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Requesting Sub-bids from Qualified DBE Subcontractor/Suppliers for:  
 LACMTA Lightrail Crenshaw/  
 LAX Transit Corridor RFP  
 Project No. C0988  
 Bid Date: 11/20/2012  
 Respond By: 10/8/2012

**213-996-2200** See page 5 for the Full Ad

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

REQUESTING BIDS FROM QUALIFIED SBE/VSBE/WBE/MBE/DVBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:  
 South Wilmington Grade Separation (RE-BID)  
 Specification No. 2690A  
 The Port of Los Angeles  
 Bids: October 15, 2012 at 2:45 p.m.

**916-635-9370** See page 3 for the Full Ad

**Atkinson Contractors, LP**

All Qualified DBE Subcontractor/Vendor Bids Requested  
 Caltrans Contract 10-0M7804  
 Rte 5 Rehab in Stockton  
 Construction on State Highway Rte 5 in San Joaquin County In and Near Stockton from 0.3 Mile South of Charter Way Undercrossing to 0.2 Mile North of Country Club Blvd Undercrossing  
 Bids Wednesday, October 24, 2012

**949-855-9755** See page 4 for the Full Ad

## About the San Francisco SBDC



### Way Latino, San Francisco

*"I have received business training in Spanish and business counseling that helped me clarify my business idea and implement powerful marketing strategies."*

#### About the San Francisco SBDC

The San Francisco Small Business Development Center helps individuals start, manage and grow their businesses.

We provide free, confidential one-on-one customized consulting services and training workshops in English, Spanish and Chinese to established and start up businesses in San Francisco and Northern San Mateo County. Our team of professional consultants are not only counselors but also business owners with diverse backgrounds and expertise in a variety of industries such as restaurant and specialty food service, fashion retail and manufacturing, wholesale, technology and social media, government contracting, among others.

#### SFSBDC Services Include:

- Business Management
- Strategic Planning
- Financial Projections & Budgeting
- Technology Integration
- Marketing and Sales
- Human Resource Management
- Access to Capital

More...

#### SBDC Mission Statement:

To provide quality management and technical assistance for small businesses, resulting in business growth and sustainability for our clients, and economic growth and prosperity for

the communities we serve.

#### Economic Impact:

According to a recent study SBDC in-depth clients experienced 13% sales growth, and created 14.8 times the jobs of average businesses. \*Read More here: <http://norcal.sbdcenter.org/sites/default/files/NorCalEI2011.pdf>

The San Francisco SBDC is dedicated to increase the economic vitality of the communities we serve by:

- Assisting struggling businesses to retain employees
- Developing new small businesses
- Helping businesses expand and develop

Continued on page 7

Visit [www.sbeinc.com](http://www.sbeinc.com) and click on the CA High Speed Rail Authority banner ad (Right hand side of the webpage)



**Sub-Bids Request Ads**  
 »P. 3, 4, 5



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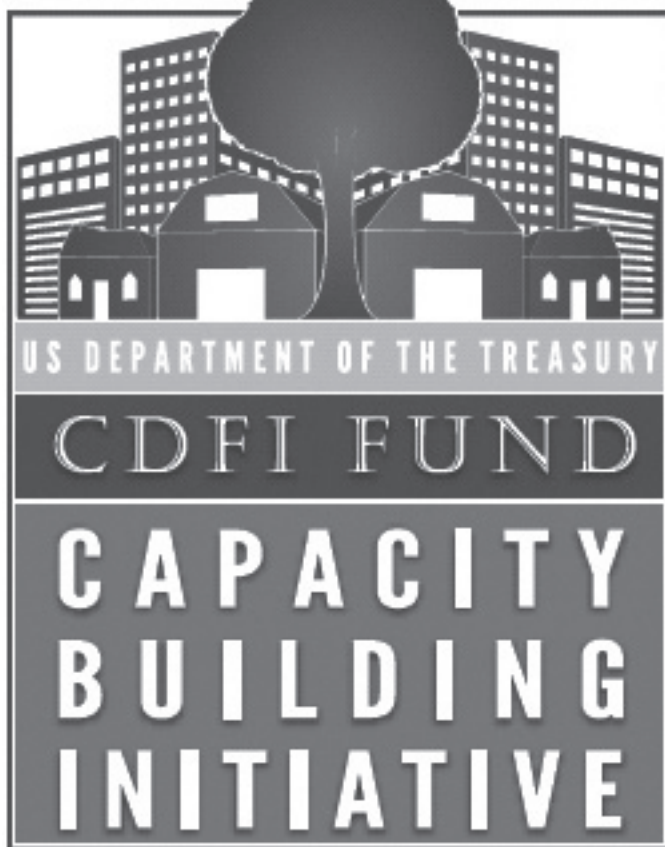
# CDFI Fund Announces First Capacity Building Initiative Training for CDFIs Working with Small Businesses

The Community Development Financial Institutions Fund (CDFI Fund) is pleased to invite Community Development Financial Institutions (CDFIs) to apply to participate in the Capacity Building Initiative training series Innovations in Small Business Lending. CDFIs that are currently engaged in providing loans to small and medium-sized enterprises will be able to attend free trainings that are designed to support their continued growth and expanded capabilities. The series will be provided by Deloitte Financial Advisory Services LLP (Deloitte).

“The Innovations in Small Business Lending series will expand the Capacity Building Initiative’s efforts to provide cutting edge training, technical assistance, and impact analysis to CDFIs that work to support small and medium enterprises in underserved communities throughout the United States,” said CDFI Fund Director Donna J. Gambrell. “I’m pleased to be able to announce the very first training available under this series, which will help CDFIs enhance and expand business lending, ultimately putting more Americans back to work.”

From November 2012–May 2013, the Innovations in Small Business Lending series will offer five two-day training sessions in locations across the continental United States. The first training will be held at the Minneapolis Federal Reserve on November 13 and 14, 2012. Additional training dates and cities will be announced as they are finalized on the CDFI Fund’s website.

The training has been developed around three small business lending themes that will allow CDFIs to:



- focus on market “waves” that demonstrate potentially high profit and mission impact;
- analyze multiple national and local trends; and
- efficiently filter opportunities to identify the best to pursue and how to do so.

At these sessions, Deloitte’s experienced instructors will conduct in-depth training focused on identifying strategic market trends,

assessing selected small business opportunities, evaluating potential economic and social impact, and performing preliminary financial calculations. In addition, six in-depth market opportunity areas will be examined, and numerous innovations and potential deals in those markets will be covered.

The workshops are free; however, advance registration, including a capacity assessment questionnaire, is required. For more information about the training sessions and how to apply, please click here

**Apply now as space will be limited!**

For more information about the Innovations in Small Business Lending series, or other trainings available under the Capacity Building Initiative, please visit [www.cdfifund.gov/cbi](http://www.cdfifund.gov/cbi).

#### About the CDFI Fund

The CDFI Fund invests in and builds the capacity of community-based, private, for-profit and non-profit financial institutions with a primary mission of community development in economically distressed communities. These institutions – certified by the CDFI Fund as Community Development Financial Institutions or CDFIs – are able to respond to gaps in local markets that traditional financial institutions are not adequately serving. CDFIs provide critically needed capital, credit and other financial products in addition to technical assistance to community residents and businesses, service providers, and developers working to meet community needs.

Continued on page 11

## Is your Business Idea Patentable? A Guide to What Entrepreneurs Can Patent



By Caron Beesley

Got a great idea for a business? Wondering if you can patent it before someone else comes up with something similar?

Technically, you can’t patent an idea for a business – for example, if you have a unique idea for an online store or a new chain of themed restaurants. However, you may be

able to protect and patent a method of doing business – if it meets very specific criteria and requirements.

Here’s what you need to know about what patent protection can do for your business, and about other intellectual property issues that should also come into play.

#### What You Can Patent

There are three types of patents you can apply for based on the nature of your invention: utility patents, design patents, or plant (of the green variety) patents.

If you have a business idea that is somewhat abstract, then you may be eligible to apply for a utility patent. A utility patent may be granted to anyone who invents or discovers any new and useful:

- Process
- Machine
- Article of manufacture
- Composition of matter
- Any new and useful improvement of these.

That’s a pretty broad bucket of innovation. But the U.S Patent and Trademark Office (USPTO) is also very specific about the requirements for these patents. Your idea or invention must be:

- Novel
- Non-obvious – meaning anyone else with the same skills in this area could not have come up with the same idea
- Clearly explained and documented so that someone equally skilled could make and use the invention

#### The Patenting Process

If you are confident your idea falls within the definitions and requirements above, check out the next steps, which will include checking for previously filed patents, and are described here by the USPTO. If you’re not clear whether your idea falls within these boundaries, read USPTO’s “How do I Know whether my Invention is Patentable?”.

Either way, it’s worth taking time to consult with a patent lawyer. If you choose to proceed, be prepared. This can take time and using the services of a patent attorney to help

Continued on page 9

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# CALIFORNIA SUB-BID REQUEST ADS

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

**Rt. 4 – Hillcrest Avenue Agreement No. 351 Contra Costa County**

**Bids: October 2, 2012 at 11:00am**

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./Bay Cities JV. is willing to break down items of work into economically feasible units to encourage SBE/DBE/DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Please contact C.C. Myers, Inc. to view Plans and Specifications.

