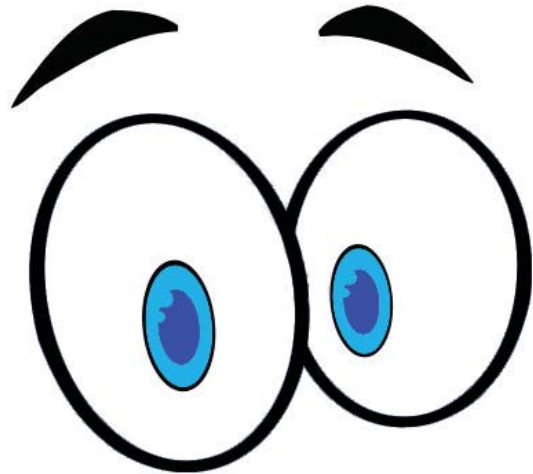




Voice of Small, Emerging Diversity Owned Businesses Since 1984

# 16 Surprising Statistics



## About Small Businesses

By Jason Nazar, Contributor

At Doctoc we're obsessed with making every small business better, including folks like Jennifer Beall who started CleanBeeBaby. She's one of the millions running a small business, each of who struggle to thrive or survive. In the last 6 years, we've amassed a wealth of knowledge about the state of small business from our 38 million members and we never cease to be surprised. Here are 16 vital (and surprising) statistics we've uncovered about the small business landscape:

- 1) The SBA defines a small business as an enterprise having **fewer than 500 employees**
- 2) There are almost **28 million small businesses** in the US and over 22 million are self employed with no additional payroll or employees (these are called nonemployers)
- 3) **Over 50%** of the working population (120 million individuals) **works in a small business**
- 4) Small businesses have generated over **65% of the net new jobs** since 1995
- 5) Approximately **543,000 new businesses** get started **each month** (but more employer businesses shut down than start up each month)
- 6) 7 out of 10 new employer **firms survive** at least 2 years, **half at least 5 years**, a third at least 10 years and a quarter stay in business 15 years or more
- 7) **52%** of all small businesses are **home-based**
- 8) There were **22.5 million nonemployer firms** in 2011 (up almost 2% from the year before)
- 9) To classify as a "**nonemployer**" business you must have annual **business receipts of \$1,000** or more and be subject to federal income taxes

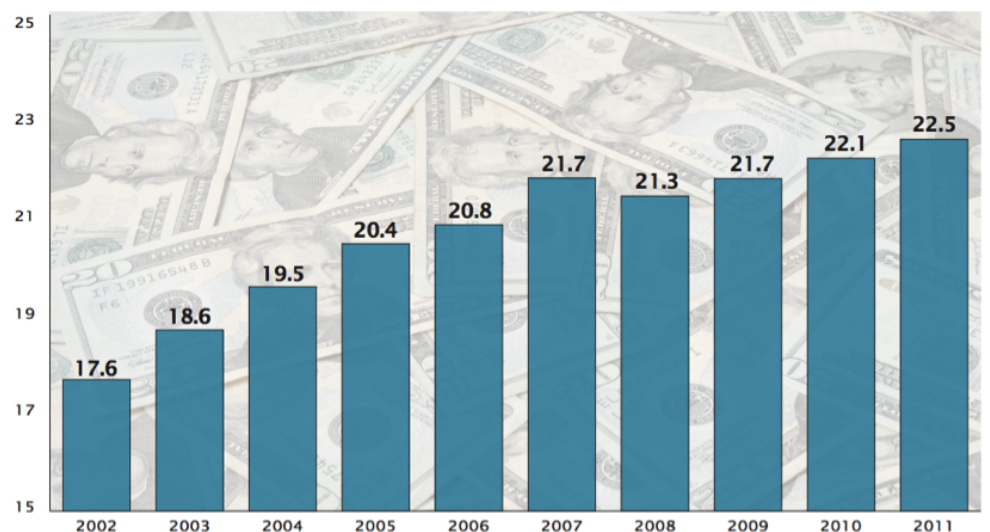
Continued on page 13

### Revenue Breakdown of Nonemployer Businesses

Revenue / year	Percent	Establishments
\$989.6 Billion	100%	22,491,080
Less than \$5K	24.4%	5,492,587
\$5K- 10K	16.9%	3,795,785
\$10K – \$25K	25.3%	5,689,588
\$25K – \$50K	13.5%	3,029,809
\$50K – 100K	9.6%	2,151,075
\$100K – \$250K	7.2%	1,609,507
\$250K – 500K	2.2%	484,479
\$500K – \$1M	0.9%	209,415
\$1M – 2.5M	0.1%	26,744
\$2.5M – \$5M	0.0%	1,723
\$5M or more	0.0%	368

### Total Number of U.S. Nonemployer Businesses: 2002-2011

(In millions)



Source: U.S. Census Bureau, 2011 Nonemployer Statistics

United States Census Bureau | U.S. Department of Commerce Economics and Statistics Administration



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# Community Outreach



## Improve San Francisco: Rags To Revenue

### THE CHALLENGE

Every year, SFGoodwill receives over 4 million items generously donated by the residents of San Francisco, San Mateo, and Marin Counties - diverting them from local landfills and giving them a second life by selling them in Goodwill Stores. The funds generated help to provide on-the-job training, life skills coaching, and employment opportunities to people ready to transform their lives through the power of work. But even Goodwill can't handle the volume of goods that flow through the system, and pressure on landfills continues to grow.

One of the biggest culprit of this problem is textiles - clothes, bedding, and other household fabrics. If we can find innovative solutions to repurpose textiles that are already headed to landfills as points of inspiration for business ideas, we can provide more job opportunities for those looking to transform their lives through the power of work.

The City of San Francisco and Goodwill is challenging designers, makers, and entrepreneurs to creatively explore ideas to create jobs through repurposing textiles currently going to waste.

### YOU CAN PARTICIPATE IN 3 WAYS

1. Submit an idea or concept for a project or business that repurposes textiles.
2. Like and comment on submitted concepts. For those who aren't the creative-type, you can help to shape ideas submitted by others by offering constructive praise and critique of the idea. Your 'likes' will determine the ideas that get shortlisted for review by our award-winning panel of judges.
3. Share ideas for feedback and support. Share submissions with your community to further strengthen your support for the idea.

### JUDGING CRITERIA

#### The best ideas will:

- DO NO HARM
- Address the issue of textile waste and re-purposing AT SCALE
- Offer a LOCAL, LOW-CARBON solution
- Generate LOCAL JOBS
- Be CREATIVE and INNOVATIVE
- Continue ENGAGEMENT with event partners

### IMPROVE SF: RAGS TO REVENUE



WHAT LOCAL JOBS AND START-UPS COULD WE  
CREATE FROM TEXTILES NOW GOING TO WASTE?

Visit link to learn more:

<http://www.improvesf.com/how-can-we-turn-rags-to-revenue>

*This project is made possible by the City and County of San Francisco, SPUR, the Mayor's Office of Neighborhood Services and the Department of Technology*

Source: ImproveSF

## EPA Awards \$60,000 in Environmental Justice Grants to Northern California Projects

### Organizations focus on issues in Oakland, Richmond; \$1.1 Million Awarded to Groups Nationally

The U.S. Environmental Protection Agency today awarded \$60,000 in grants to two organizations in Oakland and Richmond, Calif., for projects to address environmental justice issues. The projects include working with students to transform existing waste management practices and the development of best practices to reduce chemical exposure for employees working at nail salons. The grants will enable the organizations to develop solutions to local health and environmental issues in low-income, minority and tribal communities overburdened by harmful pollution.

"EPA's Environmental Justice Small Grants are making a visible difference in Alameda County," said Jared Blumenfeld, EPA's Regional Administrator for the Pacific Southwest. "These grants equip communities with the necessary tools to address environmental challenges in their neighborhoods."

This year, EPA awarded a total of \$1.1 Million in competitive grants to 39 non-profit and tribal organizations working to address environmental justice issues nationwide. This year's Northern California grants include the following:

**The Watershed Project**  
Project: WasteMatters  
Grant Amount: \$30,000  
Location: Richmond, Calif.

WasteMatters will be based at Fairmont Elementary School in El Cerrito, CA which serves Richmond and El Cerrito neighbor-

hoods and will work with students to transform existing waste management practices into zero waste by training Kindergarten through sixth grade students in the 4R's (reduce, recycle, reuse, and rot). As part of the program students will take information learned home to initiate zero waste concepts at home and in their communities.

**Asian Health Services**  
Project: Healthy and Green Nail Salons—Reducing Chemical Exposure for Nail Salon Workers in California  
Grant Amount: \$30,000  
Location: Oakland, Calif.

Healthy and Green Nail Salons will develop a model of best practices and concepts for salons to reduce chemical exposure for workers in the nail salon industry. In partnership with

Continued on page 10

### Editorial Staff

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Mayor's Advisory Board,  
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- **COUNTY OF LOS ANGELES**  
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- **NAMCSC**  
Minority Advocate

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### MEMBERSHIPS



ISSN 0892-5992

SBE is a certified DBE - CA UCP Firm #5988

**NORTHERN & SOUTHERN CALIFORNIA SUB-BID REQUEST ADS**



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

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

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

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

Skanska Rados is an Equal Opportunity Employer



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

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

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

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

EEO

**SKANSKA**

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**Construction of SORRENTO VALLEY DOUBLE TRACK PROJECT  
In San Diego, California  
SANDAG Project CIP 1239807 / IFB 5004027  
UDBE Goal: 8.5%**

**BID OPENING: September 19, 2013 at 2:30 p.m.**

Plans and Specs, Project information, announcements, and subcontracting requirements will be available for view on the SANDAG's website: [www.sandag.org/contracts](http://www.sandag.org/contracts)

**Quotes requested for supplies and services including, but not limited to:** Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Ballast, Track Materials, Track construction, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Class 1 Concrete (Box Culvert), Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign) Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign, Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Platform Stations, Plumbing, Water Line, Oil-Water Separator, Sanitary Sewer, Sump Pump, Compressed Air System, Hollow Metal Doors and Frames, Overhead Coiling Doors, Modular Building, Vertical Wheelchair Lift, Masonry, Structural Steel Framing, Metal Railings, Metal Roof Panels, Site Furnishings, Ultra Sonic Testing

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

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

**Skanska is an Equal Opportunity Employer**

**Skanska Estimating Dept:**

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449

Email: [Ken.Epps@skanska.com](mailto:Ken.Epps@skanska.com)

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for

**04-1A6714 – OAKLAND, CA**

**Rehab Bridge Deck DBE Advertisement Categories**

**This is a highway project with the typical items of work associated, but not limited to:**

Concrete Supplies, Concrete Wash Outs, Construction Area Signs, Consultants - Environmental Compliance, Core and Saw, Crash Cushions (SMART & REACT), Demo Bridge, Erosion Control, Joint Seals, Lead Compliance Plan, Misc. Metal and Steel, Pavement Grinding, Polyester Concrete, Progress Schedule, Portable Changeable Message Boards, Public Safety Plans, Ready Mix Concrete, Reinforcing Steel (Rebar), Removal of Stripe and Markings, Stripe and Markings, Sweeping, SWPPP Plans and Reports, Traffic Control, Temporary Striping and Markings Trucking, **Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation.

Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please call (925) 932-7300. Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596. Brosamer & Wall, intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages. AN EQUAL OPPORTUNITY EMPLOYER

**Brosamer & Wall, Inc.**

1777 Oakland Blvd Suite 110 • Walnut Creek, CA 94596  
Phone: 925.932.7900 • Fax: 925.932.0500

An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE, UDBE Subcontractors & Suppliers for

**County of Yuba - Loma Rica Road Safety Improvements  
Project No. 2013-2217**

**Location: Marysville, CA**

**Bid Date: September 18, 2013 @ 10:00 AM**

McGuire and Hester is seeking qualified subcontractors in the following trades: staking/surveying; SWPPP; traffic control; sawcutting; cold plane; fencing; trucking; clearing & grubbing; paving fabric; and striping & signage.

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

**McGuire and Hester**

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

Contact: **Dave Koerber**

An Equal Opportunity Employer

**Seeking D/DV/M/S/VS/WBE (Disadvantaged, Disabled Veteran, Minority, Small, Very Small, and Woman Business Enterprises) subcontractors and suppliers for**

**San Vicente Marina Facilities, Specification 594**

**Project Owner: San Diego County Water Authority**

**Project Location: North end of Moreno Ave., Lakeside, CA in San Diego County**

**Bid Date: September 20, 2013**

**Trades:** Site grading, shoreline stabilization, pump stations, concession buildings, office building, drainage pipe, water tank, water pipe, sanitary sewer pipe, boat ramp concrete, floating docks, ADA compliant wheelchair lift, asphalt concrete paving, PCC paving, storm drain channels, bio-retention facilities, inlet filters, drainage facilities, selective demolition, fire sprinklers, landscaping, irrigation, habitat restoration, curbs, gutters, sidewalk, retaining walls, fencing, park amenities, shade structure, signage and striping, signal intersection, electrical, communications, foundation grouting, monitoring wells.

Plans and specifications can be purchased directly from SDCWA by filling out the Contract Documents Order Form found at <http://www.sdcwa.org/contracting-opportunities>

Plans and specifications are available to be viewed and copied at the Pulice offices located at 591 Camino De La Reina, San Diego, CA 92018 from 8:00 AM to 4:00 PM. Please call 619-814-3770 to make an appointment to view the plans and specifications.

Plans are also available for download on the eBidBoard website at:

<http://www.ebidboard.com/public/projects/index.asp?mbrguid=D27F6EF1-9BA1-46D6-BICC-429FA8EB09CC>

**Pulice Construction, Inc.**

591 Camino De La Reina, San Diego, CA 92108 • Phone: 619-814-3770 • Fax: 619-814-3770

Contact: **Arinda Cale** • E-mail: [acale@pulice.com](mailto:acale@pulice.com)

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**Advertise with the Small Business Exchange**

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

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

# NORTHERN CALIFORNIA

# SUB-BID REQUEST ADS

REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**El Cerrito High School Stadium**  
**Bid #3541348-00**

**West Contra Costa Unified School District**  
**BID DATE: October 2, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Building Structures, Site Concrete, Landscaping/Irrigation, Fencing, Electrical, Storm/Water/Sewer/Survey and Construction Materials

**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Mike Crowley**  
 An Equal Opportunity Employer

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

REQUEST FOR SUBCONTRACTORS AND SUPPLIERS FOR:

**Alpine Avenue and Sinclair Avenue Resurfacing**  
**(Plymouth Road to Mission Road and**  
**State Route 4 to Fourth Street)**  
**Federal Aid PN: STPL-5929(225)**  
**County of San Joaquin**

**BID DATE: September 19, 2013 @ 1:30 PM**

We are soliciting quotes for (including but not limited to): Trucking, Water Pollution Control, SWPPP, Traffic Control System, Portable Changeable Message Sign, Adjust Frame & Grate, Clearing & Grubbing, Tree Planting, Minor Concrete, Striping & Marking, Traffic Signal Modification, Cold Planing and Construction Materials

**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Kent Adams**  
 An Equal Opportunity Employer

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

REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Pinole Valley High School Detention Basin, Utilities and Paving**  
**Bid #3621377-01**

**West Contra Costa Unified School District**  
**BID DATE: September 25, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Materials Trucking, Construction Survey, SWPPP update, REAP's (Risk Level 2), Tree Pruning, Tree Protection, Underground Utilities, Gas Utilities, Site Electrical, Pre-Cast Concrete Structures, CIDH Piers, Cast-In-Place Concrete Retaining Wall, Street Sweeping, Chain Link Fencing, Hydroseeding, CL1 RCRA Soil Disposal, C12 non-RCRA Soil Disposal, C12 Soil Disposal, C13 Soil Disposal and Construction Materials

**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Russ Hague**  
 An Equal Opportunity Employer

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

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

**Alpine Avenue and Sinclair Avenue Resurfacing**  
**Federal Project No. STPL-5929(225)**  
**San Joaquin county**  
**DBE Goal: 7%**  
**Engineer Estimate: \$979,000**  
**Bids: September 19th, 2013 at 1:30pm**

**Requesting Sub-quotes for (including but not limited to):** Fabric and Oils, Construction Area Signs, Traffic Control, Raise Iron Utilities, Cold Plane, Clear & Grub, Landscaping, Concrete Curb & Sidewalk Misc., Painted Traffic Strip and Marking, Pavement Marking, Signal and Lighting, SWPPP Planning, Trucker and Sweeper.

**Scope of Work:** Resurfacing 1.08 miles of existing minor arterial and major collector roadways and repair portions of existing curb, gutter and sidewalks.

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

Plans and Specs are available to view and copy at our office or from the Office of the Director of Public Works, 1810 East Hazelton Avenue, Stockton, CA 95205. Contact Derrick Woods 925-606-2400, derrick.woods@rgwconstruction.com for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

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

Shimmick Construction Company, Inc.

SBE Subcontractor/Supplier Bids Requested For:

**City and County of San Francisco – Municipal Transportation Agency**  
**Muni Metro System – Bluelight Emergency Telephone Replacement Project • Contract No. 1268**  
**Bid Date: September 25 at 3:00 PM**  
**Fax all quotes to 510-777-5099**

Requesting certified SBE Subcontractor and Supplier Quotes on **Electrical, Electrical Equipment and Supplies, Instrumentation Equipment & Supplies, Communications Equipment & Supplies, Signal & Lighting, and Rail Car Services.**

The drawings and specifications included in the bid documents for this contract are protected under federal law as confidential Security Sensitive Information. To obtain a copy of the bid documents, requestors will be required to certify that they are a qualified subcontractor and sign a confidentiality agreement that will restrict the access, use and final disposition of the drawings and specifications. To obtain the confidentiality agreement and contract documents please call Mr. Shahnam Farhangi with MUNI at 415-701-4284. Please contact Shimmick Construction by Phone (510) 777-5000 for further instruction.

Subcontractors and Suppliers interested in this project may contact Greg Adams by phone at (510) 777-5040.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

**Shimmick Construction Company Inc.**  
 8201 Edgewater Drive, Suite 202 • Oakland, CA 94621 • Phone (510) 777-5000 • Fax (510) 777-5099  
 An Equal Opportunity Employer

## FIND

Subcontractors, Vendors,  
and Suppliers

## REACH

Diverse Audiences of Various  
Ethnicity, Race, & Gender

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Sub-Bid Request Ad

SBE Newspaper boasts a weekly readership of **75,000**

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Fax: 415-778-6255

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

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

**NORTHERN & SOUTHERN CALIFORNIA SUB-BID REQUEST ADS**

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

**I-210 Big Tujunga Wash Bridge - Caltrans Project #07-288014**  
**Bid Date: 09/19/13 @ 2:00 pm**

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

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

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



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

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

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

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

AN EQUAL OPPORTUNITY EMPLOYER.



**Project Name: 1751 Carroll Ave.**

**Owner: McCormack Baron Salazar, Inc. Location: San Francisco, California**

**Bid Date: TBD, October 2013**

**Outreach Meeting for Bayview / Hunters Point Community: September 19, 2013 @ 6pm**

**Location: 1800 Oakdale Ave, San Francisco, Southeast Community Center, Alex Pitcher Jr. Room**

Baines Group and Nibbi Brothers Joint Venture team has been selected as the General Contractor for the 1751 Carroll Ave project in San Francisco, CA. The Outreach Meeting will include an overview of the project as well as an introduction to the project team, review of the hiring goals, employment opportunities, and bidding process.

**Possible Attendees include:**

- **Malia Cohen** – San Francisco Supervisor, 10th District (Bayview Hunters Point, Potrero Hill, Dogpatch, and Visitacion Valley neighborhoods)
- **Patrick Mulligan** – Director, Local Hire Advisory Committee and Citybuild
- **Ken Nim** – Workforce Compliance Manager, San Francisco Office of Economic and Workforce Development
- **George Bridges** – Successor Agency to the San Francisco Redevelopment Agency
- **Gilbert De Anda** – Field Representative, Northern California Carpenters Regional Council
- **Shamann Walton** – Executive Director, Young Community Developers, Inc.

**Confirmed Guest Speakers include:**

- **Cathy Davis** – Bayview Hunters Point Multipurpose Senior Services, Inc.
- **Naomi Kelly** – City Administrator
- **Willie Brown** – Former Mayor of San Francisco (1996-2004)

Snacks and refreshments will be provided.

For information regarding this project please contact **Grace Nicer, Preconstruction Manager**, via email at [gracen@nibbi.com](mailto:gracen@nibbi.com).

Requesting Sub-bids from qualified SBE/EBE/DVBE/DBE/SLB subcontractors/vendors for:  
**Department of Water and Power of the City of Los Angeles (LADWP)**

**for furnishing and delivering:**  
**NET TOU Demand Watthour Meters and Wireless Communication Services**  
**for Advanced Metering Infrastructure in accordance**  
**with Specifications 446.**

Elster has identified the following portions of the project to provide participation by (see above):

1. Transportation Services for NET TOU Demand Watthour Meters from Laredo, TX to a utility designated delivery address in LA.
2. Public Wide Area Network Communication Services for retrieving meter data as specified in Division F2 of the specification.

