Construction Subcontract Agreement.

McCarthy Building Companies, Inc.

IS SEEKING BIDS FROM QUALIFIED MBE & WBE SUBCONTRACTORS & SUPPLIERS:

Jet Propulsion Laboratory West Arroyo Design-Build Parking Structure Pasadena, CA

McCarthy Building Companies, Inc. is bidding on the above referenced project as a General Contractor and is requesting proposals from qualified Subcontractors and Suppliers.

BIDS ARE DUE THURSDAY, SEPTEMBER 6, 2012 BEFORE 3:00 PM.

Please submit your scope letters at least two (2) days before the bid date and time.

The scope of work includes the construction of a new freestanding multi-level design-build Parking Structure with a minimum of 1000 stalls including the roadway, hardscape, and landscape improvements.

Work Categories Include: Demo of Existing Buildings; Site Clearing, Demo of Existing Parking Lot(s), Earthwork; Shoring; AC Paving; Site Concrete; Pavement Markings; Landscape & Irrigation Systems; Site Utilities; Reinforcing Steel & PT Cables; Masonry; Misc. Metal; Barrier Cables; Waterproofing/Sealants & Caulking; Sheet Metal; Security Grilles; Hollow Metal Doors & Frames; Lath/Plaster/Drywall; Painting; Signs; Fire Extinguishers & Cabinets; Elevator; Fire Protection; Plumbing; HVAC; and Electrical.

Bid Documents: Drawings, specifications, and other project documents are available for free download from McCarthy's ftp site.

- Using Filezilla or Coreftp LE access the documents. Directory for accessing the ftp site: [ftp.mccsocal.com](ftp://ftp.mccsocal.com) Username: jplps Password: mccarthy.
- Drawings are also available for a non-refundable purchase by contacting ARC (714-751-2680) and providing them with the ftp site information above.
- Drawings are also available for viewing in McCarthy's Plan View Room at our home office in Newport Beach.

This is a prevailing wage project, Davis Bacon and Related Act Regulations apply in accordance with JPL General Provisions. General Wage Determinations can be viewed online at <http://www.dol.gov/>.

100% Performance and Payment Bonds are required from an admitted surety for contracts over \$25,000. McCarthy will pay actual bond cost, up to 1.5% of the bid amount. Upon request, subcontractors will be required to provide evidence of their ability to provide said bonds within twenty-four (24) hours.

This project is subject to "Buy America Act".

McCarthy is an equal opportunity employer and encourages Small, Local, Emerging, MBE, WBE, DVBE and DBE participation.

Please contact us should you have any questions regarding project specifics.

McCarthy Building Companies, Inc.

20401 S.W. Birch St., Suite 300, Newport Beach, CA 92660
Phone: (949) 851-8383 • Fax: (949) 756-6841
WE ARE AN EQUAL OPPORTUNITY EMPLOYER.

CALIFORNIA PUBLIC LEGAL NOTICE

UC SAN FRANCISCO MEDICAL CENTER

ADVERTISEMENT FOR BIDS

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

MOFFITT/LONG (M/L) HOSPITAL LIGHTING RETROFIT Project Number: 12-753; Contract Number: S00068

Description of Work:

Removal and replacement of existing T12 lamp and ballast combinations with new T-8 lamp and ballast combinations and incandescent bulbs at various locations in the Moffitt and Long Hospitals as part of UC/CSU/IOU Energy Partnership incentive program with PG&E. The work is required to be complete within 6 weeks and required to be performed during normal working hours as well as outside normal working hours as needed for timely completion. Strict adherence to Infection Control requirements (Section 01021) and Interim Life Safety Measures (Section 01110) are to be followed. Estimated Construction Cost is \$150,000.

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

Bidders must submit qualification documents as an attachment to the Bid Form.

Procedures: Bidding documents will be available at **10AM, Friday, August 24, 2012** and will be issued only at:
UCSF Documents, Media & Mail (UCSF-DMM)
1855 Folsom Street, Room 135
San Francisco, CA 94103

Contact Persons: Ben La (415) 476-5030 (9AM – 5PM)
Lisa Gee (415) 502-4523
Fax No. (415) 476-8278

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

Bidders must attend a **mandatory** pre-bid conference at **11 AM, THURSDAY, AUGUST 30, 2012**. For details, see above website address.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

Bid Deadline: Sealed bids must be received on or before **2 PM, THURSDAY, SEPTEMBER 13, 2012**. And Bids will be opened after 2:05 PM.

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

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

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: ELECTRICAL, C10

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco Medical Center
August, 2012

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

CALIFORNIA SUB-BID REQUEST ADS

ARCADIS-US, Inc is requesting DBE subcontractor's proposals for the Request for Qualifications to provide Caltrans District 7 A&E Professional and Technical Construction Engineering & Critical Path Method (Contract Number AE07A3260).

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

- Critical Path Method Scheduling
- Construction Inspection
- Office Engineering

ARCADIS intends to conduct itself in "good faith" with DBE firms regarding participation with this contract. The RFQ is available through the Caltrans Procurement Website, BidSync, or with Sarah Carlson (sarah.carlson@arcadis-us.com), phone (213) 486-9884 or fax (213) 486-9894.

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

If your firm is interested in submitting your qualifications, please submit your letter of interest, statement of qualifications, and the services/positions for which you wish to be considered to Sarah Carlson on or before **August 27, 2012**. Late submittals will not be accepted. Qualifications can be submitted by mail, fax, or email (email preferred).

ARCADIS-US, Inc

Attn: **Sarah Carlson**, Marketing & Proposal Specialist
445 S. Figueroa Street, Suite 3650
Los Angeles, Ca 90071
Email: sarah.carlson@arcadis-us.com
Fax: (213) 486-9894

ARCADIS-US, Inc is requesting DBE subcontractor's proposals for the Request for Qualifications to provide Caltrans District 7 A&E Professional and Technical Construction Engineering & Critical Path Method (Contract Number AE07A3261).

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

- Critical Path Method Scheduling
- Construction Inspection
- Office Engineering

ARCADIS intends to conduct itself in "good faith" with DBE firms regarding participation with this contract. The RFQ is available through the Caltrans Procurement Website, BidSync, or with Sarah Carlson (sarah.carlson@arcadis-us.com), phone (213) 486-9884 or fax (213) 486-9894.

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

If your firm is interested in submitting your qualifications, please submit your letter of interest, statement of qualifications, and the services/positions for which you wish to be considered to Sarah Carlson on or before **August 27, 2012**. Late submittals will not be accepted. Qualifications can be submitted by mail, fax, or email (email preferred).

ARCADIS-US, Inc

Attn: **Sarah Carlson**, Marketing & Proposal Specialist
445 S. Figueroa Street, Suite 3650
Los Angeles, Ca 90071
Email: sarah.carlson@arcadis-us.com
Fax: (213) 486-9894

ARCADIS-US, Inc is requesting DBE subcontractor's proposals for the Request for Qualifications to provide Caltrans District 7 A&E Professional and Technical Construction Engineering & Critical Path Method (Contract Number AE07A3262).