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

**C. C. Myers, Inc. / Bay Cities Paving a Joint Venture**

3286 Fitzgerald Rd. Rancho Cordova, CA 95742 916-635-9370 Fax 916-635-1527	5029 Forni Dr Concord, CA 94520 925-687-6666 Fax 925-687-2122
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Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

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

AN EQUAL OPPORTUNITY EMPLOYER.

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

**Rt. 5 – West Magnolia Contract #07-1218W4 Los Angeles County**

**Bids: October 4, 2012 at 2:00pm**

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

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.

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

**Rt. 101 – Lakeville Hwy Interchange Contract # 04-2640K4 Sonoma County**

**Bids: October 10, 2012 at 2:00pm**

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

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

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

525 Jacoby Street San Rafael CA 94901 415-454-7011 Fax 415-454-8376	3286 Fitzgerald Rd. Rancho Cordova, CA 95742 916-635-9370 Fax 916-635-1527
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Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

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

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REQUESTING BIDS FROM QUALIFIED SBE/VSBE/WBE/MBE/DVBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**South Wilmington Grade Separation (RE-BID) Specification No. 2690A The Port of Los Angeles**

**Bids: October 15, 2012 at 2:45 p.m.**

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

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage SBE/VSBE/WBE/MBE/DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Please contact C.C. Myers, Inc. for assistance with viewing plans and specifications for this project.

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



**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.

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# CALIFORNIA SUB-BID REQUEST ADS

All Qualified DBE Subcontractor/Vendor Bids Requested

**Caltrans Contract 10-0M7804**

**Rte 5 Rehab in Stockton**

**Construction on State Highway Rte 5 in San Joaquin County In and Near Stockton from 0.3 Mile South of Charter Way Undercrossing to 0.2 Mile North of Country Club Blvd Undercrossing Bids Wednesday, October 24, 2012**

**Description of Work:** Aggregate Supply, Architectural Surfacing, Asphalt Paving, Bridge/Road Joint Seals, Cast-in-Drill Holes, Clear and Grub, Concrete Barrier, Concrete Pavement, Concrete Supply, Demolition, Disposal of Contaminated Soil, Dowels, Earthwork, Electrical, Erosion Control, Fence, Grout, Landscaping, Metal Beam Guard Rail, Minor Concrete, Misc. Iron and Steel, Pavement Markings, Rebar, Signs, Storm Drainage System, Striping, SWPPP, Tie Bars, Traffic Control, Trucking.

**Atkinson Contractors, LP**

27422 Portola Parkway, Suite 250  
Foothill Ranch, CA 92610

Phone: 949-855-9755 • Fax: 949-855-9923  
Contact: **Mark Padien 949-204-7594**

To see plans and specs go to:

[http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/10/10-0M7804/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/10/10-0M7804/)

Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 100% Performance & Payment Bonds from approved sureties will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%.

**An Equal Opportunity Employer**

Requesting Sub-bids from Qualified MBE/WBE/Subcontractor/Vendors for:

**Department of Water & Power**

**The City of Los Angeles**

**Request For Proposal (RFP)**

**No. 90085**

**Bid Deadline 10/11/12**

Seeking: Medical Bill Review, Preferred Provider Organization Network, Check Writing, eBilling, Utilization Review, Pharmacy Benefits Management, Durable Medical Equipment Ergonomics, and Hearing Loss, Nurse Case Management and Home Health, Radiology Network, Dental Network, Physical Medicine Network Services

**GENEX Services, Inc.**

888 S. Disneyland Drive, Suite 510  
Anaheim, CA 92802

800.477.2069 x4107 | 562.897.1515 (mobile)

Contact: **Schadell Elizalde, Regional Acct. Executive**  
schadell.elizalde@genexservices.com

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, please contact our office.

All Qualified DBE Subcontractor/Vendor Bids Requested

**Caltrans Contract 07-1218W4**

**Rte 5/Empire Avenue in Burbank**

**For Construction on State Highway (Rte 5) in Los Angeles County in Burbank from West Magnolia Blvd Overcrossing to 0.3 mile North of Buena Vista Street/Winona Ave Undercrossing Bids October 4, 2012**

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

**Atkinson Contractors, LP**

27422 Portola Parkway, Suite 250  
Foothill Ranch, CA 92610

Phone: 949-855-9755 • Fax: 949-855-9923

Contact: **Jan Bohn**

To see plans, specs and addenda go to:

[http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/project.php?q=07-1218W4](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/project.php?q=07-1218W4)

Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 100% Performance & Payment Bonds from approved sureties will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%.

**An Equal Opportunity Employer**

**RGW Construction Inc.**

is seeking all qualified DVBE subcontractors and supplies for the following project:

**Alameda County in Livermore, Dublin and Pleasanton from 0.2 Mile East of Greenville Road Overhead to 0.3 Mile West of Hacienda Drive Overcrossing**

**Caltrans Contract No. 04-2908V4**

**Engineer Estimate: \$30,000,000**

**480 Working Days**

**Bids: October 5, 2012 @ 10:00 AM**

Certified DVBE firms are encouraged to provide a quote to RGW for all items of work listed on the bid list, particularly these: AC Dike, Cold Plane, Electrical, Fence, Hydroseeding, Erosion Control, Grinding, Rebar, Sign-Structures, Striping/Markers, Trucking & Sweeper, Soundwall/Masonry Precast, Joint Seal, Concrete Barrier, Concrete Minor, Demolition/Bridge Removal, Fabric and Oils, Metal Beam Guard Rail, Pile Driving, Clear & Grub, Roadside Signs and CIDH Piles.

**Scope of Work:** Widen freeway, bridges and HMA surfacing

**RGW Construction, Inc.**

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550

Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office or the Caltrans website <http://www.dot.ca.gov/hq/esc/oe/>. Contact Derrick Woods 925-606-2400 for any questions, regarding bonding, lines of credit, insurance or material & supplier information. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

**An Equal Opportunity Employer**

All Qualified DBE Subcontractor/Vendor Bids Requested

**Caltrans Contract 08-0M94U4**

**91/215 Bi-County Connector in**

**Riverside and San Bernardino Counties**

**Construction on State Highway in**

**Riverside and San Bernardino Counties on**

**Route 91 from Spruce Street to 60/91/215**

**Separation and on Route 215 from 60/91/215**

**Separation to Orange Show Road and at**

**Transportation Management Center**

**Bids October 11, 2012**

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

**Atkinson Contractors, LP**

27422 Portola Parkway, Suite 250  
Foothill Ranch, CA 92610

Phone: 949-855-9755 • Fax: 949-855-9923

Contact: **Curt Waggoner**

To see plans and specs go to:

[http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/08/08-0M94U4/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/08/08-0M94U4/)

Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 100% Performance & Payment Bonds from approved sureties will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%.

**An Equal Opportunity Employer**

Requests proposals/quotes from all qualified and certified DBE subcontractors, suppliers, and truckers for the following project:

**GUADALUPE CORRIDOR –**

**TPSS REPLACEMENT PROJECT**

**VTA Contract C12096F / FEDERAL PROJECT/**

**GRANT FTA CA-05021005**

**Bids: October 23, 2012 @ 2pm**

**DBE GOAL – 5%**

Demo; Temporary Fences; Traffic Control; CIP Concrete; Portland Cement Concrete; Metal Fabrications; Aggregate Base Concrete; Substation Bldg Foundation; Rebar; Electrical; Communication Equipment; Central Control System Programmable Logic Controllers; Metal Clad & DC Switchgears; Traction Power Transformer; Wire & Cables

**Proven Management, Inc.**

712 Sansome Street, San Francisco, CA 94111-1704

Phone: 415-421-9500 • Fax: 415-421-9600

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

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**

**Skanska  
Shimmick  
Herzog**

A Joint Venture in Association with LAN | TY Lin

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

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

Please visit:

[www.sshjv-c700.com](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**

REQUEST FOR SUB BIDS FOR QUALIFIED DGS CERTIFIED SMALL BUSINESSES AND MICRO BUSINESS SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**Upper Guadalupe River Reach 7 Building Demolition and Soil Remediation at Willow Street and LeLong Strong  
Owner: Santa Clara Valley Water District  
Bid Date: 10/10/12**

**DGS Certified Small Business and Micro Business Wanted For The Following Items But Not Limited To:**

**Soil Remediation, Trucking, Tank Removal**

Please contact Paul Verga for additional information (plans, specs, etc.)

**Ferma Corporation**

1265 Montecito Avenue, Suite 200

Mountain View, CA 94043

Phone: 650-961-2742 • Fax: 650-968-3945

Attention: **Paul Verga**

Email: [pverga@fermacorp.com](mailto:pverga@fermacorp.com)

Equal Opportunity Employer

**SKANSKA**  
in association with **AECOM**

**I-805 North Improvement**

**Design Build Project**

**Caltrans Contract No:**

**11-2T2004**

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

Please visit:

[www.usa.skanska.com/I805North](http://www.usa.skanska.com/I805North)

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

**SMALL BUSINESS EXCHANGE**



# CALIFORNIA SUB-BID REQUEST ADS

## SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

**I-215 Widening from 60/91/215 Separation to Orange Show Road District 8 on I-215**

**Contract No.: 08-0M94U4**

**DBE Goal: 6%**

**Bid Date: Oct 11, 2012 - 2:00PM**

**Email: Ham.Kazerooni@skanska.com**

Plans and Specifications are available for view at our main office in Riverside, on our project website: [www.usa.skanska.com/I215HOWWidening](http://www.usa.skanska.com/I215HOWWidening)

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 CID Concrete, Ballast, 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, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System

All interested subcontractors: Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements. Quotations must be valid for the same duration as specified by the Owner for contract award.