Plans and specifications can be found at (search for the document associated with the AMI RFP mentioned above): <http://www.ladwp.com/ersp>

Please contact us for information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit and/or insurance.

**Interested parties should contact our office by 9-20-2013.**

**Elster Solutions, LLC**

Attn: Tom Heath  
 208 S. Rogers Lane • Raleigh, NC 27610  
 Phone: 919-212-4700 • Fax: 919-212-4717

TAFT ELECTRIC COMPANY,  
 1694 EASTMAN AVENUE, VENTURA, CA 93003  
 Invites sub-bids from qualified union DBE businesses for the following project:  
**PROJECT: Bid #73082 – Rive Ave. at Wooley Rd. Intersection Improvements**  
**LOCATION: Oxnard, CA**  
**OWNER: County of Ventura**  
**APPROXIMATE PROJECT VALUE: \$130,500.00**  
**BID DATE/TIME: October 8, 2013 @ 2:00**  
**CONTACT: Katie Faulise**  
**(805) 642-0121 ext. 239 • Fax: (805) 650-9015**

**\*\*SEEKING:** Striping & Sealing, Signal Heads, Pedestrian Heads, Bicycle Detection Loop, Traffic Control, and Water Pollution Control.

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

**We Are An Equal Opportunity Employer**

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**For Construction on State Highway In**  
**Los Angeles County In Los Angeles and Glendale From 0.2 Mile West of Big Tujunga Wash Bridge to**  
**Dunsmore Avenue Undercrossing**  
**Project ID 0700020957**  
**Location: 07-LA-210-R9.7/R16.1**  
**Contract No. 07-288014**  
**Addendum 1**  
**Bid Date: 9/19/2013 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

**Chumo Construction, Inc.**

14425 Joanbridge Street • Baldwin Park, CA 91706  
 Phone: (626) 960-9502 • Fax: (626) 960-3887  
**Contact: George Chumo**

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at (626) 960-9502.

**An Equal Opportunity Employer**

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**For Construction on State Highway In Orange County in Costa Mesa and Santa Ana from 19th Street**  
**to 17th Street**  
**Project ID 1213000066**  
**Location: 12-Ora-55-2.0/11.8**  
**Contract No. 12-OL74U4**  
**Addendum 4**  
**Bid Date: 9/19/2013 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

**Chumo Construction, Inc.**

14425 Joanbridge Street • Baldwin Park, CA 91706  
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**An Equal Opportunity Employer**

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



## I'm a Vet, I'm Unemployed, Now What?

by Luis Concepcion

We keep reading that things are getting better with the economy and unemployment among Veterans is falling. The Bureau of Labor Statistics recently released data showing that Veterans' consolidated unemployment rate dropped from 7.7 percent in August 2011 to 6.4 percent in July 2013.

These numbers are very encouraging; however, as anyone who cares about Veterans welfare would tell you, a single unemployed Veteran is too many.

As an individual Veteran, there's a lot you can do to improve the chances to get and keep a well-paying job.

**First, explore the many opportunities available for Veterans:**

- VA New Online Tools for Veteran Job-Seekers
- White House Hiring Veterans Initiative  
<http://www.whitehouse.gov/joiningforces/resources>
- Veterans Job Bank  
[https://www.nrd.gov/home/veterans\\_job\\_bank](https://www.nrd.gov/home/veterans_job_bank)
- One Stop Career Centers Located nationwide, these centers offer free employment referral service, career counseling and more to Veterans.  
<http://www.servicelocator.org/>
- Federal Employment Veteran Hiring Initiatives at USAJOBS and America's Heroes at Work websites  
<https://my.usajobs.gov/Veterans>  
<http://www.americasheroesatwork.gov/>

Don't know what you're good at or what you want to do? Visit the local One Stop Career Center or try free Internet tools such as the Jung Typology Test™, which gives you a basic understanding of occupational areas you may enjoy.

Then, look for work. You can find plenty of help from your community and friends, but what should you do? I have learned there are two very simple, important questions to ask myself: "How many people did I see today?" and "What did I tell them?"

Make a reasonable daily goal to see a certain number of people for job referrals or networking, and visit a certain amount of employers. In my opinion a "reasonable" goal is one that I can achieve with ease. So, if I create a goal to reach out to 15 people daily, and I find myself only reaching out to 5, then I should rethink my goal down to 5 to make it realistic.

Build a list of potential people and employers using your cell phone contacts. Reach out through email or online, or be active and phone or visit. Keep a log of your contacts – you can always get something good from a contact. Then, let your friends know you're unemployed and looking for work. Make a new friend who knows you are looking for work, or get a referral to a new friend or business that is hiring, or pick their brains for employment ideas. The idea is to get out there and network.

So you are seeing enough people and businesses every day, yet you can't find a job. Something is not working out. Thus, the second question you should ask is "what am I telling them?" Could there be something in your presentation that is not working for you? Here are some suggestions to help you shape the "what did I tell them?" part of your job hunt.

First, how much active job hunting – phone or visit – are you doing, vs. passive – email or online? According to Forbes, only 13 percent of employees were found through job boards and 22 percent through a company's website. This means the bulk of your search should be active. Reach out to friends. Call or go to the employer and ask for a job.

Also, if you're getting job interviews and still don't get the call, there might be something to change in your interviewing skills. Try talking in front of a mirror or ask a buddy or family member to do a mock interview with you. Call those who interviewed you before and ask them for feedback on your interview. And make sure you're properly dressed and groomed; if you are unsure, ask a friend for advice on this, too.

Finally, ask yourself why the company would want to hire you and be prepared to tell them why hiring you will help their bottom line. You need to "sell" yourself to the hiring official!

Veterans still have an edge over civilians when it comes to employment. Take a look at the page "Why Hire A Vet" and you will see why a Veteran is, and will always be, an immediate asset to any organization.

It was Theodore Roosevelt who said, at a speech to Veterans in Springfield, Ill. on July 4, 1903, "a man who is good enough to shed his blood for his country is good enough to be given a square deal afterwards. More than that no man is entitled, and less than that no man shall have."

Keep the faith, stay focused, seek -and find- government help, see enough people, say the right things and, last but not least, enjoy your new job.

*Luis Concepcion is a graduate of Liberty University School of Counseling, where he completed a M.A. in Human Services, and served honorably in the U.S. Army. He is now a Rating Veteran Service representative at VA's Philadelphia Pension Management Center.*

**Website:** <http://www.blogs.va.gov/Vantage/>

**Source:** Vantage Point

## If you're hiring, give a veteran a chance



Arguably, no institution in American society does a better job than the U.S. military of churning out trained, disciplined, loyal employees capable of performing within a team framework under the most challenging of circumstances. There is little disputing the latter's superiority as an organization. It is without peer on planet Earth.

So one would think civilian employers would be tripping all over each other to hire battle-tested, returning soldiers. Alas, that has not been the case over more than a decade of war, with higher unemployment rates for post-9/11 veterans than for the rest of the population, with joblessness particularly acute among vets under age 24.

Why that is can be difficult to decipher. There may be a perception that skills learned in the military are not readily adaptable to the traditional work force. There may be a concern that they're a bad fit in a corporate environment after experiencing a military culture. There may be a bias that the

stress of combat means they come home with issues such as post-traumatic stress disorder. There may be fears of future redeployment. Perhaps the military could do a better job of preparing soldiers to transition back with career advice. Whatever the case, too many veterans aren't finding jobs.

Admirably aiming to change that is the United States Chamber of Commerce, which brought its Hiring Our Heroes program to Peoria last week with a jobs fair to introduce vets looking for work to some 50 local employers. The Chamber's national goal is employment for 500,000 vets by the close of 2014.

To his credit Illinois Gov. Pat Quinn has given more than just lip service to this issue, recently signing a Hiring Veterans Tax Credit that gives Illinois companies up to a \$5,000 tax break for every veteran of the Iraq and Afghanistan wars they hire. He wants 100,000 of those vets employed in Illinois by 2020.

In some ways, it's too bad that such an incentive is needed because it's not as if companies are being asked to bend over backwards doing anyone a favor. These vets have something to offer. Many have strong technological skills, for instance. Beyond that, arguably they've helped make the world safe for business, as anyone who experienced the economic aftershocks of 9/11 should appreciate. A little gratitude would be appropriate. It is encouraging to read that Peoria-based Caterpillar is among those who gets that, as it is investing \$100,000 in Hiring Our Heroes to help fund 10 other job fairs across the country. It's a start, and other employers should feel free to follow Cat's example.

But nothing beats actually putting these veterans on the payroll. Ultimately, they fought a couple wars that too few Americans even seemed to notice, for a nation that fell far short of the ideal of shared sacrifice. And they come home to unemployment? That's not right, and America knows it. If there are obstacles, they can be overcome.

**Source:** <http://www.pjstar.com/opinions/ourview/x1052259349/Our-View-If-youre-hiring-give-a-veteran-a-chance>

# MINORITIES

## business report



### Ford's Supplier Diversity Program Celebrates 35 Years Empowering Business Owners



**John A. James, Chairman,**  
CEO and founder of James Group International

suppliers, and \$2.1 billion from suppliers who in turn source business from minority- and women-owned companies.

This year, Ford has added several minority, women and veteran-owned businesses to its supplier base, including Cordell Transportation (a Dayton, Ohio-based trucking business), CMAC Transportation (a Brownstown Charter Township, Mich.-based warehouse and transportation company), Go-To Transportation (a Bay City, Mich.-based shipping company) and Integrated Supply Chain Solutions (a Detroit-based print management and transportation business).

Looking ahead, veterans are a key focus for the SDD program. Ford is committed to spending 3 percent of its U.S. purchasing budget with qualified veteran-owned businesses.

"If anyone understands teamwork and getting the job done, it's our men and women who have served and continue to serve in the armed forces," said Carla Preston, SDD program director. "We believe the success of Ford Motor Company largely depends on enabling people and businesses of all kinds to succeed and share in the One Ford plan of profitable growth for all – particularly our veteran suppliers."

For more information regarding Ford and its products worldwide, please visit <http://corporate.ford.com>.

Source: © 2013 Black Enterprise

### Veterans are the new key focus for the Supplier Diversity Development program

by C. Daniel Baker

For 35 years, Ford's Supplier Diversity Development (SDD) program has been cultivating successful relationships between the company and its minority, women and veteran-owned supplier businesses.