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

- Critical Path Method Scheduling
- Construction Inspection
- Office Engineering

ARCADIS intends to conduct itself in "good faith" with DBE firms regarding participation with this contract. The RFQ is available through the Caltrans Procurement Website, BidSync, or with Sarah Carlson (sarah.carlson@arcadis-us.com), phone (213) 486-9884 or fax (213) 486-9894.

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

If your firm is interested in submitting your qualifications, please submit your letter of interest, statement of qualifications, and the services/positions for which you wish to be considered to Sarah Carlson on or before **August 27, 2012**. Late submittals will not be accepted. Qualifications can be submitted by mail, fax, or email (email preferred).

ARCADIS-US, Inc

Attn: **Sarah Carlson**, Marketing & Proposal Specialist
445 S. Figueroa Street, Suite 3650
Los Angeles, Ca 90071
Email: sarah.carlson@arcadis-us.com
Fax: (213) 486-9894

ARCADIS-US, Inc is requesting DBE subcontractor's proposals for the Request for Qualifications to provide Caltrans District 7 A&E Professional and Technical Construction Engineering & Critical Path Method (Contract Number AE07A3263).

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

- Critical Path Method Scheduling
- Construction Inspection
- Office Engineering

ARCADIS intends to conduct itself in "good faith" with DBE firms regarding participation with this contract. The RFQ is available through the Caltrans Procurement Website, BidSync, or with Sarah Carlson (sarah.carlson@arcadis-us.com), phone (213) 486-9884 or fax (213) 486-9894.

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

If your firm is interested in submitting your qualifications, please submit your letter of interest, statement of qualifications, and the services/positions for which you wish to be considered to Sarah Carlson on or before **August 27, 2012**. Late submittals will not be accepted. Qualifications can be submitted by mail, fax, or email (email preferred).

ARCADIS-US, Inc

Attn: **Sarah Carlson**, Marketing & Proposal Specialist
445 S. Figueroa Street, Suite 3650
Los Angeles, Ca 90071
Email: sarah.carlson@arcadis-us.com
Fax: (213) 486-9894

Market Your Small Business Better Than the Big Guys



By **Robert Basso**

I woke up one morning to my alarm clock blaring a GEICO advertisement. I turned on the TV to catch the weather before I got dressed and there was that cave man commercial. I jumped in the car and tuned to my favorite station only to hear that smarty pants lizard with a Cockney accent shilling for the insurer. I drove my normal route to the office and saw a billboard across the railroad bridge claiming that I could save 15 percent on my car insurance. I finally arrived at my office and pulled into my parking spot and as I stepped out I heard the buzz of a small airplane overhead, so I look up to see that it is pulling; yes you guessed it, a GEICO banner. This is advertising muscle at its mightiest. What can your small firm do to match this kind of power? The answer is maybe nothing.

Small businesses have always been frustrated with the marketing and advertising power of large multi-national firms and it has been even more so in today's tougher economic climate. We certainly can't concede the marketing war and give up hope that anyone will buy

our product or service, but the task seems so daunting when you just can't get away from a competitor's advertisements and you even find yourself whistling the catchy tune on their commercial or chuckling at their online video that just went viral.

However, the little guy does have options. Here are a few things you can do to help you stand out without breaking the bank.

1. Be laser focused. The big shops can afford to spam the world. You can't. Make sure you know your audience and focus on them very carefully. A well-designed, thoughtful campaign can yield great results if it really speaks to your potential client.
2. Be original. If you directly compete with a big industry player as most small businesses do, take a distinctly different demeanor or air in regards to your product or service. It could be that you are exclusively for those potential customers whose service is overpriced or maybe you offer educational seminars in an industry that does not currently have these.
3. Temper your expectations. Your latest mailing campaign went out and you are sitting by the phone, just waiting for it to start ringing off the hook. Really? Adopting an unrealistic view of the results of a single ad or campaign will give you acid reflux and not help your bottom line. Take the long view and tailor your marketing campaigns to work together for the best results.
4. Ask for help. The big guys have huge ad agencies and fancy consultants. You might only

have your Uncle Buddy that did a mailing campaign once back in the 80's. Don't talk to him. Ask your colleagues for their opinions, or for a bigger campaign, find a local pro that can help you even if it is a modest fee. It's worth the investment.

5. Publish press releases. Use a service like PRweb.com that gets your releases to potentially hundreds or thousands of online outlets. You will be pleasantly surprised with the results and web awareness it brings.

I left social media out of the short list above because it is now a given that you must participate in the online conversation. LinkedIn seems to be the best choice for having a directed, business-related conversation, whereas Facebook is great for letting your personality shine through. All these sites are arranged around relationships and commonality, not the traditional search model like Google. This is where smaller organization like yours can really shine because you don't need sophisticated tactics or a \$50,000 budget; you just need to be you. Well, a better you.

I did not literally mean do nothing when competing against a larger competitor. What I meant is, don't try to do exactly as they do. The biggest reason is that you may not be able to afford to do it and you will not get the same results if you mimic their efforts on a fraction of their budgets. The power you have is your originality, your reputation in the marketplace and the small-business expertise you bring to the table. Don't be just like GEICO—be just like you.

Source: © 2012 American Express Company.

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange**.

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

Call **1-800-800-8534**
or visit us at **www.sbeinc.com**





THE CITY OF LOS ANGELES

Mayor Villaraigosa Praises the WIB's Efforts in Getting L.A. Back to Work



Mayor Villaraigosa Speaks at WIB Annual Meeting

At the Workforce Investment Board's (WIB) Annual Meeting on July 18, 2012, Mayor Antonio Villaraigosa lauded WIB members for their successful efforts in assisting employers in finding qualified workers and job seekers in obtaining gainful employment, especially during this time of unprecedented economic turmoil and joblessness.

"The best practices in workforce development are happening here in Los Angeles," said

Villaraigosa, who cited as exemplary practices the WIB's industry sector workforce development programs, industry sector intermediaries, and the recently implemented youth workforce development system that focuses on school dropout prevention and recovery. He noted that the U.S. Conference of Mayors has, on numerous occasions, invited City of Los Angeles Community Development Department Assistant General Manager Robert Sainz and WIB Executive Director Gregg Irish to its national events to highlight various WIB undertakings.

Also at the Annual Meeting, the WIB accepted a three-year, \$12 million Workforce Innovation Fund (WIF) grant from U.S. Secretary of Labor Hilda Solis to increase workforce development services to an additional 1,380 youth under the City's OneSource System and \$2.3 million of supplemental funding from the California Multi-Sector Workforce Partnership to provide a myriad of re-employment services to dislocated workers; added the slogan, "A Proud Partner of the American Job Center Network" to the City's Adult WorkSource System and Youth OneSource System's name/brand, and approved the design elements of a procurement CDD will conduct to select contractors/service deliverers under a planned South Los Angeles Initiative.