Skanska is an Equal Opportunity Employer  
 Skanska Estimating Dept:  
 1995 Agua Mansa Rd, Riverside, CA 92509  
 Ph: (951) 684-5360 • Fax: (951) 788-2449

## nibbi

**Project Name: Franciscan Towers Renovation**

**Location: 217 Eddy Street  
 San Francisco, California**

**Bid Date: October 1, 2012 @ 2:00pm**

Nibbi Brothers has been selected as the General Contractor for the Franciscan Towers project in San Francisco, CA. We are requesting bids from Design-Build Fire Sprinkler Subcontractors & Suppliers including those certified with the San Francisco Human Right Commission as small local business enterprises. Subcontractors are to submit bids no later than Monday, September 31, 2012 @ 2:00pm.

**Project Description:**

The 6-story, Type III B building consisting of 54,940SF will include selective demolition, rebuild/repair due to fire and building wide upgrades. This includes, but is not limited to: replacement elevator, trash chutes, replacement of existing fire sprinkler in common corridors, replacement of fire alarm and lobby. 47 units will require finishes and insulation; all units will need new doors and hardware, plumbing fixtures, cabinetry, appliances, radiators, electrical, HVAC and smoke alarms. Extensive plumbing replacement, HVAC upgrades, window replacement and exterior paint throughout the building will also be needed.

To obtain bid and contract documents please email [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

**FAX BID PROPOSALS TO  
 NIBBI BROTHERS GENERAL CONTRACTORS  
 AT:**

**415-241-2951 or email: [kristinm@nibbi.com](mailto:kristinm@nibbi.com).**

For information regarding this project contact:  
 ATTN: **Alan Holmberg** ([AlanH@nibbi.com](mailto:AlanH@nibbi.com)) or  
**Kristin Medwick** ([KristinM@nibbi.com](mailto:KristinM@nibbi.com))

**Nibbi Brothers General Contractors**  
 415-863-1820 Phone 415-241-2951 Fax

Requesting Sub-bids from Qualified DBE Subcontractor/Suppliers for:

**LACMTA Lightrail Crenshaw/  
 LAX Transit Corridor RFP  
 Project No. C0988**

**Bid Date: 11/20/2012**

**Respond By: 10/8/2012**

**URS • Dragados • Flatiron**

**Design-Build Team**

915 Wilshire Boulevard, Suite 700  
 Los Angeles, CA 90017-3437  
 Phone: 213-996-2200

Contact: Dr Giovanna Brasfield

This is a request for potential subcontractors to register with the design/build team to receive a bid package.

Register at  
<http://www.wgint.com/CrenshawCorridor/opportunities.php>  
 by completing the form and submitting on line

## D. F. F. Construction dba Fine Line Construction

943 Howard Street, San Francisco CA 94103  
 415-512-7677 (phone) 415-512-7688 (fax)

Contact: Doree Friedman

Is Requesting Sub-Bids from Small Disadvantaged (SDBs) and Minority and Women-Owned (MWBEs) Subcontractors and Suppliers for:

**UA HOMES**

**1040 University Avenue, Berkeley CA**

**BID DATE/TIME: October 25, 2012 @ 11:00 AM**

**MANDATORY JOB WALK:**

**Thursday, October 4, 2012 @ 9:00 AM OR**

**Tuesday, October 9, 2012 @ 9:00 AM**

**\*\*\*Attendance to at least one walk-thru is**

**MANDATORY**

- State prevailing wage must be utilized on this project.

- Subcontractors must comply with the City of Berkeley's First Source Hiring Agreement for all construction activities.

- All bids must be complete in their scope section and bidders must provide breakdowns if requested.

- All RFI questions must be received by the end of the day Friday, October 19th. All RFI questions are to be directed to Carrie Mollring.

- Plans and Specifications will be available at the following locations: ARC Oakland, ARC San Francisco, Contra Costa Builders Exchange and Marin Builders Exchange.

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

Trades Needed (but not limited to): Site Construction, Concrete, Masonry, Metals, Wood, Thermal and Moisture Protection, Openings, Finishes, Specialties, Equipment, Conveying Equipment, Fire Suppression, Plumbing, HVAC, Electrical, Communications, Electronic Safety and Security, Earthwork, Exterior Improvements, Utilities and Solar Energy Electrical Power Generation Equipment.

**Brief Project Description:** The rehabilitation scope provides for targeted replacements and upgrades of fixtures and finishes as well as energy efficient improvements throughout the apartments, bathrooms, and common areas. Exterior improvements will include site work, improved site lighting and façade upgrades and exterior addition.

Please include a copy of your Small Business and/or Minority and Women-Owned certification letter with your bid.

Syblon Reid is seeking SUBCONTRACTORS/ SUPPLIERS, the following: DBE, DVBE, WBE, MBE, SBE, UDBE firms are encouraged to participate

**Owner: City of Davis  
 Wastewater Rehabilitation  
 and Replacement Project  
 CIP No. 8219 - Project 82001  
 Location: Davis, CA**

**Bid Date: 10/10/2012 @ 2:00 PM**

**TRADES:** Grout, Structural steel, Sealants, Protective Coatings, Demolition, Earthwork, Concrete pumping, Reinforcing steel, Bar screens, Steel pipe & appurt., PVC pipe & appurt, SS Pipe & appurtenances, Electrical, Slide Gates, Instrumentation & Control, Systems, Hydraulic Power System, Sludge collectors

## SYBLON REID

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

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

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

**SUB-BIDS REQUESTED FROM  
 QUALIFIED SBE  
 SUBCONTRACTORS & SUPPLIERS:**

**Project: Phase 2A Alignment -  
 Pasadena to Azusa, Design-Build Project**  
**Owner: Metro Gold Line Foothill Extension Construction Authority**

Quotes requested for supplies and services including, but not limited to: Drilling of Overhead Communication System (OCS) light pole foundations and Cast-In-Drilled Hole (CIDH) foundations, Asphalt Paving, Fencing, Concrete for Maintenance & Operations (M&O) Facility, and Waterproofing for M&O Facility.

All responsive subcontractors must possess a valid California contractor's license and provide acceptable insurance. Responsible subcontractors are expected to provide bonding for 100% (if required) of their contract. Foothill Transit Constructors will reimburse bond premiums. Firms performing onsite labor must be signatory to the appropriate union labor agreement governing their onsite work.

Foothill Transit Constructors intends to conduct itself in good faith with all SBEs and all other business enterprises regarding participation on this project. For further information or questions regarding subcontracting opportunities and to receive a bid package, or to discuss requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our project office:



1300 West Optical Drive, Suite 500, Azusa, CA 91702  
 \*\*\* Phone: (626) 610-0300 \*\*\* Fax: (562) 206-0630

Contact: **Son Tran**, SBE Coordinator  
 Email: [son.tran@kiewit.com](mailto:son.tran@kiewit.com)

Schram Construction Inc. an Equal Opportunity Employer is requesting quotations from all qualified San Francisco (Local) MBE, WBE & OBE sub-contractors and/or material suppliers for the following project:

**SOUTHEAST WATER POLLUTION CONTROL PLANT OXYGEN GENERATION PLANT REPLACEMENT  
 CONTRACT NO. WW-541 • San Francisco, CA**

**Owner: City & County of San Francisco • Bid Date: October 11, 2012 @ 2:00 PM**

We are requesting bids for the following trades and/or material suppliers: Concrete, Electrical Instrumentation, Landscaping, Metals, Torque Down Piles, Earthwork & Paving, Concrete Reinforcement, Painting and Site Drainage. Bid documents can be viewed at Builders Exchanges of Marin County, Contra Costa, Peninsula, Santa Clara, Solano-Napa, Placer County, Sacramento Stockton, Alameda and San Francisco, North Coast Builders Exchange, Asian, Inc., McGraw-Hill/Dodge, Construction Bid Source Interactive and our office. If you need assistance with Insurance or Bonding Requirements please contact our office.

## Schram Construction Inc.

3162 Regional Parkway • Santa Rosa, CA 95403 • 707-545-3788 • 707-545-1640 Fax  
 Pamela Keebler • [pkeebler@sonic.net](mailto:pkeebler@sonic.net)



# SAN FRANCISCO BAY AREA

## Golden Gate Bridge District

The District is dedicated to ensuring full and open competition and equitable treatment of all potential bidders/proposers. It is the policy of the District to ensure nondiscrimination in the award and administration of all contracts and to create a level playing field on which Disadvantaged Business Enterprises (DBE) can compete fairly for contracts and subcontracts relating to the District's construction, procurement and professional services activities. The following is a list

of current contracting opportunities with the Golden Gate Bridge, Highway and Transportation District. The notices of contracting opportunities are available as PDFs. Interested bidders/proposers must contact the purchaser or project manager as indicated on the notice.