Ford has spent \$67 billion through the program since its launch in 1978, working with 400-plus diverse and minority suppliers; more than 25 of these companies have been doing business with Ford for more than 20 years.

The SDD program empowers entrepreneurs like John A. James by providing them with the resources to be successful. For instance, Ford sold James 23 used diesel trucks from its private fleet to use for his trucking business in 1972. James, an African-American veteran, is chairman, CEO and founder of an international supply chain logistics company, James Group International. He has worked with Ford since 1972 – a year after he founded his first business.

"Minority, women and veteran-owned businesses have made substantial contributions to Ford's profitable growth," said Tony Brown, group vice president, global purchasing. "James Group International is an outstanding example of how our SDD program partners us with the best suppliers in the world, which has helped us produce quality vehicles over the last 35 years for our customers."

By identifying high-potential minority, women-and veteran-owned businesses and giving them the resources to be successful, Ford can tap a fresh perspective that can lead to cutting-edge innovation and help accelerate the development of vehicles.

"Our SDD program is a win-win for everyone involved," said Brown. "We're all working together to foster new business relationships that will contribute to the greater good, leading to new opportunities for expansion and growth."

In 2012, Ford exceeded its sourcing goals by purchasing \$5.7 billion in goods and services from minority-owned suppliers, \$1.2 billion in goods and services from women-owned

### Hiring Need Spurs CEO Push for Diversity from General Electric, Xerox

By Thomas Black, Carol Hymowitz and Duane D. Stanford. Bloomberg News

General Electric, Xerox and General Mills have a message for U.S. courts: Hiring more women and minorities is good for profits.

That trio was among 57 large corporations that urged the U.S. Supreme Court to uphold affirmative action in college admissions this week. Now, with the University of Texas case handed back to a federal appeals court, they want to protect the programs that have provided an increasingly diverse talent pool.

Chief executive officers are weighing in as they try to build work forces to match shifting U.S. demographics. Private employers account for more than 80 percent of U.S. jobs, and they will fill future positions from a population that the U.S. Census Bureau projects will tip to a non-white majority by 2043.

"It's very important for the company to capture and have within our ranks employees who really understand the broad spectrum of American society in order for us to be an effective consumer goods company," General Mills CEO Ken Powell said in an interview. "We strongly believe in that."

The Supreme Court voted 7-1 this week in a case involving the University of Texas to leave intact a 2003 decision allowing the use of race in considering student applications. At the same time, justices told the U.S. Court of Appeals in New Orleans to review whether diversity can be achieved without taking race into account, leaving the ultimate outcome in doubt.

Universities' "interest here is to achieve a diverse student population," said Yolanda Seals-Coffield, an attorney for PricewaterhouseCoopers LLP, who led the firm's involvement in a so-called amicus brief to the Supreme Court. "Our interests are aligned that way."

While GE said this week that it was "pleased" that the Supreme Court left its 2003 affirmative action ruling in place, most corporations that sided with the University of Texas declined to comment on the specifics of the justices' ruling.

"Our focus in joining the amicus brief was on the benefits that U.S.-based global companies like P&G gain from fostering a diverse work force and inclusive culture," said Mary Ralles, a spokeswoman for Procter & Gamble Co.

#### More minorities

Since 1976, the share of non-white students enrolled at degree-granting institutions has climbed to 39 percent last year from less than 16 percent, according to Education Department statistics. Hispanics gained the most, jumping to 14 percent of total enrollment from 3.6 percent in 1976.

Department data from 2011 show the gaps that remain in educational attainment by race: Of whites 25 and older, 34 percent

### CEO Profile

**John A. James**, a native of Starkville, Mississippi is Chairman, CEO and founder of James Group International, a group of companies in Detroit, Michigan which offers international supply chain services such as consolidation, deconsolidation, sub-assembly, inventory management, warehousing, distribution, and transportation services. Mr. James received a BS degree in Sociology from Mississippi Valley State University in Itta Bena, MS in 1964. He studied Guidance at the University of Toledo in 1965 and Business Administration at Wayne State University from 1969-1972.

Mr. James was the first African American whose company was issued broad operating authority to transport automotive parts and other commodities in the State of Michigan. He is also the first African American nationally to be granted such authority by the interstate Commerce Commission to operate in Interstate and foreign commerce since the ICC began regulating trucking in 1935. Due to his own business experiences, which include taking his case for transportation authority to the U.S. Supreme Court, Mr. James makes every effort to share his knowledge and expertise with other minority business entrepreneurs attempting to enter the highly competitive business world.

Visit link to read his full profile  
<http://jamesgroupintl.com/ceo-profile/>

Continued on page 10

# SBE Southern California

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

The California Governor's Office of Business  
and Economic Development  
in collaboration with  
Councilmember Curren D. Price, Jr.,  
City of Los Angeles Council District 9 and  
Pacific Coast Regional SBDC

**PRESENT**

## Protect your Business: Disaster Readiness Workshop

Learn what you can do now to protect your business from devastating disasters. Get practical steps on how to manage disaster risk from events such as earthquakes, wildfires, and cyber-attacks.

Join field experts and disaster survivors to learn about what to do before, during, and after a disaster. Speakers will include the following:

**Richard J. McCarthy, Executive Director, California Seismic Safety Commission** - Mr. McCarthy has served as the Executive Director for the California Seismic Safety Commission since 1995. From 1979 to 1990, he worked as the senior engineering geologist for the California Coastal Commission. Mr. McCarthy is dedicated to the reduction of earthquake risk to the people and property in the State of California. He has published numerous articles and reports and has served on many scientific committees and federal/state task forces.

**Constance Anderson, Director, Small Business Development Center at Pacific Coast Regional** - Ms. Anderson specializes in helping clients with financial issues such as business financing and business plan development, as well as business startup and general business management. As part of this work, she assists businesses in preparing disaster plans and providing resources for financial assistance when disasters occur.

**Small Business Owner and Disaster Survivor** - Linda and her husband had just opened their plumbing business when the Northridge earthquake occurred in 1994. Linda will discuss how their small business was able to survive the disaster.

**James G. Featherstone, General Manager of the Emergency Management Department City of Los Angeles** - A veteran of the United States Navy, he began his years of service to the City of Los Angeles in 1986 with the Los Angeles Fire Department. Mr. Featherstone is a member of the National Incident Management Support Team, and the current Chair of the National Advisory Council for FEMA. Mr. Featherstone is an alumnus of the National Fire Academy, and the Executive Leaders Program at the Naval Postgraduate School's Center for Homeland Defense and Security. He has completed the National Preparedness Leadership Initiative program at Harvard University's Kennedy School, and is an Ash Fellow in the Kennedy School's Program on Crisis Leadership.

**Jonathan W. Clate, founder of PiOS Corporation** - PiOS is a professional services firm, with offices located in Tampa Florida and Syracuse New York, that specializes in United States Government consulting, risk management and disaster recovery and business continuity services. Mr. Clate has over 17 years of experience in the Information Technology field, and has held senior management positions with PricewaterhouseCoopers and JP Morgan Chase. In addition to his service above, Mr. Clate has worked on numerous classified United States Department of Defense and Department of Justice projects.

**Mr. Clate currently holds the following certifications:**

- Certified Information Systems Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- Project Management Institute (PMI) Certified Project Manager
- Certified Information Security Manager (CISM)
- Certified in Risk and Information Systems Controls (CRISC)

**Sharon Guy, Employment Program Representative for the California Employment Development Department** - Ms. Guy has over 20 years of experience in unemployment insurance benefits, determinations, appeals, disability, workers compensation and job services. She works with business owners and employees to conduct job workshops and other services available to stakeholders and customers. After the Northridge earthquake, she worked on special projects assisting business owners, and currently provides support to businesses and claimants after major fires and flooding disasters throughout California. Ms. Guy is an alum from the University of California at Berkeley and majored in Communications.

The California Governor's Office of Business and Economic Development  
in collaboration with  
Councilmember Curren D. Price, Jr.  
City of Los Angeles Council District 9 and Pacific Coast Regional SBDC

**PRESENT**

# PROTECT YOUR BUSINESS

## DISASTER READINESS WORKSHOP

**SEP 19** 2013  
8:30AM TO 11:30AM

**USC EXPO CENTER**  
3980 MENLO AVENUE, LOS ANGELES, CA 90037

**FREE EVENT**  
REGISTRATION IS REQUIRED

Registration Link: <http://tinyurl.com/disasterreadiness0919>  
For more information please contact:  
Phone: (866) 301-9989  
Email: [sbdc.contact@pcrcorp.org](mailto:sbdc.contact@pcrcorp.org)

*Light refreshments and coffee will be served.*

**BEFORE DEVASTATING DISASTERS HAPPEN**

**EARTHQUAKES ★ FIRES ★ CYBER-ATTACKS**

**Get practical steps on how to manage these disaster risks**

- ★ Hear from disaster & business experts & successful disaster survivors
- ★ Navigating disaster situations and minimizing financial losses
- ★ Learn how to prepare for a disaster before it happens
- ★ How to identify critical business data and information you'll need if a disaster occurs
- ★ Get tips on what to do during and after a disaster
- ★ Connect with business & finance resources to get your business back on track after the disaster



# Business MATCHMAKING

# 2013

## Selling and Security Forum Los Angeles, CA - Thursday, September 26, 2013 Panels and Face-to-Face Meetings with:

• U.S. General Services Administration
• U.S. Department of Veterans Affairs
• U.S. Air Force
• U.S. Department Homeland Security
• Federal Aviation Administration
• CA Dept. of General Services
• Caltrans
• CA Dept. of Corrections
• City of Los Angeles
• City of Pasadena

• LA World Airports
• Port of Long Beach
• Par Electrical
• Southern California Edison
• Symantec
• HP
• Northrop Grumman
• Lockheed Martin
• Dun & Bradstreet Credibility Corp.
• And Many More

*“250 area small businesses will have a remarkable opportunity to meet those who buy products and services for government agencies and major corporations and learn from the law enforcement experts how to avoid becoming a victim of Cybercrime...Don't miss this!”*

— Former Administrator, U.S. Small Business Administration

Start-ups, growing companies, and those already selling successfully will all benefit from this event. There will be procurement presentations by federal, state and local agencies, as well as Symantec, Dun and Bradstreet Credibility Corp, HP, Bank of America and other corporations.

- Government agencies and major corporations need every type of product and service.
- Cyber Crime is invading small business and you can protect your assets.
- There is new access to affordable capital.
- Women, minority and veteran owned firms have more opportunities than ever before.