Mayor Villaraigosa commented, "All of the WIB's actions complement what I've been doing over the past two years to urge Congress to enact a comprehensive transportation bill and convince voters in Los Angeles County to consider extending the half-cent sales tax (Measure R), both of which will facilitate funding for transportation and highway projects and create or save about 170,000 jobs over ten years." WIB Chair Charles Woo mentioned, "The WIB has been endeavoring to create a pipeline of trained and skilled workers for the resultant infrastructure projects."

Mr. Woo was re-elected by his WIB colleagues to another one-year term as WIB Chair. He has had the distinction of serving in this capacity under four Mayors (i.e., Tom Bradley, Richard Riordan, James Hahn and Antonio Villaraigosa). WIB members Nona Randois and Patricia Perez were, respectively, elected as WIB Secretary and WIB Treasurer.

The following WIB members were appointed by WIB Chair Charles Woo and confirmed by the WIB as WIB Standing Committee Chairs:

John Donner, Advocacy Committee

Patricia Perez, Business Services, Marketing and Development Committee

Michael Dolphin, Nominations/Membership Committee

John Hughes, Policy and Oversight Committee

Diana Peterson-More, Training and Supportive Services Committee

David Crippens, Youth Council

WIB members Richard Benbow, Bill Dahlman, Ruth Lopez Novador, and Kenn Phillips will join them as members of the WIB Executive Committee.

The Mayor's new appointments to the WIB, to serve a two-year term through June 30, 2014, include Anthony M. Hassan of the University of Southern California (USC) School of Social Work, Louise McCarthy of the Community Clinic Association of Los Angeles County, Don Ott of Metro, and William Scoles of the State of California Department of Rehabilitation.

Mayor Villaraigosa and WIB Chair Charles Woo took time out from the Annual Meeting to present official City resolutions thanking the following outgoing WIB and WIB Youth Council members for their service to the cause of workforce development:

- Roberta Jefferson
- Arthur T. Leahy
- Frank Miramontes
- Ed Morris
- Darold Sawyer
- Frank Velasco
- Willie Zuniga

The WIB is looking forward to a very impactful year tackling the issues of unemployment and workforce preparation in Los Angeles, and welcomes the participation and input of the public in its deliberations.

*Source: Copyright © 2012
Workforce Investment Board*

Grants for a Minority Artist's Small Business

By George Boykin, eHow Contributor

The subject of grants for a minority artist's small business involves a discussion of possibly two different scenarios that can produce different results: grants that fund a minority for-profit small business and grants that fund a minority artist's nonprofit business. Grants that fund minority businesses are significantly more problematic than grants that fund artistic nonprofit businesses.

Minority Business Grants

As a general rule, neither government agencies nor private foundations give grants that fund for-profit businesses regardless of owner ethnicity or the societal merits of the business. The U.S. Minority Business Agency is very clear in stating that "there is no 'free money' for you to start or grow a business." The federal government cannot give grants for business startups or expansions. State and local agencies normally follow federal guidelines on awarding grants to commercial enterprises, which typically fund specific projects involving research.

Similarly, private foundations risk unwanted encounters with the Internal Revenue Service for awarding grants to entities not clearly engaged in nonprofit and tax-exempt activities as defined in section 501(c)(3) of the Internal Revenue Code. Therefore, if your small business is a for-profit entity and not a tax-exempt 501(c)(3) organization, your status

as a minority artist probably would be irrelevant in qualifying your business for a grant from most private foundations.

Financing Your For-Profit Minority Small Business

Assuming your small business is in business to make a profit and not a 501(c)(3) tax-exempt organization, you should investigate the various guaranteed loan programs backed by the U.S. Small Business Administration. These programs differ based on your financing needs as a borrower and your eligibility qualifications. Some SBA programs help businesses operating in rural and distressed communities. Other programs help business owners from historically disadvantaged groups such as women and minorities. You can get more information about SBA-guaranteed loan programs by visiting the SBA website. In addition, you should visit the MBDA website to learn about the counseling and training programs it offers to qualified minority entrepreneurs. Most states, likewise, offer counseling and financing assistance programs to aspiring minority entrepreneurs. Visit the website(s) of your state's department of commerce and/or department of economic development for more information.

Grants for Your Minority 501(c)(3) Tax-Exempt Business

Unlike for-profit businesses that typically do not qualify for grants from government agencies and private foundations, grant possi-

bilities for your tax-exempt artistic business are considerably greater. Government agencies and private foundations give grants to tax-exempt organizations for all sorts of purposes. The purpose of your tax-exempt organization defines the kinds of grants for which you may qualify. Visit the Grants.gov website to find grant opportunities from more than 1,000 grants from 26 grant-giving federal agencies. The Foundation Center identifies funding sources for arts and cultural support grants from private foundations along with contact information. This subscription service accesses grant information for 8,500 foundations at monthly, quarterly and annual rates

Grants for Individual Artists

You might find it useful to separate your artistic activities from your business activities. In this scenario, you may qualify for a grant as an individual artist. Although most foundation grants go to nonprofit organizations, some foundations directly fund individual artists. These grants, however, are an improbable source for funding a business because they typically support educational or specific artistic projects. The Foundation Center also identifies foundations that give artistic grants directly to individuals.

*Source: Copyright © 1999-2012
Demand Media, Inc.*

Minority Business Development Grants

Government grants are typically defined as awards of financial assistance to carry out a public purpose. In the case of minority business development grants, the public purpose is to produce a general increase in the creation of, and business opportunities for, minority owned businesses. The Minority Business Development Agency in the Department of Commerce is the lead federal agency that awards grants for minority business development through its Minority Business Center program. MBDA awards grants on a competitive basis to operate MBCs throughout the nation. MBCs provide help to eligible minority businesses in arranging financing and contract opportunities in addition to services that assist in the creation and retention of jobs. SBA is also a major player in awarding grants for minority business development through its 8(a) Business Development Program. This program provides grants and cooperative agreements to qualified service providers that give management and technical assistance to help minority companies gain access to federal and private procurement markets.

Read more: Grants for Minority Business Development | eHow.com http://www.ehow.com/info_8194295_grants-minority-business-development.html#ixzz24Kkxm67g

What plans are in place for us to get a bigger piece of the pie?

Continued from page 1

Your resumes gives me the impression that you been around a long time there was big push when Dinkins was in office and that program fell apart once he left.

Ratner had a program during those years also - it destroyed companies. I been in this construction game all my life and I know a good program when see one. Those programs were horrible.

I plan to take advantage of these programs - hoping they are not design like they were in the pass. Those programs where design for failure - people weren't getting paid on time and the red tape was incredible. You stated in your response that doesn't exist anymore.

GOD really answer prays!
Again thanks again for your response - hope to see you on one these new and improve projects.

Michael C. Smith: Monday's NY Times had an interesting article discussing the efforts of Speaker Christine Quinn to introduce legislation to increase MWBE procurement participation. Yes she's doing it because she's running for Mayor - but as long as it gets done.

I did work for years with the City's MWBE program. My Team helped get it back on the City's radar when Bloomberg first came into Office. I still keep my eye on any efforts to improve minority business.