Visit this link to view all the Bids and Proposal: <http://tinyurl.com/bozjzbw>

Bid/RFP Number	Bid/RFP Name, Notice and Documents	Pre-Bid/Proposal Conference Date	Requests for Approved Equals/ Clarifications Due Date	Bid Opening/ Proposal Due Date	Addenda/Q&A	Bids/Proposals Received	Staff Proposed Action
			Anticipated Due Date for District Response				
<b>MULTIPLE DIVISIONS</b>							
2013-MD-3	<a href="#">Janitorial Services for District Facilities</a> <a href="#">Special Note No. 1</a> <a href="#">Special Note No. 2</a> <a href="#">RFP Documents</a>	September 11, 2012, at 9:30 a.m. Administration Building, Golden Gate Bridge Toll Plaza San Francisco, CA	Submissions Due: Tuesday, September 18, 2012, at 4:30 p.m. District Response Due: Tuesday, September 25, 2012	Tuesday, October 2, 2012, by 4:00 p.m.	<a href="#">Addendum No. 1</a>		
2013-MD-2	<a href="#">Larkspur Ferry Terminal and San Rafael Transit Center Bicycle Racks and Signage</a> <a href="#">Special Note No. 1</a> <a href="#">Special Note No. 2</a> <a href="#">Bid Documents</a> <a href="#">General Conditions</a> <a href="#">Plans</a>	September 11, 2012, at 10:00 a.m. Administration Building, Golden Gate Bridge Toll Plaza San Francisco, CA  <a href="#">Pre-Bid Minutes</a> <a href="#">Sign-in Sheet</a>	Submissions Due: N/A District Response Due: N/A	Tuesday, September 25, 2012, by 2:00 p.m.	<a href="#">Addendum No. 1</a>		
2013-MD-1-RTCC	<a href="#">Fasteners, Electrical Terminals and Miscellaneous Items</a> <a href="#">Special Note No. 1</a> <a href="#">Special Note No. 2</a> <a href="#">Bid Documents</a>	N/A	Submissions Due: Thursday, August 30, 2012, by 4:30 p.m. District Response Due: Thursday, September 6, 2012	Tuesday, September 18, 2012, by 2:00 p.m.		<a href="#">Bids Received</a>	
2012-MD-2	<a href="#">Printing of Golden Gate Transit System Timetables and Guides</a> <a href="#">Special Note No. 1</a> <a href="#">Special Note No. 2</a> <a href="#">Bid Documents</a>	Wednesday, January 25, 2012, at 10:00 a.m.  San Rafael District Conference Room at Administration Building, 1011 Andersen Drive, San Rafael	Submissions Due: Tuesday, January 31, 2012, by 4:30 p.m. District Response Due: Tuesday, February 7, 2012	Tuesday, February 14, 2012, by 2:00 p.m.	<a href="#">Addendum No. 1</a>	<a href="#">Bids Received</a> <a href="#">Schedule of Prices</a> <a href="#">List of Subcontractors</a>	<a href="#">Staff Report</a>
2012-MD-1	<a href="#">Ultra-low Sulfur Diesel and Unleaded Gasoline</a> <a href="#">Special Note No. 1</a> <a href="#">Special Note No. 2</a> <a href="#">Bid Documents</a>	N/A	Submissions Due: Tuesday, October 4, 2011, at 4:30 pm District Response Due: Tuesday, October 18, 2011	Tuesday, November 1, 2011, at 2:00 pm	<a href="#">Addendum No. 1</a> <a href="#">Addendum No. 2</a>	<a href="#">Bids Received</a> <a href="#">Schedule of Prices</a> <a href="#">List of Subcontractors</a>	<a href="#">Staff Report</a>

### Accelerator That Will Help Minority Entrepreneurs Break Into Tech Sector

#### NewME Accelerator Moves to Bayview to Help Small Business Start ups

Mayor Edwin M. Lee announced that NewME Accelerator, an accelerator for businesses led by underrepresented minorities in the technology industry, moved to the Bayview. NewME signed a three-year lease at 1552 Yosemite Avenue and is housing their members on nearby on Third Street. By moving the residential and office components together and to the Bayview, NewME will help minority entrepreneurs break into the tech sector, engage the local community and draw inspiration from the neighborhood as they build their companies.

"NewME's move to the Bayview will provide minority entrepreneurs an even greater opportunity to start and grow companies here, which supports our communities, creates new tech jobs and inspires a new generation of entrepreneurs," said Mayor Lee. "Accelerators and tech companies alike are moving to San Francisco to do business in the 'Innovation Capital of the World' because we have built an ecosystem of talent, creativity and capital."

"NewME is a great addition to the neighborhood," said Supervisor Malia Cohen. "Our Southeastern neighborhoods are home to many innovative entrepreneurs and companies like

Continued on page 9

### Mayor Lee's Statement on San Francisco Giants Clinching National League West Title

"Tonight, San Francisco is once again filled with Giants pride as our amazing home team beat the San Diego Padres 8-4 to begin their quest towards bringing another World Series Championship to our world-class City.

All of San Francisco along with Giants fans everywhere turned their attention to AT&T Park this week as the magic number continued to drop lower and lower, and after overcoming a season filled with their share of obstacles, the San Francisco Giants have clinched the National League West.

The entire City stands behind our 2010 World Champion Giants with high hopes

for an Orange October. Congratulations to a remarkable Giants team, the entire Giants organization and the many Giants fans in San Francisco and beyond. GO GIANTS!"



# About the San Francisco SBDC

■ Continued from page 1

- Promoting minority and women-owned business Creating jobs

## Success stories

### BACKGROUND

Way Latino provides an online community space for Spanish language speakers and those who are interested in food, events and nightlife in the Latino community. Way Latino also helps small business owners who serve the Latino community access consumers seeking products and services offered in the Latino community. Way Latino also provides consumer information and marketing services for Latino grocers, restaurants and event promoters.



Visit Waylatino website at <http://www.waylatino.com/index.php>

# SBA – Frequently Asked Questions

## Small businesses comprise what share of the U.S. economy?

### Small businesses make up:

- 99.7 percent of U.S. employer firms,
- 64 percent of net new private-sector jobs,
- 49.2 percent of private-sector employment,
- 42.9 percent of private-sector payroll,
- 46 percent of private-sector output,
- 43 percent of high-tech employment,
- 98 percent of firms exporting goods, and
- 33 percent of exporting value.

**Source:** U.S. Census Bureau, SUSB, CPS; International Trade Administration; Bureau of Labor Statistics, BED; Advocacy-funded research, Small Business GDP: Update 2002-2010, [www.sba.gov/advocacy/7540/42371](http://www.sba.gov/advocacy/7540/42371).

## How many small businesses are there?

In 2010 there were 27.9 million small businesses, and 18,500 firms with 500 employees or more. Over three-quarters of small businesses were nonemployers; this number has trended up over the past decade, while employers have been relatively flat (figure 1).

## What is a small business?

The Office of Advocacy defines a small business as an independent business having fewer than 500 employees. For the small business definition by industry used in government programs and contracting, see [www.sba.gov/content/small-business-size-standards](http://www.sba.gov/content/small-business-size-standards).

## What percent of small businesses operate as . . . ?

The many kinds of small businesses are shown in table 1. The definitions overlap so the shares total more than 100.

## What is small businesses' share of net new jobs?

Small firms accounted for 64 percent of the net new jobs created between 1993 and 2011 (or 11.8 million of the 18.5 million net new jobs). Since the latest recession, from mid-2009 to 2011, small firms, led by the larger ones in the category (20-499 employees), accounted for 67 percent of the net new jobs.

**Source:** Bureau of Labor Statistics, BED. For the latest employment statistics, see Advocacy's quarterly reports, [www.sba.gov/advocacy/10871](http://www.sba.gov/advocacy/10871).

## How can small businesses' share of net new jobs be larger than their share of employment, yet their share of employment remains steady?

As firms grow, they change employment size classes. So as small firms grow, their growth counts toward small firm job gains; but if they pass the 500-employee mark, their employment is classified as large firm employment.

## Do the unemployed become self-employed?

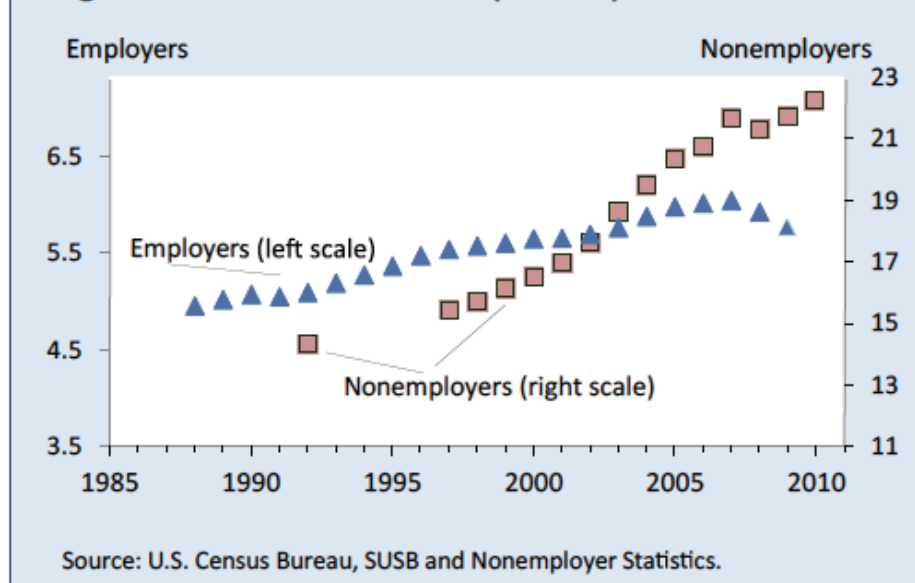
When finding work is difficult, starting a business can be just as difficult if not more so. But in March 2011, a significant number of the self-employed, 5.5 percent or about 900,000, had been unemployed in the previous year. This figure was up from March 2006 and March 2001, when it was 3.6 and 3.1 percent, respectively.