None of us have time to waste. One day with these experts and your own networking can change the life of your business. These free events have resulted in over \$9 billion in contracts granted to small businesses like yours.

**Location:**

Sheraton Universal Hotel  
333 Universal Hollywood Drive, Universal City, CA 91608

**Date:** Thursday, September 26, 2013 • **Time:** 8:30 a.m. - 4:00 p.m. (Check-in starting at 8:00 a.m.)  
Registration and lunch are complimentary.

**Registration:**

Use this custom registration pass code to register your company: DFLNGK  
Go to [www.businessmatchmaking.com/workshopla.shtml](http://www.businessmatchmaking.com/workshopla.shtml)

Click on the red “Registration” Tab

Please share this invitation with your colleagues and business associates.

If you have questions about this email or Business Matchmaking, please contact us by email at [registration@businessmatchmaking.com](mailto:registration@businessmatchmaking.com).

*Disclaimer: Reasonable arrangements for persons with disabilities will be made, if requested, at least two weeks in advance. Contact: [information@businessmatchmaking.com](mailto:information@businessmatchmaking.com).*

## UC Report Explores Calif. High-Speed Rail Challenges, Opportunities

A report issued by two California universities describes the state's embattled high-speed train proposal as an opportunity for environmental and economic benefits in the San Joaquin Valley.

If, that is, the region can overcome the fractious politics that surround the controversial bullet-train plans.

Tuesday's report was produced by the law schools at the University of California, Berkeley and the University of California at Los Angeles.

The report coincided with a panel discussion that begins at noon Tuesday in Fresno where representatives from agriculture, development and the California High-Speed Rail Authority will discuss how to manage the economic and environmental impacts of high-speed trains in the Valley.

The panel discussion is at The Grand on 10, 1401 Fulton St. in downtown Fresno.

The high-speed train project, which would link San Francisco and Los Angeles by way of the Valley, presents the region with both challenges and opportunities, writes Ethan Elkind, the report's author. Elkind is a climate policy associate with the UCLA School of Law's Environmental Law Center and the Center for Law, Energy and the Environment at the UC Berkeley law school.

“The system has the potential to worsen California's development patterns -- and therefore the environment, economy and public health,” Elkind wrote. In the Valley, that potential stems from a history of low-density, car-oriented housing developments that chew up valuable agricultural land. Such development, he said, leads “to traffic congestion, poor

air quality and the ongoing loss of the region's invaluable agricultural resources.”

High-speed rail, he said, could increase such growth. “To heighten the challenge, the Valley has been divided politically over high-speed rail while experiencing some of the worst effects from the recent recession.”

But there are opportunities for economic and environmental benefits, the report suggests, “if Valley leaders can develop and implement supporting policies.” In addition to jobs building the system, Elkind wrote, “the system could create new business opportunities in Valley cities connected to the major economic hubs in the state.”

Traffic congestion and air quality also could be improved if the system were to be successful in attracting motorists and airline passengers as an alternative for travel to the Bay Area and Southern California.

The report outlines four key barriers to efficient development of high-speed rail and proposes possible solutions, most focused on Valley-wide collaboration, regional planning and policies for more efficient patterns of urban development.

But the report could end up being a largely academic exercise, depending on the ultimate outcome following a judge's ruling Friday in Sacramento that the California High-Speed Rail Authority's statewide plan fails to comply with key provisions of Proposition 1A, a 2008 high-speed rail bond measure.

Prop. 1A included safeguards for spending the \$9.9 billion in bond proceeds and requirements that environmental approvals be completed for the full length of an operational section before any construction began -- provisions that Sacramento

Superior Court Judge Michael Kenny said the rail agency violated.

The judge stopped short of blocking funding, but has asked attorneys for Kings County and two of its residents, who brought the lawsuit nearly two years ago, and for the rail agency to submit written arguments over potential remedies to the violations.

The reporter can be reached at [tsheehan@fresnobee.com](mailto:tsheehan@fresnobee.com) or at (559) 441-6319 or on Twitter @tsheehan

**Source:** (c)2013 The Fresno Bee (Fresno, Calif.)

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## Hiring Need Spurs CEO Push for Diversity from General Electric, Xerox

■ **Continued from page 7**

had obtained a bachelor's degree or higher, compared with 20 percent for blacks and 14 percent for Hispanics. For Asians, the figure was 51 percent.

Not all companies are equal on inclusiveness, said Patrick McKay, who leads the Human Resource Management Department at Rutgers University in New Jersey. Many still meet only minimum affirmative-action requirements to bid on federal contracts, and U.S. corporate leadership remains overwhelmingly white and male, he said.

"Decisions are made in the boardroom, and there's gross underrepresentation of women and minorities in the upper echelons of companies," McKay said.

Women comprised 17 percent of independent corporate directors last year, up from 12 percent in 2002, according to a study by New York-based consultant Spencer Stuart. For the top 200 companies on the Standard & Poor's 500 Index, 16 percent of board members were minorities, excluding foreigners.

### Continuing tensions

Recent legal history also shows the continuing tensions at the intersection of hiring, promotions and race.

FedEx reached a \$3 million settlement last year with the U.S. Labor Department in a hiring practices case without admitting wrongdoing. The department said it found evidence of discrimination against 21,635 rejected applicants based on sex, race and national origin at 23 facilities in 15 states. A FedEx spokeswoman, Bonny Harrison, said the company had no comment on the case.

In 2012, 16 Coca-Cola employees in New York filed a discrimination lawsuit that was transferred from state to federal court. That was more than a decade after the Atlanta-based company agreed to pay \$192.5 million and create an independent review panel to settle a racial-bias lawsuit brought by about 2,200 minority workers.

"Coca-Cola does not tolerate discrimination, harassment or retaliation," a spokesman, Scott Williamson, said in an email while declining to comment specifically on the 2012 suit. "We have a culture that welcomes and supports diversity."

### Internal review

Xerox is among the companies trying to signal the importance of diversity with an internal review board. Its members include executives who report directly to CEO Ursula Burns, the first black woman to lead an S&P 500 company.

"This isn't a stand-alone silo, it's integrated into our management," said Damika Arnold, manager of global diversity and inclusion at Norwalk, Conn.-based Xerox. "We see it as a competitive advantage."

An inclusive work force helps in recruiting and retaining minority employees, said Lucy Sorrentini, chief of the office of diversity and inclusion for consultant Booz Allen Hamilton Holding Corp., which didn't file a court brief in the University of Texas case.

"By having more and more of these role models, that's directly impacting our attrition levels favorably," Sorrentini said. "As we're showcasing more of these diverse leaders, we have more people saying, 'Hey, this is definitely the place where I want to stick around and grow my career.'"

McKay of Rutgers called the Supreme Court's ruling a "near miss" on scrapping affirmative action for college enrollment. While U.S. business have a long way to go in ensuring diversity at all levels, support from some of the country's largest corporations sets a good tone for the rest, McKay said.

"It's good that they're sensitive to the issue. I'm encouraged, actually," he said. "It shows that they're thinking in the right direction."

Source: *The Killeen Daily Herald*

## EPA Awards \$60,000 in Environmental Justice Grants to Northern California Projects

■ **Continued from page 2**

the California Healthy Nail Salon Collaborative, the outreach program will reach up to 70 Vietnamese nail salon community members representing nail salons in Alameda County as well as workers and owners from Marin and Santa Clara Counties.

An additional \$60,000 in grants was awarded to two organizations in Southern California. EPA's environmental justice efforts aim to ensure equal environmental and health protections for all Americans, regardless of race or socioeconomic status.

Environmental justice is defined as the fair treatment and meaningful involvement of all people, regardless of race or income, in the environmental decision-making process. Since 1994, EPA's environmental justice small grants program has supported projects to address

environmental justice issues in more than 1,400 communities. The grant awards represent EPA's commitment to promoting community-based actions to address environmental justice issues.

In the fall of 2013, EPA will issue a Request for Proposals for the FY 2014 Collaborative Problem Solving Grants. A schedule of pre-application community stakeholder teleconference calls will be announced at that time.

2013 EJ Small Grant recipients and project descriptions: <http://www.epa.gov/environmentaljustice/resources/publications/grants/ej-smgrants-recipients-2013.pdf>

More information about EPA's Environmental Justice Small Grants program: <http://www.epa.gov/environmentaljustice/grants/ej-smgrants.html>

Source: U.S. Environmental Protection Agency

## GSA owes more than \$3 million to small businesses

By J.D. Harrison

The General Services Administration has failed to fully pay 1,334 federal contractors, shorting them by more than \$3 million since 2008, according to a House committee report released Thursday.

The amount may not be large, but lawmakers on the Republican-led House Small Business Committee emphasized the importance of such companies.

"Contracting with small businesses is good for the economy and it's good for the taxpayer because small companies bring cost-savings to the federal government," Sam Graves (R-Mo.), the committee chairman, said in a statement. "But when federal agencies don't live up to their end of the bargain, small businesses are discouraged from competing and taxpayers lose the benefits of government efficiency."

The agency did not fulfill a "guaranteed minimum payment" clause outlined in many of its contracts, the report said.

GSA plans to pay the debts dating to 2007, according to an agency spokeswoman.

"Because of policy dating back several years and several administrations, some businesses were not compensated because they had to request the guaranteed minimum payment to GSA," Betsaida Alcantara, the agency's communications director, said in an e-mail. "Under new leadership, GSA is changing its policy and will no longer require eligible small businesses to request these payments."

Alcantara emphasized that the practice of withholding payments from contractors that do not formally request the money predates the agency's current management, although GSA could not provide data before 2008.

Thomas Sharpe, the GSA's federal acquisition services commissioner, confirmed the delinquent payment issue in a letter to Graves.

"Moving forward, GSA intends to administer clause I-FSS-106," Sharpe wrote, referring to the minimum-payments provision that has been in its current form since 2003.

The GSA offers an online catalogue of government services known as the Multiple Award Schedules program, from which other agencies can purchase goods and services — from ink pens to construction services — usually at discounted prices. To be listed, contractors must undergo a rigorous and often expensive vetting process, and once approved, they must meet minimum government sales mandates to stay in the program (\$25,000 in combined sales the first two years and \$25,000 each year after that).



**The U.S. General Services Administration failed to fully pay more than 1,300 small contractors since 2008, shorting them a collective \$3 million.**  
(MANDEL NGAN/AFP/GETTY IMAGES)

Businesses that make it into the program are guaranteed at least \$2,500 in federal agency orders. Although the contract clause does not require firms to request the money, GSA officials say they informed contractors to contact the agency to receive the payment.

From now on, the agency plans to send those payments automatically, in accordance with the clause.