Tracy Trace-Ray: Please note articles in the papers and these events with the fruit and juices are nice. I did all those shows before - they don't put food on the table. The business owner people are working - they have to bid jobs. - and the owners have to take care of their families. Those events mean nothing without substance. I have the cure to heal the businesses. My plan will get those numbers UP not only in the City and the State but whole Nation.

I am a Marine I know how to hit the beach and get things done. I am willing to do what I do best here - but I have to make money also. Too many people get paid to develop programs that don't work. My plan will work because I am fearless. If you or anybody else are interested in working with ME inbox me your number so we can talk.

Julie Thompson: What are the address requirements for M/WBE certification? As a language service provider, I primarily run my business from my laptop for translation, proof-reading and transcription. I accept assignments throught the internet from around the world, whether I am physically in the city or in my volunteer assignment in South America. So, is a virtual office address in New York City, and a business registration in Kings County, enough for M/WBE certification?

Tracy Trace-Ray: I appreciate your craft. I would think your business is where your base is located. That happens to be in the great county of Kings. However the only way you will be able apply for contracts you must be registered with the city, state and government they want that tax money!!!! A D&B number is a plus also. I wish you well!

Julie Thompson: Thank you for your input, Mr. Trace-Ray.

Tracy Trace-Ray: Your welcome - maybe Mr. Smith or someone else can give you some advice also.

Arthur Hill: I am sure that New York is not alone with this contract subject. I initially received an A.A.S in Business Management in 1981. I had returned to college in 2011 to pursue an Associate in Horticulture Technology. This
Continued on page 10



SBE is Now is Your Bridge to Effective Online Marketing

The **Small Business Exchange Inc.** now offers its customers an easy, cost-effective way to maintain a presence on the Internet. Whether you're new to the Web or you're simply looking to upgrade your existing website, SBE Inc. can assist in making the Web work for you in a way you've never experienced.

Your new website will be integrated into your listing on SBEInc.com, which guarantees exactly the type of exposure you want when looking for prospective clients. From one-page e-Card websites to full-fledged multi-page sites, we'll capture the concept and image of your business in a way that will truly speak to your company's future.

**** PLEASE CALL FOR PRICING ****

One Page E-Card Website

- Including:
- Introductory text, contact info and graphics
 - Personalized, custom design
 - Link from your company's profile on SBEInc.com
 - One custom-designed banners circulated on SBEInc.com



Example of one-page E-Card website

Five Page Mini Website

- Including:
- Homepage
 - About Page
 - Services Page
 - Contact Page
 - Clients Page or another page of your choice
 - Unlimited e-mail addresses with webmail (accessible from anywhere)
 - Link from your company's profile on SBEinc.com
 - Two custom-designed banners circulated on SBEinc.com
 - Built-in content management system (you control the content)
 - Submission of your site to top search engines
 - Your own domain name (www.YourCompany.com)
 - This and much more ...

Options/Additions

- Online Portfolios or Photo Galleries
- Flash Intros
- E-commerce solutions
- Submission of your website to numerous search engines

For more onfo on our websites and other marketing solutions:

Mail:
Small Business Exchange, Inc.
703 Market Street Suite 1000
San Francisco, CA 94103
Phone: 415-778-6250 • Fax: 415-778-6255
Email: sbe@sbeinc.com

CALIFORNIA PUBLIC LEGAL NOTICES

DPR CONSTRUCTION, INC.
ADVERTISEMENT FOR SUBCONTRACTOR
PREQUALIFICATION & BID
Epoxy Flooring

Prequalification and sealed bids for a Lump Sum contract not to exceed the Maximum Acceptance Cost are requested only from prospective Subcontractors under the CM @ Risk Fixed Fee Cost Plus with GMP Contract awarded to DPR Construction, Inc. (CA License # 599846) for the following project:

UCSF MEDICAL CENTER AT MISSION BAY
University of California San Francisco Medical Center,
San Francisco, California

BP #	Description	Maximum Acceptance Cost	License Class	
1.	9F-H Epoxy Flooring	Furnish and Install all epoxy flooring to meet code and project requirements for the Hospital.	\$436,000	C-8 Concrete or C-15 Flooring and Floor Covering

All interested subcontractors MUST attend a mandatory Pre-Bid Meeting in order to submit a bid.Documents, Mandatory Pre-Bid Meeting & Due Dates:

1. The mandatory Pre-Bid Meeting for 9F-H Epoxy Flooring is on Tuesday, August 28, 2012 at 10:30AM at UCSF MC ICDC at 601 16th Street, San Francisco, CA 94158. Subcontractors must attend the pre-bid meeting in person.

2. Subcontractors attending the Pre-Bid Meeting will receive Prequalification Forms and those attending via video conference will receive by electronic mail. After subcontractors have been notified that they are prequalified, approximately the week of September 10th, they will receive the Bid Form, Instruction to Bidders and Bidding Documents, as well as DVD-R of the current set of Plans & Specifications. Final list of prequalified bidders will be posted upon completion of evaluation process on the following website: <http://transfer.bps.com/ucsf> .

3. Prequalified Subcontractors will have to complete two (2) separate submittals – the 1st is the Prequalification, the 2nd is the Bid. The bid package is to be submitted per the instructions set forth in the Instructions to Bidders addressed attn. to: Jolene Yap, DPR Construction, Inc., 601 16th Street, San Francisco, CA 94158.

4. For the bid package listed above, the completed Prequalification Form and associated documents are due Wednesday, September 5th, 2012. The sealed bids must be received on or before 3PM, Friday, October 5th, 2012 and will be opened promptly thereafter at UCSF MC ICDC, 601 16th Street, San Francisco CA 94158.

5. Any prospective bidder found to be not prequalified as a result of the bidder’s answers to thisPrequalification Questionnaire will receive written response from the University Facility explaining the Facility’s decision. If the bidder can refute some of the facts upon which the decision was based, the bidder can request a hearing at the Facility to appeal the decision. The decision of the Facility is final and no appealable within the University of California.

Project No. 05-307 | DPR Project No. 08-28026-01

General Description of the Work:
Construction includes 42,000SF of Energy Center (EC), 212,000SF of OSHPD 3 Outpatient Building (OPB), and a 633,000SF, 289-bed, 6-story OSHPD 1 Hospital on a surrounding 14.5 acre site at UCSF Campus at Mission Bay.

The following bid package is currently being solicited: Subcontractors bidding for the following bid package must be prequalified and will be required to have the California current and active contractor’s license for their specific trade(s) as listed below at the time of submission of the Bid.

6. The University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

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

8. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

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

The deadline for receipt of requests for products, materials or equipment specified by name may be required prior to the Bid Deadline. The Bidding Documents should be reviewed for further details.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University within the limits imposed by law or University’s 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.

Note: Advertisement is also posted on the following website: <http://transfer.bps.com/ucsf> .

UC SAN FRANCISCO MEDICAL CENTER
ADVERTISEMENT FOR BIDS

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

Moffitt Elevator Equipment Replacement
Project Number: 12-690;
Contract Number: L00146
University of California,
San Francisco Medical Center

Description of Work: Provide all material and labor to modernize four (4) gearless traction passenger elevators and two (2) gearless traction service elevators in Moffitt Hospital. Refurbishing of existing gearless machines, replace controller with micro-processor controls. The scope of work will include full maintenance of all six (6) elevators during construction and for one year following issuance of Use Permits.

