

SBE NEWS ALERT

Franchise Ownership Success Starts With Great Training



When you buy a franchise, you're paying for the right to use the franchisor's proprietary systems. Some of these include their marketing systems, computer and software systems, inventory management systems and more.

But, you won't be able to use any of their business systems unless you know how to use them. That's where the franchisor's formal training program comes in. It's part of what you're paying for when you purchase a franchise.

Are Franchise Training Programs Good?

I can't think of one occasion in which a client of mine told me the training they received from their franchisor was disappointing. But, since this is your money we're talking about...it's you that will be buying the franchise, it's important for you to make sure the training you'll receive from franchise headquarters will be good. Here's how:

Call existing franchisees of the franchise concept you're thinking of buying and ask them to share their views on the training they received. It should be part of your due diligence.

Types of Franchise Training

These days, technology plays a major part of company training programs. Expect the franchisor to utilize technology in their training program.

One way franchisors use technology to train

their franchisees is to have some setup online. That's right: Part of your training may be online. I've seen franchisors do what's called pre-training online. Pre-training takes place a few weeks before you arrive at franchise headquarters for in-person training. I've found pre-training to be a great way for new franchisees to get their feet wet and have a head start on what's to come when they arrive at headquarters for more intensive formal training.

The formal, in-headquarters training will end up having the biggest impact on you. The training that takes place at headquarters is pretty intensive. It's designed to prepare you for all of your day-to-day activities as a franchise owner. You'll go through the entire operations manual. You'll be trained on things like:

- Computer systems
- Inventory systems
- Point of sale systems
- Payroll management
- Sales
- Marketing
- Advertising
- Customer service *

You'll learn a lot in a short period of time. (Training programs at franchise headquarters are usually 3-5 days in length)

If the thought of learning everything about running your new franchise business in a few short days sounds overwhelming, you're not alone. Every franchisee before you thought the same exact thing, and their businesses are up and running. Yours will be too.

You could always ask some of the existing franchisees if the training they received prepared them to open and run their businesses adequately. The answers you get will give you a good idea of the quality of the franchisor's training program. And, you'll get a good idea

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SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper

BIDDING OPPORTUNITIES

Sukut Construction, LLC

Is requesting sub-bids/supplier quotes from qualified DBE/MBE/WBE/DVBE Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work: SWPPP and Installation, Pressure Testing, CCTV, Cathodic Testing, Minor Concrete Structures, CML&C Pipe, PVC Pipe, Ductile Iron Fittings, Bulk Fuel, Concrete Materials, Sand & Aggregates

RMV REALTY, INC.

**The Ranch – Planning Area 2
SMWD Improvements for
Cow Camp Road Phase 1B
County of Orange, CA**

Bid Date: April 30, 2014 at 2:00 p.m

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Mike Greenlee or Estimating

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

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

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

Sukut Construction, LLC
An Equal Opportunity Employer



Seeking SBE, DBE, DVBE, Emerging and Local Businesses

Subcontractor for the following project:

**Valley College Athletic Training Facility
Los Angeles Community College District (LACCD)
Los Angeles Valley College
5200 Fulton Ave., Van Nuys, CA 91401
Bids are due by 5pm on April 29, 2014**

Project consists of a Stadium Field House, a Baseball / Softball Field House, a Baseball Field and (2) Softball Fields, and an Archery, Hammer Throw and Discus throw area which includes an Archery storage shed. The Stadium Field House is a 20,945 square feet facility on one floor including team and coaches locker rooms, weight room, sports medicine room, meeting room, coaches offices, and equipment storage and laundry. It is a Type II B Construction, load-bearing masonry walls and steel roof framing. The Baseball/Softball Field House is a 10,738 square feet facility on one floor including team and coaches' locker rooms, sports medicine room, coaches' offices, field storage, public restrooms, and a concession. It is a Type II B Construction, load-bearing masonry walls and steel roof framing. The Baseball Field has synthetic turf and includes bleacher seating for 512 with a 144 square foot press box (Press box and Bleachers are not part of this contract), dugouts, bullpens, batting cages, and perimeter fencing. The (2) Softball Fields have synthetic turf and include 4 tier bleacher seating for 150 and a 144 square foot press box for each Field, dugouts, bullpens, batting cages, and perimeter fencing. Project includes all indicated site work such as utility connections, parking, site paving, landscaping, and site lighting.