## Which businesses create more jobs—startups or existing businesses?

In the last two decades about 60 percent of the private sector's net new jobs have been created by existing establishments and about 40 percent from the churn of startups minus closures. While firm births account for many new jobs, job losses from firm closures are equally important in accounting for net effects to employment levels.

**Source:** Bureau of Labor Statistics, BED.

Figure 1: Number of Businesses (millions)



## What happens to the jobs created by startups?

The total employment from a group of startups is highest at birth and declines as the firms age. Put another way, employment gains from growing businesses are less than employment declines from shrinking and closing businesses (figure 2).

## What is the status of the startup market?

While the number of new employer businesses has recovered from the recessionary dip, the average employment of these businesses has been declining over the past decade (figure 3).

## How many businesses do women own?

While women-owned firms have increased as a share of total businesses over the years, their size still remains smaller than national averages. The 7.8 million women-owned firms averaged \$130,000 in receipts in 2007 (table 2).

## How many businesses do minorities own?

Asian-owned businesses numbered 1.6 million in 2007 and have average receipts of \$290,000. African-American-owned businesses numbered 1.9 million in 2007 and have average receipts of \$50,000. Hispanic-American-owned businesses numbered 2.3 million in 2007 and have average receipts of \$120,000. Native American/Islander-owned businesses numbered 0.3 million in 2007 and have average receipts of \$120,000 (table 2).

## How many businesses do veterans own?

Veteran-owned businesses numbered 3.7 million in 2007, with average receipts of \$450,000 (table 2).

**Source:** U.S. Census Bureau, SBO.

## Is youth entrepreneurship increasing?

Self-employment among younger age groups has been dropping. From 2005 to 2010,

Continued on page 10

# CALIFORNIA PUBLIC LEGAL NOTICES



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

**Contract No. 1936J  
(ID No. FCE13025)**

**PAVEMENT RENOVATION, STREETScape,  
AND WATER MAIN INSTALLATION –  
GREAT HIGHWAY AND  
POINT LOBOS AVENUE**

Sealed bids will be received at 875 Stevenson Street, Rm. 420, San Francisco, CA 94103 until **2:30 p.m. on October 17, 2012**, after which they will be publicly opened & read. Digital files of Bid Documents may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents download site at <http://bsm.sfdpw.org/contractadmin>, or purchased on a CD format from 875 Stevenson St., Rm. 420, 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".

Addenda & other bid changes will be distributed by email only to plan holders with email addresses, & will

be posted on the Bids and Contracts page at the City's Office of Contract Administration website address:

<http://mission.sfgov.org/OCABidPublication/>

The Work to be done is along the Great Highway and Point Lobos Avenue & consists of demolition, pavement renovation, landscaping & irrigation work, water main installation work, & sewer and drainage work, & all other related work. The time allowed for completion is 270 consecutive calendar days. The Engineer's estimate is in excess of \$5,750,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

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 Unit Price 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 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 on **October 3, 2012, 1:30pm** at 1680 Mission St., 3rd 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 & waive any minor irregularities.

9/27/12

**CNS-2382401#**

**SMALL BUSINESS EXCHANGE**



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

**Contract No. 1068J  
(ID No. ID NO. FCE11090)**

**CESAR CHAVEZ STREETScape  
IMPROVEMENTS PROJECT  
FEDERAL AID PROJECT  
NO. ID NO. HPLUL-5934(154)**

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on October 24, 2012**, 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 <https://stgint.sfdpw.org/biddocs>, or purchased on a CD format from 875 Stevenson St., RM 420, 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 Cesar Chavez St. from Guerrero St. to Hampshire St. and consists of roadway repaving; grading and drainage; sewer; electrical; landscape; street light and traffic signal; and traffic routing work. The time allowed for completion is 270 consecutive calendar days. The Architect's estimate is in excess of \$7,500,000. For more information, contact the Project Manager, Cristina Olea at (415) 558-4004.

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 Unit Price basis. Progressive payments will be made.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Caltrans Race-Conscious Disadvan-

taged Business Enterprise (DBE) program. HRC Bid Discount is not applicable to this Contract. The DBE participation goal is 20%. Only Caltrans certifications can be used to calculate the DBE participation. Call Selormey Dzikunu at 415-558-4059 for details.

A pre-bid conference will be held **October 11, 2012 at 1:30 p.m.** in the Main Conference Room, 30 Van Ness Ave, 5th Floor, SF, CA 94102.

Contractor shall perform not less than 30 percent of the original contract work with the Contractor's own organization.

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 at time of award.**

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 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 Sec 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

This project is partially funded through a Proposition 84 (2006 Safe Drinking Water Bond Act) grant. Project work must comply with the requirements of California Labor Code sections 1720 through 1861 including the payment of prevailing wages, restriction on maximum hours worked, and workers' compensation insurance certification. Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Dept. of Industrial Relations and the Federal General Prevailing Wage Determinations of the Secretary of Labor under the Copeland Act. 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.

9/27/12

**CNS-2383250#**

**SMALL BUSINESS EXCHANGE**



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

**REQUEST FOR QUALIFICATIONS  
APC13036 -**

**AS-NEEDED ARCHITECTURAL SERVICES**

Building Design and Construction (BDC), Department of Public Works (DPW), City and County of San Francisco (City) announces a Request for Qualifications (RFQ) for the provision of architectural services on an as-needed basis for public building projects, including, but not limited to renovation, relocation, adaptive re-use of existing facilities, modifications to life safety systems and other infrastructure, and new facilities.

Proposals will be received at 30 Van Ness Avenue, Suite 4100, 4th Floor, San Francisco, California 94102 until **2:30 P.M Pacific Time, November 15, 2012**. Consultants shall submit proposals as required in the RFQ package. Late submittals will not be considered. Digital files of the RFQ Package may be downloaded at no cost at <https://stgint.sfdpw.org/biddocs>. 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 proposal changes will be distributed by email to Plan Holders.

Building Design and Construction is seeking to engage four (4) architectural firms and/or joint venture teams to be selected through this RFQ. The product of this RFQ and the selection process will be a Master Agreement (Contract) with each selected firm or team. Each Contract will

have a five-year term. Individual Contract Service Orders (CSO) must be certified for services on specific projects during the first three years of the five-year contract. The final two years of the contract term may be used for completion of services certified during the first three years. The aggregate fee cap for all As-Needed Contracts is \$4,000,000; the fee cap for each Contract will be \$1,000,000. Higher ranked firms may be awarded a higher fee cap than lower ranked firms. Work will be distributed based on the best match of qualifications and expertise to particular projects, and the firms' past performance on City projects, at the discretion of the City.

As-Needed services will include, in general, the full range of professional architectural planning and design services including services of sub-consultants, typically required for architectural projects in the public sector. Core Disciplines required to be included in each proposal are as follows: Architectural (Prime Consultant), Structural, Electrical, Mechanical and Plumbing Engineering, Resource Efficiency, and Cost Estimation. Larger and more complex projects may require additional subconsultants, as described within the RFQ. Services requested under the as-needed contract may include one or more of the following: condition assessments, feasibility studies, architectural programming, design, construction documents on CAD, construction administration, cost estimation, scheduling, ADA compliance, historic preservation, and LEED Certification, as well as associated engineering and/or consulting services such as geotechnical, civil, structural, electrical, mechanical, elevator, fire protection, code compliance, waterproofing, roofing, landscape architecture, and facilities' furnishings/ interior design.

Rating bonuses will be applied as per San Fran-

cisco Administrative Code Chapter 14B. Certified Local Business Enterprise (LBE) firms are encouraged to submit proposals. The LBE Subconsultant participation goal is **20%**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with Chapter 14B requirements, all Proposers, except those who meet the exception noted below, shall submit documented good faith efforts with their proposals and must achieve 80 out of 100 points to be deemed responsive. Proposers will receive 15 points for attending the pre-proposal conference. Refer to HRC Form 2B for more details. Exception: Proposers 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-proposal meeting will be held on **October 11, 2012 at 3:30 P.M.** at the Building Design and Construction, Main Conference Room, 30 Van Ness Avenue, 4th Floor, San Francisco, California 94102.

Questions regarding the RFQ must be submitted no later than 5 business days before the RFQ due date, by email to the Contract Manager, Robert Nist, at: [Robert.Nist@sfdpw.org](mailto:Robert.Nist@sfdpw.org).

In accordance with San Francisco Administrative Code Chapter 6, no proposal is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as (a) the Mayor or the Mayor's designee approves the contract for award and (b) 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.

9/27/12

**CNS-2384394#**

**SMALL BUSINESS EXCHANGE**



**CONCESSION OPPORTUNITY FOR THE  
INTERNATIONAL TERMINAL "G" ELECTRONICS  
KIOSK LEASE  
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

**SAN FRANCISCO** -- San Francisco International Airport is preparing to conduct a competitive selection processes through a Request for Proposal for the International Terminal "G" Electronics Kiosk Lease, and invites you to attend the informational conference scheduled for Wednesday, October 24, 2012, at 10:00 a.m. at SFO Business Center located at 575 McDonnell Road, at San Francisco International Airport. This is a time when staff discusses the desired concept, minimum qualification requirements, address any questions relating to the retail lease and receive comments from interested parties. Written comments and recommendations will be accepted until 2:00 p.m., October 31, 2012.