Procedures: Bidding documents will be available at 10 AM, August 23, 2012 and will be issued only at:

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

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

Bidders must attend a mandatory pre-bid conference at 2PM, September 5, 2012. For details, see above website address.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

Bid Deadline: Sealed bids must be received on or before, 2PM, Wednesday, October 10, 2012 and bids will be opened after 2:05 P.M.

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

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

Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code. The successful Bidder will be required to have the following California current and active contractor’s license at the time of submission of the Bid: GENERAL BUILDING, B

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco Medical Center
August, 2012

UC SAN FRANCISCO MEDICAL CENTER
ADVERTISEMENT FOR BIDS

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

Mount Zion (MZ) Basement Inpatient
Pharmacy 797 Compliance
Project Number: 10-581;
Contract Number: L00139
University of California,
San Francisco Medical Center

Description of Work: Complete renovation of the Pharmacy IV and Chemo compounding area to comply with UPS 797 pharmacy regulations. The remodel will include support space for the compounding area and office and storage space for Investigational Drugs.

Procedures: Bidding documents will be available at 10 AM, August 23, 2012 and will be issued only at:

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

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

Bidders must attend a mandatory pre-bid conference at 2PM, September 4, 2012. For details, see above website address.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

Bid Deadline: Sealed bids must be received on or before, 2PM, Tuesday, September 25, 2012.

At 2:05 PM, bids will be reviewed for the sole purpose of determining the timeliness of bids and to announce the identity of all bids.

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

Bidding Documents and to pay prevailing wage at the location of the work.

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

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

The lowest responsible bidder will be selected on the basis of the best value to the University.

The objective criteria and methodology used to determine Best Value are described in the Bidding Documents. The best value to the University is in the selection resulting in the best combination of price and qualifications.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco Medical Center
August, 2012

SMALL BUSINESS EXCHANGE, INC.
28 Years of Small Business Advocacy
Visit www.sbeinc.com to learn how SBE can help your business succeed!

CALIFORNIA
PUBLIC LEGAL NOTICE

LOS ANGELES DEPARTMENT OF TRANSPORTATION

PUBLIC NOTICE
DISADVANTAGED BUSINESS ENTERPRISE
(DBE) PROGRAM
PROPOSED THREE-YEAR OVERALL GOAL &
GOAL METHODOLOGY
FOR FEDERAL FISCAL YEARS 2013-2015

LOS ANGELES - The City of Los Angeles Department of Transportation (LADOT) is seeking comments on its proposed Disadvantaged Business Enterprise (DBE) goal. The purpose of the DBE program is to create a “level playing field” for firms owned and operated by disadvantaged individuals wanting to participate in federally-assisted, transit related projects.

The DBE goal for federally-funded transportation projects represents a percentage of the value of work for which disadvantaged, minority, and women business enterprises should participate. LADOT’s proposed participation goal for Federal Fiscal Years 2013-2015 (October 1, 2012 through September 30, 2015) is as follows:

* 20.03 percent for Federal Transit Administration (FTA) assisted projects

Documents detailing LADOT’s FFY2013 - FFY2015 FTA overall DBE goal and methodology report are available for review during regular business hours of 8:00 am - 4:00 pm Monday through Friday for 30 days from August 20, 2012 through October 1, 2012. The office will be closed on September 3, 2012 and October 8, 2012, due to the holidays. The public may provide written comments on the FTA overall goal for 45 days from August 20, 2012 through October 23, 2012. LADOT will consider all comments, as well as other material that is either quantitative or anecdotal, before submitting its final DBE goal to the FTA. Written comments will be accepted at the address listed below.

LADOT Transit Services
Attn: Specialized Transit & Administration/Grants
100 S. Main Street, 10th Floor
Los Angeles, CA 90012
Phone: (213) 972-8470 Fax: (213) 928-9768

UNIVERSITY OF CALIFORNIA
SANTA CRUZ

ADVERTISEMENT FOR BIDS

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

LONG MARINE LAB – MARINE SCIENCE
CAMPUS OVERLOOKS
Project Number: 4900-025A

Description of Work: Contractor shall provide all services, materials, tools equipment, and labor required to perform and complete all work per the Public Access Overlooks drawings and specifications. Work includes minor grading, installation of pathways, soil preparation, planting, pour-in-place concrete retaining walls, and constructing a small wood shelter.

Bid Deadline: Sealed bids must be received on or before **Tuesday, September 18, 2012 at 3:00 PM.**

Bids will be received only at:

Physical Planning and Construction,
UNIVERSITY OF CALIFORNIA, Santa Cruz
1156 High Street, Barn G, Contracts Trailer
Santa Cruz, CA 95064
831-459-2366

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on Tuesday, **September 4, 2012** beginning promptly at **1:30 PM.** BOTH THE CONFERENCE AND THE JOB WALK WILL TAKE PLACE AT LONG MARINE LAB.

PLEASE VISIT OUR WEBSITE AT:
<http://ppc.ucsc.edu> FOR THE TEXT OF THE FULL ADVERTISEMENT AND INFORMATION ON HOW TO OBTAIN BID DOCUMENTS.

SAN FRANCISCO FICTITIOUS BUSINESS NAME STATEMENT

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345222-00

Fictitious Business Name(s):
1. Dirt To Dish
Address
764 Andover Street, San Francisco, CA 94110
Full Name of Registrant #1
Maria Victoria Ahearne
Address of Registrant #1
764 Andover Street, San Francisco, CA 94110

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/13/12.**
Signed: **Maria Victoria Ahearne**

This statement was filed with the County Clerk of San Francisco County on 8/13/2012.
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
8/13/2012

8/16/12 + 8/23/12 + 8/30/12 + 9/6/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0342602-00

Fictitious Business Name(s):
1. Fifty/Fifty
Address
3157 Geary Blvd. San Francisco, CA 94118
Full Name of Registrant #1
Van Phan
Address of Registrant #1
400 Alemany Blvd. #17, San Francisco, CA 94110
Full Name of Registrant #2
Kevin Phan
Address of Registrant #2
217 Morton Drive, Daly City, CA 94015

This business is conducted by **A General Partnership.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/2/2012.**
Signed: **Van Phan**

This statement was filed with the County Clerk of San Francisco County on 8/2/2012.
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: Susanna Chin
Deputy County Clerk
8/2/2012

8/09/12 + 8/16/12 + 8/23/12 + 8/30/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345348-00

Fictitious Business Name(s):
1. Grats Decor
Address
1954 Union Street, Unit #A, San Francisco, CA 94123
Full Name of Registrant
Anna Grats
Address of Registrant
1279 38th Avenue, San Francisco, CA 94122

This business is conducted by a **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/21/2012.**
Signed: **Anna Grats**

This statement was filed with the County Clerk of San Francisco County on 8/20/12.
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: Jennifer Wong
Deputy County Clerk
8/20/2012