"That minimum-sales guarantee is essentially the government paying for the promise that the company makes to deliver the agreed-upon goods and services when ordered at agreed-upon prices," Alan Chvotkin, executive vice president and counsel of the Professional Services Council, an industry group, said in an interview.

Source: © 2013 The Washington Post

# SOUTHERN CALIFORNIA

# PUBLIC LEGAL NOTICES



UCLA

## ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a Unit Price Job Order ("UPJO") contract are invited for the following work:

### SUSPENDED ACOUSTICAL CEILING UNIT PRICE JOB ORDER - FACILITIES MANAGEMENT 2013 Project Number 3744149

**DESCRIPTION OF WORK:** The University is seeking to hire a contractor to perform suspended acoustical ceiling construction work on an "as needed" basis that will be delivered by Unit Price Job Order (UPJO), and occurring on the UCLA Westwood campus. As described in more detail in the Bidding Documents, work under the UPJO will be limited to the following:

Suspended acoustical ceiling work related to Minor Capital Improvement Projects as well as work which includes repairs of, or alterations to, campus buildings, structures, or facilities to continue their usability at the designed level of service. Each Job Order shall have at least 51% of the work within the advertised license classification specified herein. Work outside said license classification may be self-performed by Contractor when said work is considered incidental and supplemental. In such cases, the value of said incidental and supplemental work shall not exceed 5% of the Job Order Sum. If the work outside the

Contractor's license classification exceeds 5% of the Job Order Sum, then Contractor must either hold the appropriate additional specialty license classification or subcontract the work to an appropriately licensed subcontractor.

Refer to Exhibit 20 of the bidding documents for suspended acoustical ceiling construction work excluded from this UPJO.

The total combined cost for all Job Orders issued will not exceed the Maximum Contract Value of \$1,000,000.00 during the 1-year Base Term and \$1,000,000.00 during each 1-year Option Term, if exercised by University. When the work of a job consists only of the trade of this UPJO, the cost of any individual Job Order Authorization will be from \$50,000.00 to \$500,000.00. When the work of a job consists of multiple trades, the cost of any individual Job Order Authorization for this UPJO will be from \$10,000.00 to \$200,000.00.

### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on September 11, 2013, and will be issued at:

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

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

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

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

and must be received at or before:

**2:00 p.m., October 16, 2013**

**MANDATORY PRE-BID CONFERENCE:** A mandatory Pre-Bid Conference will be conducted on September 18, 2013 beginning promptly at 10:00 a.m. Only bidders who participate in the Conference in its entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at [www.ucla.edu/map](http://www.ucla.edu/map)). For further information, contact Steven Chang at 310-983-3151.

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

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

**C-02 License (Insulation & Acoustical) OR**

**D-50 License (Suspended Ceilings)**

**PREQUALIFICATION:** To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidder's completed Prequalification Questionnaire must be received at the above-listed University Contracts Administration office in a sealed envelope no later than:

**3:00 p.m., September 25, 2013**

Bid Security in the amount of \$25,000 shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

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

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at: <http://www.capitalprograms.ucla.edu>)

## UC IRVINE

### NOTICE INVITING GENERAL BUILDING "B," CONCRETE "C8," OR SIGN "C45" CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine (UCI) from Contractors wishing to submit DESIGN BUILD proposals for the CAMPUS MONUMENT WALLS & SIGNAGE, PROJECT NO. 997404.

Prequalification questionnaires will be accepted from General Building "B," Concrete "C8," or Sign "C45" contractors that have completed comparably sized design-build projects as described in the questionnaire.

**DESCRIPTION:** Construct four monument walls located at four campus entrances. Walls shall match the existing monument wall located at the corner of Campus Drive and Culver Drive. Scope includes demo of one existing wall and construction of four new CMU or Concrete walls that include: stone veneer, brass lettering and seal, LED lighting, underground electrical feeds, and landscape.

Project completion time: 6 Months

**PROJECT DELIVERY:** Design Build

**ESTIMATED DESIGN AND CONSTRUCTION COST:** \$500,000 - \$700,000

**PROCEDURES:** Prequalification questionnaires will be available electronically at 2 PM on 9/13/13 from UCI Design & Construction Services.

**Mandatory Prequalification Conference** will be held at 11:30 AM on 9/17/13 at UCI Student Center Conference Center - Doheny Beach B, Building 113 on Campus Map, corner of West

Peltason Drive and Pereira Drive, Irvine, CA 92697.

**Contractors who have previously submitted a prequalification questionnaire for the Campus Monument Walls & Signage project DO NOT need to submit a second prequalification questionnaire or attend the mandatory Prequalification Conference scheduled on 9/17/13 at 11:30 AM.**

**Prequalification questionnaires** must be received by 2 PM on 9/26/13 only at UCI Design & Construction Services, 101 Academy, Ste. 200, Irvine, CA 92697.

UCI reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all proposal conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance reqs. A contract will be awarded to the contractor/architect team ("design builder") who offers UCI the best value. General Building "B," Concrete "C8," or Sign "C45" California Contractors License req'd.

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.

Contact Brenda Duenas (949) 824-9586, [bduenas@uci.edu](mailto:bduenas@uci.edu) for the questionnaire. For other opportunities: [www.designandconstruction.uci.edu](http://www.designandconstruction.uci.edu)

## CITY OF ONTARIO

### NOTICE INVITING BIDS Project No. P150-1314-01

The City of Ontario ("City") will receive bids for the City of Ontario, HOUSING AND MUNICIPAL SERVICES, QUIET HOME PROGRAM Project in the City of Ontario, California by electronic submission only no later than October 7, 2013, at 10:00 A.M. The Project, which involves modifying Fifty-seven (67) units (including single and multi-family properties) will insulate dwellings against aircraft noise and must be completed within two hundred and sixty eight (268) calendar days, as provided in the Bid and Contract Documents. Typically, sound insulation work includes installation of acoustic doors and windows, new central heating and ventilation air conditioning systems, with split (up flow or horizontal) equipment, attic insulation, vent baffles and other noise reducing improvements. Existing doors and windows are replaced with acoustically rated ones. Primary acoustical doors shall have a minimum Sound Transmission Coefficient (STC) of 32, and acoustical window products shall have a minimum STC of 40.

**ARCHITECT PROBABLE CONSTRUCTION COST: \$2,084,000**

Bids must be submitted electronically through the City's Planet Bids system. Bid Forms are available to registered vendors at [www.ci.ontario.ca.us](http://www.ci.ontario.ca.us) under Bids and Proposals on the home page. There is no charge to download the contract documents. The electronic bid management system will not accept late bids. **A mandatory Pre-Bid Conference will be held on September 12, 2013 at 10:00 a.m. at 208 W. Emporia Street, Ontario, CA 91762 (Quiet Home Display Room, 1st floor). All bidders must attend. Anyone arriving late will not be allowed entry.** (Optional Site Visit will follow conference)

Bids shall be valid for 60 days after the bid opening date. Bids must be accompanied by cash, a certified or cashier's check, or a Bid Bond, in favor of the City in an amount not less than ten percent (10%) of the submitted

Total Bid Price. Prior to award of the Contract, the successful bidder will be required to furnish a Performance Bond and a Payment Bond, each in the amount of one hundred percent (100%) of the Total Bid Price, on the forms provided and in the manner described in the Bid Documents, Contractor shall comply with PCC '4108 with respect to subcontractor bond requirements.

Pursuant to B&P Code '7028.15 and PCC '3300, Contractors shall possess the following California Contractor's license(s) in order to perform the Work: General Building "B" and Subcontractors must possess the appropriate licenses for each specialty subcontracted. Bidders are advised that this Contract is a public work for purposes of the California Labor Code, which requires payment of prevailing wages. City has obtained from the Director of the Department of Industrial Relations the general prevailing rates, and will place them on file at the City's office and make them available to any interested party upon request.

Since this Project involves federal funds, the successful contractor and its subcontractors must comply with federal DBE requirements, as specified in the Bid Documents. At this time City will meet the DBE goal on federally assisted projects through race neutral measures. City supports the use of race neutral measures to facilitate participation by DBEs and other small businesses, and encourages prime contractors to subcontract portions of their work that they might otherwise be performed with their own forces to DBEs.

Pursuant to PCC '22300, the successful Contractor may substitute securities equivalent to monies withheld by the Owner.

The City reserves the right to reject any or all Bids, to waive any informality or irregularity in any Bid received, and to be the sole judge of the merits of the respective Bids received.

CITY OF ONTARIO, CALIFORNIA

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# NORTHERN CALIFORNIA

# PUBLIC LEGAL NOTICES



CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS

Contract No. JOC-J23  
(ID No. JCC14023)

## JOB ORDER CONTRACT NO. J23 GENERAL BUILDING SERVICES

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 2, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or obtained on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, at no cost. Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful contractor during the term of the contract. The scope of work may include repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, infrastructure, buildings, structures, or other real property.

The Contract Term is 3 years from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended for additional 2 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 3 years.

The Maximum Contract Value is \$3,000,000, with a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, Jason Chin at 415-558-4420.

Bids will not be accepted from contractors currently holding a JOC contract with the Department of Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has performed work valued by the City in an amount equal to or exceeding 90% of the maximum dollar amount of the existing JOC contract.

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

Each Task Order will include liquidated damages, and each Task Order will be on a Lump Sum basis computed using pre-set unit prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call James Soncuya at 415-558-4080 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held September 16, 2013, at 1:30 p.m., at 30 Van Ness Avenue, 5th Floor. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

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

A corporate surety bond or certified check for ten percent (10%) of the Maximum Contract Value of \$3,000,000 must accompany each bid.

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

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

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

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

9/12/13

**CNS-2531107#  
SMALL BUSINESS EXCHANGE**



CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS

Contract No. JOC-J24  
(ID No. JCC14026)

## JOB ORDER CONTRACT NO. J24 GENERAL ENGINEERING SERVICES

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 2, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or obtained on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, at no cost. Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful contractor during the term of the contract. The scope of work may include repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, rights-of-way, retaining walls, parks, playgrounds, medians and other similar works, structures, or other real property located in San Francisco and East Bay to Hetch Hetchy.

The Contract Term is 3 years from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended for additional 2 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 3 years.

The Maximum Contract Value is \$3,000,000, with a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, Jason Chin at 415-558-4420.

Bids will not be accepted from contractors currently holding a JOC contract with the Department of Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has performed work valued by the City in an amount equal to or exceeding 90% of the maximum dollar amount of the existing JOC contract.