Please visit our website at <http://www.flysfo.com/web/page/about/b2b/conces/> to view specific information about each available lease. If you would like additional information, please call Tomasi Toki, Principal Property Manager, Revenue Development and Management, at (650) 821-4500.

S - F - O

**CNS#2383486**

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



## CHANGE OF NAME

### CHANGE OF NAME

AMENDED ORDER TO SHOW CAUSE  
FOR CHANGE OF NAME  
CASE NO. CNC 12-548961

PETITIONER OR ATTORNEY

**Erika Jordening**  
323 Edinburgh Street  
San Francisco, CA 94112

TO ALL INTERESTED PERSONS:

1. Petitioner **Erika Jordening** for a decree changing names as follows:

**Erika Jordening** changed to **Jayne Erika Nielsen**

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: **November 27, 2012** Time: **9:00 AM**  
Dept.: **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 - September 18, 2012

9/27/12 + 10/04/12 + 10/11/12 + 10/18/12

### CHANGE OF NAME

AMENDED ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 12-548979

PETITIONER OR ATTORNEY

**Jantarop Pholyiam**  
587 Eddy Street, Apartment 108,  
San Francisco, CA 94109

TO ALL INTERESTED PERSONS:

1. Petitioner **Jantarop Pholyiam** for a decree changing names as follows:

**Jantarop Pholyiam** changed to **Jahyahphol Pholyiam**

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: **November 29, 2012** Time: **9:00 AM**  
Dept.: **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 - September 24, 2012

9/27/12 + 10/04/12 + 10/11/12 + 10/18/12

## CALIFORNIA PUBLIC LEGAL NOTICES

### UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

#### ADVERTISEMENT FOR BIDS

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

**PROJECT NO. 9559800**  
**Hospital Wireless Access Points Installation,**  
**CP#6 - University Tower**

**Description of Work:** Project consists of: 1. Relocating and installing new and existing wireless access points (WAP) within the UC Davis Medical Center (University Tower at Ground, 3rd, 4th, 6th, 7th and 8th floors). 2. Provide and install new surface wire-mold raceway system for WAP cabling installation. 3. Terminating CAT6 cabling from each wireless access point device to a new or existing patch panel. 4. System testing. 5. Protecting existing equipment and systems. 6. Patching and repairing existing construction required for new work or relocating existing WAPs. 7. Relocating up to 5% of WAPs after system testing for signal coverage.

**Procedures:** Bidding Documents will be available at 9:00 AM on Friday, September 21, 2012, and will be issued only at:

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

Bidders must attend a **MANDATORY** pre-bid conference at 10:00 a.m. on Tuesday, October 2, 2012. For details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

**Bids will be received only at:** Facilities Design and Construction

**Bid Deadline:** Sealed bids must be received on or before 1:00 p.m. on Wednesday, October 17, 2012.

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **C7- Low Voltage Systems and/or C10- Electrical.**

**Bidder Qualifications:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Qualifications Questionnaire included in the bid documents. Bidders must submit the qualification documents as an attachment to the Bid Form.

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

**Estimated Construction Cost: \$208,000.**

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

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



### UCSC SMALL PROJECTS CONTRACTOR OUTREACH

If you have ever wondered about what it is like to work on projects at the University of California, Santa Cruz, please join us for an open house and light refreshments with information on how you can become a part of our building community.

**Where:** Physical Planning and Construction,  
Barn G, Conference Room

**When:** Thursday, October 11, 2012 at 3:00

**What:** Learn how to bid small construction projects at the University:

- How to find out about upcoming work
- Bidding Information
- Labor Compliance Information
- Bonding Information
- Prevailing wage Information
- How to submit pay applications for your work
- Meet campus construction management staff

This event is for small project contractors new to the campus. UCSC is seeking General Building Contractors and all trades. Visit us online at <http://ppc.ucsc.edu/>.

Please **RSVP** to [khill@ucsc.edu](mailto:khill@ucsc.edu) by **October 8, 2012**, so that we can have a free parking pass ready for you.



## Accelerator That Will Help Minority Entrepreneurs

### Continued from page 6

NewME provide a diverse range of economic opportunities that have traditionally only existed outside of the community."

"It was important to me that NewME continue to evolve and provide our companies with the best opportunities for mentorship and success in the technology industry," said NewME Founder Angela Benton. "This new location allows our member companies to live, work and grow within a community. We know that the Bayview will allow our companies to reach the next level as they develop their companies and in turn will afford future generations with greater opportunities in this field."

The new location in the Bayview will house the third class of the NewME Accelerator. After beginning the program in Mountain View, NewME participants wanted to move the program to San Francisco to be close to the business networks that are critical to the success of start ups. Ready for a space of their own, this new Bayview location will provide NewME with room to grow their program and to further their engagement with San Franciscans.

Entrepreneurs that participate in the NewME Accelerator are able to receive mentorship and network with the deep talent pool in San Francisco, not only allowing them to grow their companies but also providing them with the tools and the connections necessary to succeed in the tech industry.

## Is your Business Idea Patentable?

### Continued from page 2

you meet the precise documentation and filing requirements is going to cost you. If you are seeking outside investment and have established that your business idea or invention is patentable, it may be worth rolling the cost of getting legal help into your business plan and seeing if your investors will cover the costs.

### Other Ways of Protecting Your Business Idea

Even if your idea isn't patentable, there are still important assets of your business you can protect. For example, web content can be copyrighted. You can also trademark, and should do so if you want to claim and protect your product or business name. Here's a quick overview of these two forms of protection and how to register for them:

**Copyright** – If your business involves creating original written works, music, or videos, these can be covered by copyright laws. Copyright can be claimed through the U.S. Copyright Office for a small fee. Note that copyright does not protect ideas, concepts, systems, or methods of doing something. While you can express your ideas in writing or drawings and claim copyright in your description, copyright will not protect the idea itself.

**Trademark** – A trademark is different from a patent because it only protects words, names, symbols, sounds, or colors that distinguish goods and services. Trademarks, unlike patents, can be renewed forever as long as they are being used in commerce. Trademark infringement can carry a high cost for your business. Before you pick a name, use the U.S. Patent and Trademark Office's trademark search tool to see if a similar name, or variations of it, is trademarked. If your chosen name is unclaimed you can then register for the trademark online (for a fee).

Source: U.S. Small Business Administration

"The NewME program in San Francisco was key in my start-up's ability to go from idea to company," said AgLocal CEO Naithan Jones, a recent graduate of the NewME program. "The ecosystem provided by the program was unique in that with it being a residency program, it made moving and living in San Francisco easier while also giving access to the unique networks and knowledge inherent here."

### About NewME Accelerator

NewME Accelerator is a 12 week residential technology accelerator for companies with minority-led Founders not currently represented in the industry: Women, African-Americans, and Latinos. Its mission is to accelerate, educate, and empower underrepresented tech talent around the world. Founded in the summer of 2011, NewME Accelerator is backed by some of the technology industry's leading companies; Google, Andreessen Horowitz, Wilson Sonsini Goodrich & Rosati, and Tagged. For more information, go to: [www.newmeaccelerator.com](http://www.newmeaccelerator.com).

### About AgLocal

AgLocal is a mobile based App and platform designed to connect consumers and businesses with local meat farmers, offering delivery options, ecommerce and a social community. They plan to incorporate local community citizenship by setting aside a portion of each sale for local food pantries that feed the hungry.

Source: City and County of San Francisco ©2000-2012

# SBA – Frequently Asked Questions

Continued from page 7

**Table 1: Small Business Shares**

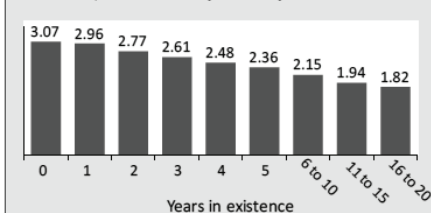
Kind of Business	Share (percent)
Home-based business	52.0
Franchise	2.0
Sole proprietor	73.2
Corporation	19.5
Employer business	21.5
Nonemployer (business without employees)	78.5

Source: U.S. Census Bureau, SBO, SUSB.

self-employment among individuals age 25 and under decreased 19 percent (compared to a 7 percent drop in the overall population). In contrast, self-employment among those age 65 and over increased 24 percent over this period as their population grew. Self-employment rates increase with age; for example, they were 2 percent for those 25 and under and 23 percent for those 65 and over in 2010.

Source: Office of Advocacy calculations using U.S. Census Bureau, CPS data.

**Figure 2: Mean Employment Level for Firm Birth Year, 1995-2010 (millions)**



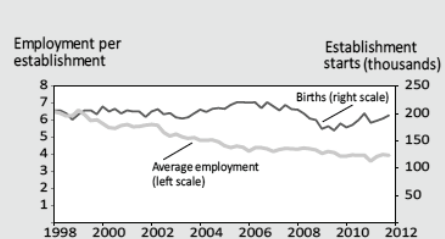
Source: U.S. Census Bureau, BDS.

## What are the home-based business trends?

The share of firms that primarily operate out of the home was unchanged from 2002 to 2007 at 52 percent (the latest figure available). Employers had a lower share than nonemployers, 24 percent vs. 63 percent, respectively, in 2007. Of the major industries, construction had the highest share of home-based businesses, 70 percent. (Being home-based is not synonymous with working at home.) It is interesting to note that retail trade went from 49 percent home-based in 2002 to 44 percent in 2007 while the share of Internet retail sales went from 1 percent to 3 percent of total retail sales.