8/23/12 + 8/30/12 + 9/6/12 + 9/13/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345264-00

Fictitious Business Name(s):
1. IL Canto Cafe
Address
275 Battery Street, San Francisco, CA 94111
Full Name of Registrant #1
Sandy Clyne
Address of Registrant #1
15 Driftwood Ct., Pacifica, CA 94044
Full Name of Registrant #2
Brian M. Clyne
Address of Registrant #2
15 Driftwood Ct., Pacifica, CA 94044

This business is conducted by **A Husband and Wife.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/15/12.**
Signed: **Sandy Clyne**

This statement was filed with the County Clerk of San Francisco County on 8/2/2012.
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: Maribel Jaldon
Deputy County Clerk
8/15/2012

8/23/12 + 8/30/12 + 9/6/12 + 9/13/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345042-00

Fictitious Business Name(s):
1. Petites Fleurs
Address
1935 Franklin St. #305 San Francisco, CA 94109
Full Name of Registrant #1
Miriam R. Parrott
Address of Registrant #1
1935 Franklin St. #305 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 **8/3/2012.**
Signed: **Miriam R Parrott**

This statement was filed with the County Clerk of San Francisco County on 8/3/2012.
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: Magdalena Zevallos
Deputy County Clerk
8/3/2012

8/09/12 + 8/16/12 + 8/23/12 + 8/30/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345238-00

Fictitious Business Name(s):
1. Rickhouse
Address
246 Kearny Street, San Francisco, CA 94108
Full Name of Registrant #1
Future Beverage Inc. (CA)
Address of Registrant #1
561 Geary Street, San Francisco, CA 94102

This business is conducted by **A Corporation.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/1/2010.**
Signed: **Brian Sheehy**

This statement was filed with the County Clerk of San Francisco County on 8/14/12.
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: Maribel Jaldon
Deputy County Clerk
8/14/2012

8/16/12 + 8/23/12 + 8/30/12 + 9/6/12

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0345243-00

Fictitious Business Name(s):
1. The Underground Shop
2. The Underground Smoke Shop
Address
994 Market Street, San Francisco, CA 94102
Full Name of Registrant #1
Gamal Salem Alewah
Address of Registrant #1
994 Market Street, San Francisco, CA 94102

This business is conducted by **An Individual.** The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/14/12.**
Signed: **Gamal Salem Alewah**

This statement was filed with the County Clerk of San Francisco County on 8/14/12.
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: Jennifer Wong
Deputy County Clerk
8/14/2012

8/16/12 + 8/23/12 + 8/30/12 + 9/6/12

CHANGE OF NAME
CHANGE OF NAME

AMENDED 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: **October 2, 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

CAROL BALISTRERI, Clerk
DATED - August 7, 2012

8/09/12 + 8/16/12 + 8/23/12 + 8/30/12



FEDERAL • STATE • CITY/COUNTY

EVENTS & SEMINARS

This is a Partial Listing of Events and Seminars Services bids visit www.sbeinc.com for a full listing.

AUGUST 29, 2012

VETERAN WEBINAR-SUMMER SPEAKER SERIES

Location: Los Angeles, CA
Bid Date: 8/29/12 10:00AM
The Summer Speaker Series will feature a variety of topics presented by private sector consultants, government small business advisors, higher education program directors and non-profit executives who will speak on their subject matter expertise-all of them catering to aspiring and existing veteran business owners.
Los Angeles, Rodriguez PIO, (818)552-3222

WRITING EFFECTIVE BUSINESS PLANS

Location: San Francisco, CA
Bid Date: 8/29/12 9:00AM
Event Fee : \$65.00
Whether you are planning to start a new business or developing the potential of your existing company, a business plan is a critical foundation. In this hands-on workshop, we will demystify the process using case studies and exercises. You will also develop a template for your own business that covers: Products/Services, Organization, Marketing, Customers, Finances and Market Research
Duration: 09:00am-04:00pm
SBA San Francisco, 455 Market St # 600, San Francisco, CA, SF SCORE, (415)744-6827
sfscore@sfscore.org

AUGUST 30, 2012

SUCCESSFUL ENTREPRENEUR PROG

Location: Irvine, CA
Bid Date: 8/30/12 6:00PM
Event Fee: \$ 249.00
This is a seven one day per week in-depth training providing foundational business principles and core business concepts. Start your business now; earn a Certificate in Entrepreneurship.
Duration: 06:00pm-09:30pm
SBA Santa Ana, Stephen Christensen, (714)272-7865
stephen.christensen@cui.edu

GOVERNMENT CONTRACT NEGOTIATIONS-7(J)

Location: Los Angeles, CA
Bid Date: 8/30/12 8:30AM

The U.S. Small Business Administration Office of 8(a) Business Development 7(j) Management & Technical Assistance Program is offering this no cost training for 7(j) eligible businesses. Topics will include: Strategizing for a winning price; how RFP elements influence strategy; developing the tech proposal; past performance; how the winner is selected & the proposal review process
Duration: 08:30am-05:00pm
Los Angeles, Phyllis Embree, (770)423-9888

INTERMEDIATE QUICKBOOKS

Location: San Francisco, CA
Bid Date: 8/30/12 1:30PM
Event Fee : \$60.00
Topics include payroll, setting preferences, restoring files, and list maintenance including chart of accounts
Participants should have completed Basic Bookkeeping Part I and Introduction to QuickBooks or be familiar with the concepts in these workshops.
Duration: 01:30pm-05:30pm
SBA San Francisco, 455 Market St # 600, San Francisco, CA, SF SBDC, (415)841-4052
gabriela@sfsbdc.org

AUGUST 31, 2012

START-UP ORIENTATION-FRESNO

Location: Fresno, CA
Bid Date: 8/31/12 9:00AM
Thinking of Starting a Business? Tools to Help Make Your Business Successful
Duration: 09:00am-11:00am
SBA Fresno, 801 R St -201, Fresno, CA,
Emily Pasquarelli, (559)292-9033
emily@cvbi.org

Continued from page 1 Contracting participation by DGS division or office

Division or Office	SB/MB *	DVBE
Administration Division	38.4%	7.7%
Administrative Hearings	37.8%	0.003%
Division of the State Architect	45.3%	7.3%
Executive Office	16.2%	2.3%
Information Technology Resources	59%	3.2%
Interagency Support Division	62%	19.6%
Procurement Division	14.6%	1.2%
Real Estate Services Division	35.8%	9.1%

* Small & Micro

Image Credit By: <http://www.dgs.ca.gov/dgs/NewsRoom.aspx>

What plans are in place for us to get a bigger piece of the pie?

Continued from page 7

is my passion. The point is this. Many minority business owners (in my travels) from D.C. to Mpls. to Va. do not incorporate govt. contracts in their business plans. This being the case; most of the requirements are overlooked simply because they do not seek out those contractual specifications that may apply to a particular job. Washing, DC has an excellent network that focuses on the procurement of contracts for minority business owners. I attended a couple of meetings and was impressed by process, and somewhat disappointed by the participation. Now residing in Roanoke, Va., I have found ways to be more involved with the application of my experience and contacts in different areas. Thanks for reminding me that we can all do something. I also have served in the Marine Corps and am willing to support any efforts to grow all minority businesses.