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

Each Task Order will include liquidated damages, and each Task Order will be on a Lump Sum basis computed using pre-set unit prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **15% LBE**. Call James Soncuya at 415-558-4080 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to HRC Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held September 16, 2013, at 1:30 p.m., at 30 Van Ness Avenue, 5th Floor. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

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

A corporate surety bond or certified check for ten percent (10%) of the Maximum Contract Value of \$3,000,000 must accompany each bid.

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

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

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

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

9/12/13

**CNS-2531112#  
SMALL BUSINESS EXCHANGE**



CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS

Contract No. 3225V  
(ID No. FCP14018)

## MINNIE & LOVIE WARD ATHLETIC FIELD SYNTHETIC TURF

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 9, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 1155 Market St., 4th Fl, S.F., CA 94103, tel: 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at Minnie & Lovie Athletic Fields, 546 Capitol St. (between Minerva and Montana Sts), S.F., CA and includes work to furnish and install the "Synthetic Turf System" which includes the infill material, backing material, turf fibers, and field striping and all appurtenant work in accordance with specifications and drawings.

NOTE: The work to furnish and install the base rock and drain structure system for areas to receive the "Synthetic Turf System" will be performed under a separate contract - 3077V.

**BIDDERS QUALIFICATIONS REQUIREMENTS: There are a number of items to be submitted at time of bid, refer to Section 00 21 13, paragraph 1.10 and Section 32 18 13 for all Bidder Qualification Requirements. Bidders are hereby notified to allow sufficient time to complete all work required for all qualification submittals which include the testing of materials and submitting the certified results from testing facility in accordance with specifications.**

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

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

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

Bid discounts may be applied as per SFAC Chapter 14B. There are NO subcontracting goal or Good Faith Efforts required for this contract. Other CMD requirements shall apply. Call Finbarr Jewell at (415) 274-0511 for details.

A pre-bid conference will be held on September 16, 2013 at 10:00 a.m. in the Main Conference Room, 5th Floor, 30 Van Ness Ave., S.F., CA. In the event Bidders cannot attend this Pre-Bid Meeting, it is recommended they participate in the pre-bid discussion via a conference call - **please call (209) 647-1000 and enter the following code: 375901#**

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for

100% of the contract award.

**Class "D-12" license required to bid.**

In accordance with SFAC Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Dept. recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

9/12/13

**CNS-2532089#  
SMALL BUSINESS EXCHANGE**

# NORTHERN & SOUTHERN CALIFORNIA PUBLIC LEGAL NOTICES



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

**Contract No. 2200J  
(ID No. FCE14020)  
PROPOSITION K CURB RAMPS  
FISCAL YEAR 2012-2013**

Sealed bids will be received at 1155 Market St, 4th Flr, SF, CA 94103 until **2:30 p.m. on October 2, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at various intersections in San Francisco, California and consists of curb ramp construction, sewer replacement, traffic routing and all other related and incidental work. The time allowed for completion is 180 consecutive calendar days. The engineer's estimate is in excess of \$550,000. For more information, contact the Project Manager, Kenneth Spielman at 415-437-7002.

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

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

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

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **September 18, 2013, 1:30 p.m.**, at 1680 Mission Street, 4th Floor.

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

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

Class "A" license required to bid.

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

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

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

9/12/13  
**CNS-2532408#  
SMALL BUSINESS EXCHANGE**

site ([www.dir.ca.gov/dlsr/DPreWageDetermination.htm](http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm)). Should the general prevailing wage rates not specify a wage determination for a particular craft classification or type of worker, attention is directed to 8 CCR 16202(b) regarding petitioning the Director of the California Department of Industrial Relations for a special wage determination. The District has made no request for such determination as the District does not know the specific craft classifications or type of workers intended by Contractor for this project. The District has not established a labor compliance program. Responsibility for labor law enforcement remains with the Division of Labor Standards Enforcement.

The successful Bidder shall furnish a Performance Bond and a Payment Bond.

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2014-FT-1.

To inspect and obtain Bid Documents or for additional information, please contact the Office of the Secretary of the District, by telephone at (415) 923-2223, by e-mail at [districtsecretary@goldengate.org](mailto:districtsecretary@goldengate.org), or by facsimile at (415) 923-2013.

/s/ Janet S. Tarantino,  
Secretary of the District  
Dated: September 5, 2013  
9/5, 9/12/13  
**CNS-2526928#  
SMALL BUSINESS EXCHANGE**

**CALIFORNIA STATE UNIVERSITY  
STANISLAUS**

**NOTICE INVITING BIDS  
BID 11-191  
EMERGENCY GENERATOR &  
PHOTOVOLTAIC FOR IRRIGATION  
PUMP STATION  
CALIFORNIA STATE UNIVERSITY,  
STANISLAUS**

Sealed proposals will be received by California State University, Stanislaus in the Mary Stuart Rogers Building, MSR290 for the Emergency Generator & Photovoltaic Project located at California State University, Stanislaus, Turlock California. In general, the work shall consist of furnishing all labor, materials, equipment, transportation, supervision, permits and incidentals required to install an emergency generator and photovoltaic at the irrigation pump station located on the Turlock campus.

**Bid Date: October 1, 2013  
Bid Opening Time: 2 p.m.  
Estimated Project Cost: \$260,000**

Contractor License Requirement: Contractor must have C-10 License

A mandatory Pre-bid conference is scheduled on September 17, 2013 at 10 a.m. in the South Dining Hall, building no. 12 on the campus map.

Plans and specifications will be available for review and purchase after September 10, 2013 by requesting them from ARC by going to [www.e-ARC.com/ca/modesto](http://www.e-ARC.com/ca/modesto) then clicking on "Public Planroom" or by calling the ARC Modesto location at, (209) 524-2924 asking for the PlanWell Department. Plans and specifications cost approximately \$100.00 per set plus tax and shipping payable to ARC and are non-refundable.

The University requires Disabled Veteran Business Enterprise participation. The successful bidder shall achieve a minimum three (3) percent DVBE participation goal. Bidders shall contact the University's DVBE Program Advocate at 209-667-3243 or Debbie DaRosa at 209-667-3987.

The University requires a bid security in an amount equal to at least 10% of the total amount bid, including alternatives. The awarded contractor is required to provide payment and performance bonds equal to the full amount of the contract.

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c).



**EASTERN CONTRA COSTA TRANSIT AUTHORITY**

The Eastern Contra Costa Transit Authority (ECCTA) has proposed Disadvantaged Business Enterprise (DBE) goals for FY 2014, 2015 and 2016 in accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26.

A copy of the DBE goals and description of the methodology used will be available for inspection at the address shown below as well as online at [www.trideltatransit.com](http://www.trideltatransit.com).

Public comments regarding this goal will be accepted for forty-five (45) days from the date of this notice and may be sent to:

**ECCTA  
DBE Liaison Officer  
801 Wilbur Avenue  
Antioch, CA, 94509**

**Or, email to: [comments@eccta.org](mailto:comments@eccta.org)**

All potential bidders, including DBE firms are encouraged to register their company to be included on ECCTA's vendor bid lists by calling Purchasing at (925) 754-6622.

**STATE OF CALIFORNIA**

**Monterey District State Parks  
C1364008 - ROAD/CONSTRUCTION  
EQUIPMENT & OPERATOR  
Fully Operated, Attended and Maintained  
Construction/Paving Equipment Rental  
Monterey, San Benito and  
Santa Clara Counties, California**

**The Department of Parks and Recreation,  
Monterey District, is seeking bids for C1364008  
- ROAD/CONSTRUCTION EQUIPMENT  
& OPERATOR. BID OPENING THURSDAY,  
SEPTEMBER 26 AT 9:30 A.M.**

**Instructions for submission can be located in the  
Invitation For Bid (IFB) online through BidSync.**

**General Project Description:** The bidder hereby proposes to furnish all labor, materials, supplies, equipment, all other items of expense, and transportation necessary to provide fully operated, attended, and maintained construction/paving equipment rental (as state, better or equivalent equipment approved by State Rep.) for the State Parks in Monterey, Santa Clara and San Benito County. Rental requests must be available on short notice in some situations. All rental and operations will be accomplished in accordance with the plans, specifications, and addendums within the contract.

DVBE Requirements apply. Prevailing wages required.

**CONTRACT MANAGER: Delane Hurley  
(831) 647-6245  
PROJECT MANAGER: Larry Tierney  
(831) 649-2863  
Engineer's Estimate: Approximately  
\$220,000. - \$280,000.  
License Requirement: A  
Length of Contract: 24 Months  
No Job Showing is required.**

**Contractor Questions** may be submitted *on Bid Sync* under contract number C1364008, until Monday, September 23, 2013 - Close of Business

**State Answers** posted on Bid Sync before Close of Business Tuesday, September 24, 2013  
District Office: 2211 Garden Road, Monterey, CA 93940

## 16 Surprising Statistics

■ **Continued from page 1**

- 10) Approximately **75% of all U.S. businesses** are nonemployer businesses
- 11) 19.4 million nonemployer businesses are sole proprietorships, 1.6 million are partnerships and 1.4 million are corporations
- 12) The fastest growing sector for freelance businesses in 2011 included auto repair shops, beauty salons and dry cleaners
- 13) Total revenues from nonemployers hit \$989.6 billion in 2011 (up 4.1% from 2010)
- 14) Nonemployers had average revenues of \$44,000
- 15) Around 80% of nonemployer businesses for 2011 (or 18 million businesses) reported less than \$50,000 in receipts
- 16) Here is the **revenue breakdown of nonemployer businesses in 2011 (See chart on page 1)**  
Source: [www.docstoc.com/](http://www.docstoc.com/)



**GOLDEN GATE BRIDGE  
HIGHWAY & TRANSPORTATION DISTRICT**

**NOTICE INVITING BIDS**

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. 2014-FT-1, *Replace Channel Marker and Fender at the Larkspur Ferry Terminal*. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, September 17, 2013, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

The District seeks bids for replacing a channel marker and fender at the Larkspur Ferry Terminal.

**This is a Public Works Contract.** The general prevailing rates of per diem wages and the general prevailing rates for regular (straight) time, holiday and overtime work in Marin County for each craft, classification and type of worker needed to execute the Contract shall be set forth in the current General Prevailing Wage Determinations made by the Director of Industrial Relations pursuant to California Labor Code Sections 1720 et seq. The current General Prevailing Wage Determinations are incorporated into the Contract, and are available at the California Department of Industrial Relations' web

# FICTITIOUS BUSINESS NAME • CHANGE OF NAME

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0353162-00

Fictitious Business Name(s):  
**Nikki Staley Health Coaching**  
Address  
**619 Minna St San Francisco, CA 94103**  
Full Name of Registrant #1  
**Nikki Staley**  
Address of Registrant #1  
**619 Minna St San Francisco, CA 94103**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/20/2013**

Signed: **Nikki Staley**

This statement was filed with the County Clerk of San Francisco County on **8/20/2013**.