Source: U.S. Census Bureau, SBO and Quarterly E-Commerce Report.

**Figure 3: Number and Size of Establishment Births**



Source: Bureau of Labor Statistics, BED.

## How does franchise survival compare with independent business survival?

Survival among independent businesses and franchises appears to be similar, as they have similar age distributions. Of course each potential business owner debating an independent business or franchise arrangement will have unique factors to weigh, such as their managerial talent and sales abilities.

Source: Advocacy research, Do Business

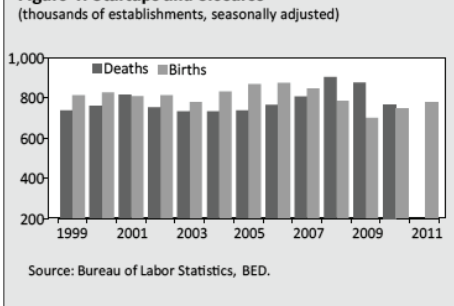
**Table 2: Number of Firms and Receipts by Demographic, 2007**

Business Owner Demographic	Firms (millions)	Receipts per firm (\$1,000)
All businesses	27.1	1,070
Male	13.9	570
Female	7.8	130
Equally male/female	4.6	240
African-American	1.9	50
Asian	1.6	290
Hispanic	2.3	120
Native American/Pacific Islander	0.3	120
Veteran	3.7	450
Publicly held	0.8	23,860

Source: U.S. Census Bureau, SBO.

Definition Decisions Distort Small Business Research Results? <http://archive.sba.gov/advo/research/rs330tot.pdf>. Note that about half of the franchises in the data were nonemployers, which may not be the stereotypical franchise that individuals imagine.

**Figure 4: Startups and Closures**



Source: Bureau of Labor Statistics, BED.

## How many businesses open and close each year?

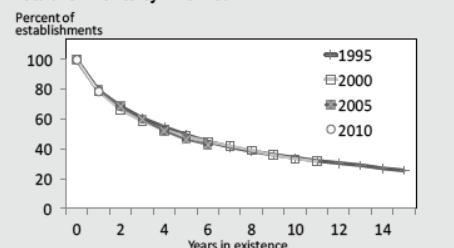
About 10-12 percent of firms with employees open each year and about 10-12 percent close. Employer firm births were down and deaths were up in the most recent available data because of the downturn. But establishment birth figures from 2011 show gains (figure 4). Nonemployer firms have turnover rates three times as high as employer firms, mostly because it is easier for nonemployers to start and stop, as they tend to be smaller than employer firms. Business bankruptcies numbered 48,000 in 2011, a decline of the about 60,000 over

the previous two years. Note that not all firm deaths are business bankruptcies, and many business owners file personal bankruptcy instead of business bankruptcy.

## What is the survival rate for new businesses?

About half of all new establishments survive five years or more and about one-third survive 10 years or more. As one would expect, the probability of survival increases with a firm's age. Survival rates have changed little over time (figure 5).

**Figure 5: Cumulative Survival Rates for Establishments by Birth Year**



Source: Bureau of Labor Statistics, BED.

# SAN FRANCISCO FICTITIOUS BUSINESS NAMES

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0345858-00

Fictitious Business Name(s):  
**Love & Delight**  
 Address  
 4064 25th Street, San Francisco, CA 94114  
 Full Name of Registrant #1  
**Soizig Le Boulch**  
 Address of Registrant #1  
 4064 25th Street, San Francisco, CA 94114

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

Signed: **Soizig Le Boulch**

This statement was filed with the County Clerk of San Francisco County on 9/14/2012.

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

Filed: Susanna Chin  
 Deputy County Clerk  
 9/14/2012

9/20/12 + 9/27/12 + 10/4/12 + 10/11/12

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0345608-00

Fictitious Business Name(s):  
**Sara Alison Photography**  
 Address  
 3405 Anza Street, San Francisco, CA 94121  
 Full Name of Registrant #1  
**Sara Alison Johnson**  
 Address of Registrant #1  
 3405 Anza Street, San Francisco, CA 94121

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 8/30/2012.

Signed: **Sara Alison Johnson**

This statement was filed with the County Clerk of San Francisco County on 8/30/12.

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

Filed: Michael Jaldon  
 Deputy County Clerk  
 8/30/2012

9/6/12 + 9/13/12 + 9/20/12 + 9/27/12

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0345575-00

Fictitious Business Name(s):  
**I. Sincerely, San Francisco**  
 Address  
 862 Haight Street #3, San Francisco, CA 94117  
 Full Name of Registrant #1  
**Kinda Kayyali**  
 Address of Registrant #1  
 862 Haight Street #3, San Francisco, CA 94117

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 8/29/2012.

Signed: **Kinda Kayyali**

This statement was filed with the County Clerk of San Francisco County on 8/29/2012.

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

Filed: Michael Jaldon  
 Deputy County Clerk  
 8/29/2012

9/13/12 + 9/20/12 + 9/27/12 + 10/4/12

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0345202-00

Fictitious Business Name(s):  
**The City Tours**  
 Address  
 16 Aladdin Terrace, San Francisco, CA 94133  
 Full Name of Registrant #1  
**Thurman Ogden Carroll III**  
 Address of Registrant #1  
 3314 Clay Street, San Francisco, CA 94118

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

Signed: **Thurman Carroll**

This statement was filed with the County Clerk of San Francisco County on 8/10/12.

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

Filed: Maribel Jaldon  
 Deputy County Clerk  
 8/10/2012

9/6/12 + 9/13/12 + 9/20/12 + 9/27/12

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0345791-00

Fictitious Business Name(s):  
**1. The Underground Smoke Shop**  
**2. The Underground Shop**  
 Address  
 235 Columbus Avenue, San Francisco, CA 94133  
 Full Name of Registrant #1  
**Gamal Salem Alewah**  
 Address of Registrant #1  
 235 Columbus Avenue, San Francisco, CA 94133

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/1/2012.

Signed: **Gamal Salem Alewah**

This statement was filed with the County Clerk of San Francisco County on 9/12/2012.

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

Filed: Maribel Jaldon  
 Deputy County Clerk  
 9/12/2012

9/13/12 + 9/20/12 + 9/27/12 + 10/4/12

# DECLARATION OF CLOSED OF BUSINESS

## DECLARATION OF CLOSED BUSINESS OR CHANGE IN OWNERSHIP

Certification Number of Closing Business: **435164**  
 Registered Ownership Name: **Hsiao, Yuang-Jen**  
 DBA (Doing Business As) Name: **Tangerine Accents**

No longer conducting business in San Francisco.

Last date of operation: **8/28/2012**

Run Date: 9/20/12 + 9/27/12 + 10/4/12 + 10/11/12

# BANKING \$ FINANCE

## How a DUI can Affect Your Ability to Get a Small Business Loan

A driving under the influence charge, or DUI, is a much more serious matter than many individuals realize. The license suspension and fines are significant, along with the possibility of incarceration. It is important to remember that driving under the influence is a criminal charge, and it may be necessary to pursue expunging the record in the future, in order to possibly qualify for a loan.

### Differing DUI Charges

There are many different types of DUI charges. Driving under the influence of drugs or other controlled substances are also considered a DUI. Many times a defendant will be facing drug possession charges along with illegal driving. In addition, the circumstances of a case make a difference in adjudication, depending on aggravating circumstances and blood alcohol level.

Many times a charge can be amended to impaired driving, which carries a lower stigma and legal classification in many states. Our DUI lawyers in Virginia suggest that jail time from any of these types of charges could result in substantial unemployment, and this is always a primary consideration in the approval of most types of loans. All states have enhanced impaired driving laws and are very serious about prosecution, as multiple charges can be felonies.

Many states have mandated specific minimums that cannot be bargained. This makes a DUI charge a difficult fight in court and an experienced attorney is often needed just to maintain that the charge can be eligible to be expunged after the qualifying time. Expungement of one's record is critical finalization to the problems brought on by a driving under the influence charge. Normally, this process will require an attorney also because the rules pertaining to expunging or sealing the record are normally strict.

### How a DUI Affects Your Small Business Loan

The situation depends on the type of loan in most cases. If a loan application requires a criminal history check and disclosure on the application, then it is eminent that it will be used in the qualification process. When a DUI includes any illegal drug charges it clearly shows more disregard for the law. This is often enough of a character flaw to affect a denial, though it may not be a primary reason.

Small business loans should not be affected if there is no criminal history requirement on the application. A license suspension for an individual whose employment is dependent on driving also impacts the ability to get a loan, because it has a direct impact on financial resources and cash flow.

The inability to drive from long-term suspended driving privileges impacts an entire life. Multiple offenders clearly need experienced and effective legal representatives when there is any chance that a DUI can be amended to impaired driving. Just having an attorney and being willing to present a case to the court shows that the defendant knows the issue is serious. The impact this can have on an individual's credit rating and loan capacity can be measured in many ways.

Krista Langford is a business woman based in the Southeast and a contributing writer for the Wilson Law Firm. Even though these DUI lawyers in Virginia have over decades of experience, they continue to increase their knowledge of current DUI laws by attending seminars at the National College for DUI Defense while providing their clients exceptional service and defense in the court of law.