Tracy Trace-Ray:

Your input to this conversation is like music to my ears! I never knew D.C. was a pipeline to the government’s procurements - it makes sense - I just never thought about it before. I figured there was enough money here in NYC and stopped here.

I have cousins in S.C. that want to do business here - mainly because South Carolina have shut them out. All this nonsense have to stop! The current goal is to get atleast 20% to MBE/

WBE - it should at minimum 40% for the 40 acres and a mule that our forefathers were suppose to get!

Arthur Hill: I also have contact info for individuals in DC. The MBDE as it is refered to in DC is located on Martin Luther King Ave SE. I’ll have to look up some of the information, however, I do keep all records of contacts for years. Washington DC taught me a lot in the 2 years I spent there. One thing I learned about was this forum. The Martin Luther King library also has seminars about different aspects of getting government contracts and how to qualify. I am still in college, and am preparing to return next week. My time will be very limited until December. Please keep in touch.

Tracy Trace-Ray: I will Sir - I believe we all will be busy in the next few months. Again I thank you for sharing that is true love for others.

Michael C. Smith: Ms. Hill, please visit the NYC Department of Small Business Services website. There will be a link for MwBE and certification. That will outline all the requirements for becoming a certified MWBE. Mr. Trace-Ray,NYC has the Federal Minority Business Development Agencylocated at 26 Federal Plaza in Manhattan. The Agency provides similiar information to the Washington, DC agency Mr. Hill refers to. There is no “will”

on ANY level of government at the highest levels to designate 40% of all government procurementto MWBEs. The City does not have a “goals” program like the State and Federal government because there is no disparity study in place which a legal requirement to designate goals in government contracting.

GERALD W JOHNSON: This is such an excellent exchange of views and I would like to publish in my newspaper the small business exchange weekly with every ones permission the exchange is a 28 year newspaper that provides public contracting opportunities to dbesbe wbe and soon will be publishing a east coast edition. See us at www.sbeinc.com

Tracy Trace-Ray: Thank you for your interest. I have no problem with you publishing the post. Just make sure you note I currently work for the NYC School Construction Authority and correct the spelling. (I wrote it early morning) You can leave the grammar in place - I want the masses to feel the pain I felt. INBOX me I have some more people I think you should speak to.

GERALD W JOHNSON: Mr Ray consider it done as you wish my email is gwj@sbe.com and if you would consider being interviewed by one of our writer. Email me your consent and contact info thanks.

Tracy Trace-Ray: I sent you an email - you can also call me at (347) 658. 0543.

Wayne Jackson: You should check out Missouri,they really play games when it comes to minorities working.

Jamila Jones: What if anything should the Administration do to make things better. From city to city, state to state and even Federal procurement, small business (minority, woman, veteran, service disabled) are all looking for goals to be met as well as long standing promises. You all should also listen to Hank Wilfong’s Wilfong Hour. He gets fired up about MBE/DBE/MWBE/SWAM (all names for similar minority programs) and other National issues. I will leave you his calling card:

From Mr. Wilfong:

We’ve been doing the show for five years, now.... come join us every Monday- at 1 PM ET

HERE’S THE (NEW) CALL-IN NUMBER.
USA Toll-Free Access # : 1(610)214-0000
Conference Code: 780963#

“Our ability to advocate is directly tied to your ability to agitate.”

Tracy Trace-Ray currently work for the New York City School Construction Authority

Source: Minority Business Development Agency (MBDA); LinkedIn Corporation © 2012

BANKING \$ FINANCE

Credit Cards Can Offer You More Than Convenience!

There are numerous advantages to having a credit card; however, the convenience that it offers is usually at the top of the list. Furthermore, it increases your purchasing power, you do not have to carry huge amounts of money anymore and you can easily buy an item you like instantly. Gone are the days of wishful thinking and statements such as I wish I had the money.

Most people pleasure in the lifestyle of credit cards without realizing the numerous benefits they would reap if the new the potential that card has for the improvement of their finances. There are those who use the credit cards carelessly, and they end up in debt, which getting out of can be quite a nightmare.

They offer protection

The statement issued monthly by your credit card company is not a routine check. It can help you identify any anomalies and enable you to report, as these might be signs of fraud. It helps to keep receipts to check against the statement so that you are sure when someone is spending your money. The earlier such cases are reported the easier it is to find the

culprit and get your money back

Tally your expenses

Credit cards are money management tools. They enable you to keep track of the money you are spending in a given month. This way you can record whether you are within or are overstepping your budget. Credit cards if used with control are excellent ways to keep you in check and for you to know where you money goes.

Credit history

Mortgage and utility companies to name just a few can check your credit card history before issuing you with credit or a loan. A responsibly utilized credit card with good history of repaid debt goes a long way in earning you a sizeable loan and earns you the trust of such financial firms.

Save money

Paying your credit card bill in time enables you to save money otherwise spent on paying interest. The longer you take before paying off your credit card bill the higher the interest you have to pay.

Take advantage of offers and loyalty rewards

A number of grocery stores, shopping malls and super-markets offer discounts when you use your credit card. You do not get this major advantage when you use cash to purchase items. You can get additional bonuses such as particular insurances offered by credit companies, airline miles and other travelling discounts. Although most people think these are gimmicks to get you to spend more using your credit card, if you are wise you can counter the disadvantage and enjoy using your credit card.

The key to enjoying the benefits offered by having a credit card is not to overspend. Avoid unnecessary spending and stick to your budget. Remember the more money you spend the more you will have to pay. Avoid paying high interest rates by paying the credit card bill as early as possible. Avoid the trap that is falling into credit card debt!

Nick Thomas helps you to know the numerous benefits of credit cards to improve your purchasing power through debtconsolidation.com.au.

Source: SBA Loans-123.com

How To Choose The Right Ownership Structure For Your Business

When you start a business, you have a lot of decisions to make. One of these is how your business is classified for legal purposes. You have four choices: a sole proprietorship, a corporation, a partnership, and a limited liability company. Each classification has advantages and disadvantages, depending on several factors. Many smaller businesses, for example, chose to incorporate so they are protected if someone files a lawsuit against them. When you are deciding how to structure your business, there is one word that tends to pop into your mind – taxes. It's likely that you want the option that is going to offer you the most protection without taking away a significant chunk of your profits. Here's a look at what options are available.

Setup

In terms of setup, sole proprietorships and partnerships are the easiest ownership structures to create. No special forms, fees, or operating rules are required to start your business. Corporations and LLCs, on the other hand, tend to be more complicated and involve a lot of paperwork. You need to file the appropriate documents with the state in which you wish to either incorporate or form a limited liability company and pay a fee to file this paperwork. Fees can range from \$40 to \$800, with fees and specific requirements varying by state. You'll also need to elect officers and keep detailed records of business decisions. If you want to offer stock options, you're looking at another complex process. If you're just starting a relatively simple business and don't have a big budget, a sole proprietorship or partnership is the better option.