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

Filed: **Jennifer Wong Deputy County Clerk** 8/20/2013

8/22/13 + 8/29/13 + 9/5/13 + 9/12/13

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0353415-00

Fictitious Business Name(s):  
**Black Thirty One**  
Address  
**555 Irving Street, San Francisco, CA 94122**  
Full Name of Registrant #1  
**JD Designs LLC. (CA)**  
Address of Registrant #1  
**555 Irving Street, San Francisco, CA 94122**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/1/2013**

Signed: **David W. Bobrick**

This statement was filed with the County Clerk of San Francisco County on **9/3/2013**.

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

Filed: **Maribel Jaldon, Deputy County Clerk** 9/3/2013

9/05/13 + 9/12/13 + 9/19/13 + 9/26/13

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0353551-00

Fictitious Business Name(s):  
**Enrique V For Hair**  
Address  
**660 Market Street, Suite 225 San Francisco, CA 94131**  
Full Name of Registrant #1  
**Luis Enrique Vasquez**  
Address of Registrant #1  
**132 Fairmount Street, San Francisco, CA 94131**

This business is conducted by **AN INDIVIDUAL**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/9/2013**

Signed: **Luis Enrique Vasquez**

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

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

Filed: **Maribel Jaldon, Deputy County Clerk** 9/9/2013

9/12/13 + 9/19/13 + 9/26/13 + 10/03/13

## CHANGE OF NAME

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME  
CASE NO. CNC 13-549664

PETITIONER OR ATTORNEY  
**Kevin Wayne McCoy**  
**821 Gonzalez Dr., San Francisco, CA 94132**

TO ALL INTERESTED PERSONS:  
1. Petitioner **Kevin Wayne McCoy** for a decree changing names as follows:  
**Michele Andrea April Lana Hamp** changed to **Michele Andrea April Lana McCoy**  
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: **September 24, 2013** 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**

DENNIS TOYAMA, Clerk • DATED - July 23, 2013

8/22/13 + 8/29/13 + 9/05/13 + 9/12/13

## CLASSIFIED AD INFORMATION

**TO PLACE AN AD:** Email your ad to **NABIL VO** at **nvo@sbeinc.com** or by fax **415-778-6255**.

Please include credit card number and expiration date.  
**PAYMENT:** All ads must be paid in advance. Money order, or imprinted checks. Credit Cards by telephone, mail, or fax; American Express, VISA, and MASTERCARD.

**First line has 15 spaces, subsequent lines have 22 spaces. Every letter, punctuation mark, or space between words counts as a space.**

START HERE	(Please Print Legibly)														

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Method of Payment     CHECK     MONEY ORDER     MASTERCARD     AMEX   

VISA   

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

Expiration

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

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

**Classified displays ads may be prepaid or billed.**

**RATES:** CLASSIFIED DISPLAY Open rate: \$5.89 per line. 4-line minimum.

**DEADLINE:**  
**Wednesday before 3:00 PM.**  
**SBE Weekly Newspaper is published every Thursday**

- CATEGORIES**  
*(Please check the category you are submitting.)*
- Announcements & Information
  - Appliance
  - Automotive
  - Business Opportunities
  - Carpentry
  - Ceramic / Tile
  - Cleaning Services
  - Construction
  - Electrical
  - Employment
  - Financial Services
  - For Sale
  - Handyman
  - Hardwood
  - Hauling
  - Landscaping
  - Legal Services
  - Miscellaneous
  - Office Equipment
  - Painting
  - Plumbing
  - Professional Services
  - Real Estate
  - Wanted to Buy



# BANKING \$ FINANCE

## 6 Step Guide- How to Get a Business Loan

by **Natale Goriel, Community Moderator**

Money is the lifeline of any business, so whether you're starting a business or running an existing one, securing financing is a major factor, especially for small businesses. Many budding entrepreneurs find the task daunting and don't even know where to begin.

Here's a simple yet practical guide on how to go about preparing to apply for a small business loan.

### 1. What criteria do banks look for in making small business loans?

Different banks or lending institutions may have different standards, but in general, in order to consider your application for a small business loan, banks will require:

- The loan must be for a sound business purpose. For SBA-guaranteed loans, the business must be eligible based on size, use of loan proceeds and the nature of the business (no lending, speculating, passive investment, pyramid sales, gambling, etc.)
- You and your partner(s) are of good character, have experience and good personal and/or business credit history
- Ability to pay back the loan- reasonable to strong collateral (personal and business assets) is very important. SBA expects the loan to be fully secured, but we will not decline a request to guaranty a loan if the only unfavorable factor is insufficient collateral. And of course, owners must have personal equity investment in the business/skin in the game.

### 2. What information will you need?

Different lenders may require more or fewer documents, but in general, you will need:

- Personal and business credit history
- Personal and business financial statements for existing and startup businesses and as well as a projected financial statements

- Strong, detailed business plan (including personal information such as bios, education, etc.)

- Cash flow projections for at least a year, and

- Personal guaranties from all principal owners of the business

### 3. How can you set yourself up from the beginning to make the process easier? (i.e. accounting systems, etc.)

Be prepared; be thorough; be truthful.

- Choose your lending institution carefully. Larger banks tend to shy away from small loans as they are less profitable and take the same amount of underwriting and servicing. That doesn't mean large banks do not make small loans; it is just more difficult.
- Approach banks or lending institutions you have worked with or are a customer of
- Explore community banks and Credit Unions
- Talk to a lending officer and find out exactly what documentation they require
- Be thorough, bring everything they ask. Many loan applications are denied or face unnecessary hurdles because of incomplete applications.

Even before you start gathering and organizing the information required by lenders to consider your application, you should educate yourself regarding business loans so you can understand and discuss intelligently with the lending officers when the time comes.

### 4. What is the typical size of a small business loan?

Small businesses come in many sizes, from a start-up of a one-person company to hundreds of employees, and their financial needs vary accordingly, so "typical" also varies. That said, in the banking industry the median small business loan is about \$130,000 - \$140,000 with highest around \$250,000. SBA small business loans range from about \$5,000 (microloans) to

\$5 million (largest guaranteed) with the average loan around \$371,000.

### 5. How can you get financing to start a business since many banks want to fund growth?

Start-ups are probably the most difficult ventures when it comes to securing financing. Many start-up businesses seek financing from family, friends and credit cards. If the credit is sound, the business plan strong and you have enough personal resources to invest and collateral to guarantee, smaller, community banks and other community financial institutions and Credit Unions may consider lending you money.

Your best bet by far is SBA assistance. Begin by visiting SBA's website, where you will find a wealth of information not only on how to secure a small business loan but equally importantly, other services and training opportunities to help you succeed.

### 6. Are there associations that can help?

SBA works closely with a large network of partners that leverage SBA resources and are just one phone call away and ready to provide extensive help.

- SBA District/Branch Offices- at least one in every state
- SCORE- (approximately 300 chapters nationwide)
- SBDCs - Small Business Development Centers; (approximately 900 locations nationwide; associated with higher education institutions (colleges and universities)
- WBCs- Women's Business Centers (approximately 100 educational centers nationwide)

Source: U.S. Small Business Administration

## Five Tips for Finding Small Business Friendly Banks

by **Caron Beesley**

If you are in the market for business financing you may have noticed that the SBA is tentatively reporting Download Adobe Reader to read this link content a healthy increase in small business lending.

However, finding the right bank for your small business financing needs can still be a time-consuming challenge.

So just who is lending? And what is your best strategy for finding and approaching a bank? Here are five tips to help you find small business friendly banks.

### 1. Understand the Trending in Lending; Community Banks Favor Small Business

From city streets to Main Street, from suburbs to rural communities- big banks dominate the landscape. In fact you probably have a big bank credit or debit card in your wallet right now. But before you start knocking on the door of your personal financing bank manager, consider this.

Writing for The Huffington Post, Stacy Mitchell, a senior researcher with the New Rules Project Community Banking Initiative\*, sheds some unexpected light on small business lending trends. Her sources reveal that-'only 18 percent' (Source: The Only Way to Restore the Flow of Credit to Small Businesses\*).

So why is it that community banks do so much more small business lending than the big banks?

Mitchell goes on to explain that 'big banks rely on computer models to determine whether to make a loan. Because the local

market conditions and the circumstances surrounding each borrower and his or her enterprise are so incredibly varied, this standardized approach does not work very well when it comes to understanding the nuances of risk associated with a particular small business'

By drawing on qualitative information - getting to know the borrower, learning about the business, and understanding the local market - small banks can better assess risk and successfully make loans to a wider group of small businesses'

To help build a picture of the most active lenders in your state, take a look at this SBA report on Small Business Lending in the U.S. which ranks depository institutions lending to small businesses by state and territory (based on most current data). This Business Week slideshow (based on SBA data) also lists the Top Small Business Lenders\* of recent years.

### 2. Seek out Certified or Preferred Lenders

If you are looking for an SBA loan, check that your shortlist of lending institutions are either Certified or Preferred Lenders. This certification means they have a contractual relationship with the SBA and participate in the Certified Lender (CLP) / Preferred Lender (PLP) programs. In other words, they have a proven track record of processing SBA-backed loans and know what they are doing!

### 3. Educate Yourself on the Fundamentals of the Lending Process

Once you have your short list of banks, educate yourself about the fundamentals of business financing. Every bank will

be interested in the viability of your business, its cash flow, and collateral. Take a look at this SBA Loan Application Checklist for an insight into what you will need to provide and discuss with your lender.

For more information on what SBA loan programs are available and most appropriate for your needs read: SBA Small Business Loans Explaine'Availability, Eligibility and the Application Process.

### 4. Find the Right Lender Profile for Your Needs

Your relationship with your lender is going to last many years, so finding the right fit based on your needs will stand you in better stead at the outset and for the long term. Take your time and ask questions - find out who the decision makers are, how many people you will have to deal with, and if your bank offers regular one-on-one advisory sessions.

### 5. Get Expert Advice

It costs nothing to talk to your local SBA office or Small Business Development Center (SBDC). Each has experts on hand to help you navigate the loan application and approval process. Use these links to find your local SBDC and SBA office.

You can also solicit advice from industry experts and other small business owners at the Business.gov Finance, Money & Taxes Community Forum.

Source: U.S. Small Business Administration