Source: [SBAloans-123.com](http://SBAloans-123.com)



Image Credit by: <http://www.pitch.com>

## Choosing The Right Personal Accident Insurance Cover



Image Credit By: [www.myinsuranceclaimsonline.com](http://www.myinsuranceclaimsonline.com)

A Personal Accident Insurance Cover has become extremely important these days for everyone. This is because the number of deaths caused due to accidents these days has increased enormously, and one can never really predict sudden mishaps. Moreover, people have started to realize that inflation affects all, and in case of sudden loss of life, one's family may be left with very little sources to rely on, in case the person who passed away happened to be the sole breadwinner of the family. So it is important to invest in options that guarantee safety and security of one's near and dear ones, in case of unfortunate events.

A Personal Accident Insurance Cover also turns out to be a good back up, in cases of disability caused due to an accident. It is especially helpful if a person loses out on his/her job, due to disablement.

### Benefits for Self

One of the ways to judge whether a Personal Accident Insurance Cover is good or not, is to see the kind of benefits it gives for total or partial disablement, in case of an accident. If the policy covers up well for both the scenarios, then it is good. However, a better policy would be one, which also covers up for temporary disability, which means reimbursing for the time period in which one can't go to work because of his/her temporary disability. There should ideally be some money coming in from the policy to cover up for the loss of income during that period. Some policies give the benefits per week, up to a maximum of 100 weeks, while other policies may have different rules.

### Benefits For Family

Another factor that helps one decide whether the Personal Accident Insurance Cover is good or not, is the benefits that one gets for family members. In case of loss of life, some policies look at providing the education fund for two children (children of the policyholder). In other cases, the spouse may get some benefits. Of course, one needs to understand that these benefits will come in only if the death or disablement is caused by an accident.

### Credibility and Convenience

One of the things that most people hate with policies is the hassle during claims. A person who has met with an accident will need

the money from the policy very soon, and would not like his family members to get harassed or to make multiple rounds to the insurance company office to get the sum assured. There has to be convenience in getting the money, and there has to be clarity in the rules and guidelines to ensure that no sudden unknown clauses come up later on. Moreover, the insurance company should be a reputed one, so that one knows that he/she is investing the money with the right organization, and will get the money at the right time, for sure.

In the present times, having a Personal Accident Insurance Cover has almost become a necessity. It should be done for all the members of the family, to ensure that everyone is secure.

This guest post is authored by Andrew Hopes. He is a financial analyst working with [www.paydayloan.org.uk](http://www.paydayloan.org.uk) which helps provide quick cash loans that help you fill temporary gaps in your finances.

### About Us

SBA Loans | [SBAloans-123](http://SBAloans-123)

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

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

Source: [SBAloans-123.com](http://SBAloans-123.com)

## Initiative Training

■ Continued from page 2

The CDFI Fund's vision is an America in which all people have adequate access to affordable capital, credit and financial services.

### About Deloitte

Deloitte Financial Advisory Services LLC is a global organization devoted to excellence in providing professional services and advice. With access to the deep intellectual capital of more than 160,000 people worldwide, its member firms deliver services in areas of consulting, assurance & enterprise risk, tax, and financial advisory services. Deloitte brings strong industry experience in financial transaction work – restructuring impaired assets, and developing business models that can attract new capital, and providing technical assistance to troubled institutions. To find out more, please visit [www.deloitte.com/view/en\\_US/us/Services/Financial-Advisory-Services/index.htm](http://www.deloitte.com/view/en_US/us/Services/Financial-Advisory-Services/index.htm).

Source: *Community Development Financial Institutions Fund*





## Our B2B database creates a bridge to opportunity

Our legacy database contains the profiles of companies throughout the nation.

The database includes both certified small minority, woman, disadvantaged, and disabled veteran businesses and businesses that are potentially certifiable. Each business record contains 35+ fields of information including contact information, certifications, business SIC/NAIC codes, and much more. SBE imports businesses from multiple nationwide sources including SBA CCR, State DOT DBE's, over 60 city and state universities, and businesses certified by many local agencies.

## GOOD FAITH & BEYOND

### Diversity Outreach & Subcontracting Opportunities

SBE, in accordance with 49 CFR Part 26, is positioned to assist companies to enhance their good faith efforts and to strengthen their compliance with subcontracting plans.

SBE's unique business database provides a central location for disadvantaged, minority, woman, disabled-veteran and other small businesses.

### ONE LOCATION... Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "CCR" listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies

### SBE IS AN OUTREACH STANDARD!

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

### SUB-BID REQUEST ADVERTISEMENTS

Place a Sub-Bid Request Ad in an SBE trade and focus publication:

- Small Business Exchange Weekly Newspaper\*
- SBE Today Newsletter
- SBE Website [www.sbeinc.com](http://www.sbeinc.com)
- Ad placement services in local print publications as required

\*Adjudicated newspaper of general circulation by the Superior Court of the City & County of San Francisco

### TARGETED MAILING/FAXING/EMAILING

- By focus group, industry type(s), certification and other requirements
- Complete logs

### TELEPHONE FOLLOW-UP

- Script tailored to project needs, four standard or individualized questions
- Interested companies directed to bidder.

### COMPUTER-GENERATED REPORTS

- Full documentation, tailored to agency requirements

### CONTACT US TODAY

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 Fax: 415.778.6255  
 Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
 Website: [www.sbeinc.com](http://www.sbeinc.com)  
 SBE is a certified DBE - CA UCP Firm #5988

**SMALL BUSINESS EXCHANGE**

## SBA – Frequently Asked Questions

■ Continued from page 10

### How do small and large businesses compare on innovation?

Of high patenting firms (15 or more in a four-year period), small businesses produced 16 times more patents per employee than large patenting firms. Research also shows that increasing the number of employees correlates with increased innovation while increasing sales does not.

*Source: Advocacy-funded research, An Analysis of Small Business Patents by Industry and Firm Size, <http://archive.sba.gov/advo/research/rs335tot.pdf>; Innovation in Small Businesses: Drivers of Change and Value Use, [www.sba.gov/sites/default/files/rs342tot\\_0.pdf](http://www.sba.gov/sites/default/files/rs342tot_0.pdf).*

### How are small businesses financed?

Small businesses are financed through owner savings; loans from family, friends, and commercial lenders; bonds; stocks; ownership stakes; and other arrangements. For detailed financing information, see Advocacy's Frequently Asked Questions about Small Business Finance, [www.sba.gov/advocacy/9601](http://www.sba.gov/advocacy/9601).

### How are credit conditions for small firms?

For up-to-date statistics, see Advocacy's quarterly reports, [www.sba.gov/advocacy/10871](http://www.sba.gov/advocacy/10871).

### What is small businesses' share of federal government procurement?

In fiscal year 2011, 21.7 percent of federal government small-business-eligible purchases went to small businesses. The Department of Defense accounted for the majority of small business procurement.

*Source: Small Business Goaling Report, 2012, [www.fpdnsng.com/downloads/top\\_requests/FPDSNG\\_SB\\_Goaling\\_FY\\_2010.pdf](http://www.fpdnsng.com/downloads/top_requests/FPDSNG_SB_Goaling_FY_2010.pdf).*

### How are business churn and the economy related?

Business churn (the sum of the firm birth and death rates) tends to follow the change in GDP with a six-quarter lag (figure 6). Recently, churn has been down, which may be a response to the general decline in output.

### What are the effective tax rates for small businesses?

The average effective tax rate for businesses organized as sole proprietorships was 13.3 percent in 2004, with small S corporations facing the highest rates (table 4). (An effective tax rate is usually defined as the amount of tax paid as a fraction of net income or profit.)

### The Full SBA Advocacy Newsletter can be downloaded in this link

<http://www.sba.gov/advocacy/810/280251>

### About the Office of Advocacy

The SBA's Office of Advocacy was created by Congress in 1976. Part of the office's mission includes conducting policy studies and economic research on issues of concern to small businesses. The office also publishes data on small firm characteristics and contributions. For further data and research information, visit the Office of Advocacy's website at [www.sba.gov/advocacy/847](http://www.sba.gov/advocacy/847).

*Source: SBA Office of the Advocacy*

You can also go to this link to download the ad order form in a PDF format: <http://tinyurl.com/8tqgn3x>



### Small Business Exchange, Inc. PACKAGE ORDER FORM

- BRONZE Package     SILVER Package     GOLD Package     PLATINUM Package  
 DIAMOND Package

FAX completed form to (415) 778-6255 or EMAIL your ad to Nabil Vo at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)  
 SUB-BIDS REQUESTED FROM QUALIFIED:  MBE  WBE  DBE  DVBE  OBE  LBE  UDBE

PROJECT: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

PROJECT LOCATION: (City, County, or District) \_\_\_\_\_

PROJECT NUMBER: \_\_\_\_\_ BID DATE: \_\_\_\_\_

BID TIME \_\_\_\_\_ RESPOND BY: (if other than bid date) \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

FURTHER DESCRIPTION OR INFORMATION: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

#### AEOE

PUBLICATION DATES (please check publication AND indicate date(s) to run ad in the space provided):

SMALL BUSINESS EXCHANGE – Publishes every Thursday \_\_\_\_\_

SBE TODAY – Publishes every Monday & Thursday \_\_\_\_\_

INTERNET – [www.sbeinc.com](http://www.sbeinc.com) \_\_\_\_\_

PUBLICATION INFO: Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.

STANDARD SIZE: AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.

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

CHECK IF REQUIRED:  ORIGINAL mailed Tearsheet @ \$2.00 ea.  REDUCED mailed copy @ \$1.00 ea.  WEBSITE Audit Statement @ \$1.00 ea.

AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_