Risks and Liabilities

The best ownership option for your business really depends on what your business is and what products and services you intend to provide. If you're involved with risky ventures such as financial dealings or providing home repair services, you'll need the protection of a limited liability to safeguard your personal assets against any claims made against your business. For example, if you had a home remodeling business and you accidentally damaged a homeowner's property, they wouldn't be

able to come after your personal assets such as your car or home if they sued you. Incorporation would also protect you against such claims. Your choice really depends on what you sell or offer and how much risk is involved.

Tax Impact

Taxes are paid on business profits for sole proprietorships, partnerships, and LLCs. Any profits or losses are reported on your personal income tax forms. It doesn't matter if you have separate bank accounts for your business, all profits and losses are considered with any other income you may have earned. The big difference in terms of taxes comes with the incorporation option. If you incorporate, you only pay taxes on profits related to salaries and dividends. You don't report any profits or losses from your corporation on your personal income tax return. This means your business earnings aren't being taxed along with any other earnings you have. Since corporations tend to have lower tax rates, you could end up saving a significant amount on your taxes by incorporating. If you're not sure which option is best for you tax-wise, have a tax professional look at your situation to determine which structure is best for you. They can help you with specific state laws and regulations that should be considered before making a final decision.

How you decide to structure your business really depends on several factors. If you have a fairly simple business that doesn't involve anything that risky, you're better off establishing yourself as a sole proprietorship or partnership. If you offer services or products that have some risk involved and you want to keep your business income separate from any other income you may earn, incorporating or forming an LLC is generally the better option. You also want to consider what option you can afford right now. You can always change your ownership structure as your needs change.

Jason Sommerfield is a freelance writer who is knowledgeable about business and finances. If "how much tax will I pay?" is one of your current questions, Jason recommends visiting the link to get more advice.

Source: SBA Loans-123.com

How Health Care Reform Is Affecting Your Business

New small business start-ups often face a difficult decision: turn a profit or provide health care for their employees. Small businesses pay premiums that are 18 percent higher than those paid by large companies, making employee health insurance nearly unaffordable. If you're a small business owner, you should pay special attention to the new health care reform legislation signed by President Obama. Here are five ways that the new laws benefit the small business owner:

1. Health Care Tax Credit

If your business employees fewer than 25 full-time employees, and your average wages paid out are less than \$50,000, you may be eligible for tax credits if you provide health care coverage for those employees. 35 percent of your premiums will be paid for the tax years through 2013. In 2014, the tax credit for small businesses will raise to 50 percent of the cost of the premiums paid.

2. Insurance Exchanges

Beginning in 2014, if you have fewer than 100 employees, you may be able to purchase health care coverage for your employees through an exchange. By pooling your resources with other small businesses, you will face fewer administrative costs and enjoy a greater amount of bargaining power with insurance providers.

3. Employee Recruitment

It's a fact that health care coverage is a powerful tool when recruiting new employees. Many small businesses lose out to larger firms when it comes to attracting and maintaining a quality work force. Because health care coverage is more affordable, and because pre-existing condition exclusions have been eliminated, small businesses can now offer attractive health care packages to job candidates.

4. No More Hidden Tax

Did you know that the uninsured can be more expensive to small businesses than the insured? The cost of treating the under-insured and uninsured in America is going up every year. To cover this cost, \$1000 is added onto every health care premium in an often unrecognized tax. By making it easier to provide and purchase health care coverage, this tax is

expected to be significantly reduced over the next seven years.

5. Premium Reduction

High premiums have been the culprit of many small businesses' refusal to offer health care coverage. The health care reform laws promise to reduce the cost of health care premiums by one to four percent for the small group market by the year 2016.

It has been incredibly difficult for small business owners to provide health care coverage for their employees in the past. The new health care reform laws promise to make health insurance more affordable for small companies. By reducing premiums, providing credits and reducing taxes, the new health care laws will make it easier for small businesses to provide for their current workers and to recruit highly-qualified employees in the future.

Laura Decker writes full-time for education blogs nationwide. She writes for www.usc.edu where you can find out more about mha degree programs.

About Us
SBA Loans | SBA Loans-123

We believe in helping small business become educated in the small business administrations loan programs. Having attempted SBA Financing ourselves we discovered that our education about the deference loan programs cost us time and money.

Our goal is to help the small business owner become educated, informed and connected with the correct loan and lender.

Source: SBA Loans-123.com



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	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings		
	13 Weeks	1,247.00	1,209.00	38.00	525.00	0.00	525.00	600.00	0.00	600.00	1,163.00
	26 Weeks	2,432.00	2,392.00	40.00	525.00	0.00	525.00	1,200.00	0.00	1,200.00	1,765.00
	52 Weeks	4,952.00	4,836.00	116.00	525.00	0.00	525.00	2,400.00	0.00	2,400.00	3,041.00
SILVER PACKAGE	3 Inch Print			Eblast (50)			Web Ad			Total Savings	
	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings		
	13 Weeks	1,428.35	1,390.35	38.00	525.00	0.00	525.00	600.00	0.00	600.00	1,163.00
	26 Weeks	2,844.70	2,780.70	64.00	525.00	0.00	525.00	1,200.00	0.00	1,200.00	1,789.00
	52 Weeks	5,677.40	5,561.40	116.00	525.00	0.00	525.00	2,400.00	0.00	2,400.00	3,041.00
GOLD PACKAGE	4 Inch Print			Eblast (50)			Web Ad			Total Savings	
	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings		
	13 Weeks	1,894.06	1,853.80	40.26	525.00	0.00	525.00	600.00	0.00	600.00	1,165.26
	26 Weeks	3,773.86	3,707.60	66.26	525.00	0.00	525.00	1,200.00	0.00	1,200.00	1,791.26
	52 Weeks	7,533.46	7,415.20	118.26	525.00	0.00	525.00	2,400.00	0.00	2,400.00	3,043.26
PLATINUM PACKAGE	5 Inch Print			Eblast (50)			Web Ad			Total Savings	
	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings		
	13 Weeks	2,361.08	2,317.25	43.83	525.00	0.00	525.00	600.00	0.00	600.00	1,168.83
	26 Weeks	4,704.33	4,634.50	69.83	525.00	0.00	525.00	1,200.00	0.00	1,200.00	1,794.83
	52 Weeks	9,390.83	9,269.00	121.83	525.00	0.00	525.00	2,400.00	0.00	2,400.00	3,046.83
DIAMOND PACKAGE	9 Inch Print			Eblast (50)			Web Ad			Total Savings	
	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings	Old	Promo Rates*	Savings		
	13 Weeks	4,229.14	4,171.05	58.09	525.00	0.00	525.00	600.00	0.00	600.00	1,183.09
	26 Weeks	8,426.19	8,342.10	84.09	525.00	0.00	525.00	1,200.00	0.00	1,200.00	1,809.09
	52 Weeks	16,820.29	16,684.20	136.09	525.00	0.00	525.00	2,400.00	0.00	2,400.00	3,061.09

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BILLING INFO: The invoice will be sent to the above address unless otherwise specified.

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