- Prevailing Wage
- SBE, DBE, DVBE, Emerging and Local Businesses strongly encouraged
- Project Labor Agreement per LACCD in effect

Pankow

199 S. Los Robles Ave, Suite 300
Pasadena, California 91107

(626) 304-1190 • (626) 696-1782 Fax

Contact: **Monica Jimenez** • mjimenez@pankow.com



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 FAX: (415) 883-7529

CONTACT: ADRIANNE LEWIS

Email: Adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM CERTIFIED DBE and WBE SUBCONTRACTORS & SUPPLIERS FOR THE FOLLOWING PROJECT:

**FIRE STATION NO. 7 AND FIRE HOUSE CLINIC
PROJECT NO. 07465**

HAYWARD, CA

BID DATE: APRIL 29, 2012 at 2:00 PM

ESTIMATE: \$9,945,000

Trades needed but not limited to: Site and structural concrete, rebar, landscaping, site utilities, grading & paving, automatic gates, masonry, structural steel & misc. metals, rough carpentry, finish carpentry, case-work, insulation, doors frames & hardware, overhead doors, glass & glazing, lath & plaster, ceramic tile, acoustical, flooring, FRP, elevators, plumbing, HVAC, fire sprinklers, electrical, painting, fireproofing, waterproofing, roofing, signage and gutters and downspouts.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS INC STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES THE RIGHT FOR ARNTZ BUILDERS INC TO REQUIRE SUBCONTRACTORS TO PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BONDS OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM.

SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER

Bid Requests from Certified SBE Subcontractors and Suppliers for ALL TRADES except for Earth Shoring

**HUNTER'S POINT SHIPYARD PHASE I,
BLOCK 56&57**

This is a SFRA project with construction work-force and prevailing wage requirements.

**Hunter's Point Shipyard Phase I, Block 56&57
Coleman Street at Innes Court
San Francisco, CA 94124
Bid Date: 5/15/14 @ 2 PM**

Voluntary Pre-bid Meeting on 4/30/14 at 11 AM at Construction Assistant Program Trailer Located at 690 Hudson Ave., Trailer "B", San Francisco, CA 94124.

CAHILL CONTRACTORS, INC.

Contact: Julie Park

estimating@cahill-sf.com, (415) 986-0600

BIDDING OPPORTUNITIES

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

SR 70/FEATHER RIVER BOULEVARD INTERCHANGE
Contract No. 2014-8002, Federal No. STPL-5916(108)

OWNER: STATE OF CALIFORNIA – COUNTY OF YUBA
 Office of the County Clerk, 915 8th Street, Suite 107, Marysville, CA 95901

BID DATE: May 6, 2014 @ 10:00 A.M.

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

AC DIKE, BRIDGE, BOX CULVERT, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL PERMANENT, EROSION CONTROL TEMPORARY, FENCING, GUARDRAIL, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SIGN STRUCTURE, STAMPED/TEXTURED PAVING, STRIPING, SWPPP PLAN, SURVEY/STAKING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, HOT MIX ASPHALT (OPEN GRADE) MATERIAL, CRASH CUSHION.

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

DESILVA GATES CONSTRUCTION, L.P.

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

DeSilva Gates Construction is soliciting for DVBEs for the following project:

CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY NEAR CHICO FROM 0.5 MILE SOUTH OF GARNER LANE TO 0.1 MILE NORTH OF BROYLES ROAD - ROUTE 99, Contract No. 03-4M8304

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

BID DATE: APRIL 23, 2014 @ 2:00 P.M.

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

CONSTRUCTION AREA SIGN, ELECTRICAL, GUARDRAIL, RUMBLE STRIP, STRIPING, RUBBERIZED HMA (Gap Grade) MATERIAL, TRUCKING, STREET SWEEPERS, WATER TRUCKS

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

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Advertise with the Small Business Exchange

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

www.sbeinc.com

Visit SBE Website www.sbeinc.com

The screenshot shows the SBE website interface. At the top, there's a navigation bar with links for Home, Advertising, Services, Database, Resources, Events, and Contact Us. A prominent banner features the 'BUSINESS EXCHANGE' logo and a headline 'Concerned about DBE Compliance?'. Below this, there's a section titled 'Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses' with a list of services. On the right side, there's a 'SBE Weekly / SBE Daily' section with a 'Subscribe Now' button and a 'PUBLISH YOUR ADVERTISEMENT' button. The bottom right corner features the 'SKANSKA' logo.



Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

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

Franchise Ownership Success Starts With Great Training

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of what to expect as a new franchise owner early on in your business.

Franchisors want you to be successful. They know you'll be apprehensive in the weeks and days before you actually open. Their training programs are designed to make sure you're ready.

*Non-US Government link.

Source: U.S. SBA

Public Legal Notices



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2014-BT-11, San Rafael Transit Center Security Improvements**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, May 20, 2014, by 2:00 p.m., PT**, at which time bids will be publicly opened and read.

This public works Project consists of, in general, installation of new video camera mounts, realtime monitor display cabinet mounts and steel support frame; installation of electrical and data conduits, electrical wiring, data cabling, electrical pull boxes, and equipment boxes at the existing C. Paul Bettini San Rafael Transit Center (SRTC) facility located in San Rafael, CA. The work includes relocation of existing free standing transit signs; fabrication and installation of beam mount and column mount camera attachments, steel support frame and mounts for realtime monitor display cabinets, furnish and install electrical and data conduits, electrical wiring and data cabling, electrical pull boxes, and equipments boxes, removal and reinstallation of portions or bird control netting; removal and relocation of an existing bronze memorial plaque; health and safety compliance; and all other work items as required to complete the Project titled San Rafael Transit Center Security Improvements, as shown on the Contract Plans and as specified in the Contract Documents.

Night time work will be required in order to avoid impacting ongoing bus operations at the SRTC.

A non-mandatory pre-bid conference and job site tour will be held at the San Rafael District Conference Room, Administration Building, 1011 Andersen Drive, San Rafael, CA on **Tuesday, May 6, 2014, at 10:00 a.m., PT**.

This is a Public Works contract. Bidders bidding as the prime contractor shall possess a valid **State of California Class A General Engineering Contractor's License or a State of California Class B General Building Contractor's License**. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades.

The District hereby notifies all Bidders that it is the policy of the District to ensure nondiscrimination on the basis of race, color, national origin, or sex in the award and administration of contracts. Bidders are strongly encouraged to obtain Disadvantaged Business Enterprise (DBE) participation on this project, although there is no contract-specific DBE goal. Bidders are encouraged to attend the pre-bid conference to better understand the applicable DBE requirements. For DBE assistance, contact Artemise Davenport, DBE Program Analyst, at (415) 257-4581.

This Contract is subject to financial assistance from the U.S. Department of Transportation. Bidders will be required to certify that they have not been suspended or debarred from participation in federally funded contracts. Bidders must also disclose lobby-

ing activities. Full compliance with all applicable Safety and Health Standards, DBE requirements, Equal Employment Opportunity, and Americans with Disabilities Act laws and regulations will be required of the successful Bidder.

Due to the financial assistance from the U.S. Department of Transportation, this Contract is also subject to Buy America compliance. Bidders will be required to submit an executed Buy America Certificate (Attachment N to the Proposal). With regard to meeting the Buy America requirements, Bidders' attention is directed to the FTA's Dear Colleague letter dated February, 17, 2011, located at http://www.fta.dot.gov/12358_12450.html. In light of the FTA's advice contained therein, with regard to the granting of Buy America waivers, the District will not award a contract to a Bidder that does not certify compliance with the Buy America requirements on the "Buy America Certificate" included as Attachment N in the Proposal.

District reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding procedure. No Bidder may withdraw its bid for a period of ninety (90) days after the date of opening bids.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress payments (retention) during the Project.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. The prevailing wage rates established by the California Department of Industrial Relations can be viewed at the District's Engineering Office, and are available at <http://www.dir.ca.gov/DLSR/PWD>.

Minimum wage rates for this Project, as determined by the U.S. Secretary of Labor, are set forth in the Special Provisions, Section 10A. If there is a difference between the minimum wage rates determined by the Secretary of Labor and the prevailing wage rates determined by the State for similar classifications of labor, Contractor and its subcontractors shall pay no less than the higher wage rate.

To inspect and obtain Contract Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Bus Transit Division and look for Contract No. 2014-BT-11. Contract Documents are also available from the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, 94129 by e-mail at districtsecretary@goldengate.org, by telephone at (415) 923-2223, or by facsimile at (415) 923-2013. There is a non-refundable purchase price of fifty dollars (\$50) for hard copies of the Contract Documents. Full sized Contract Plans, not available for download, will be available for purchase upon request for an additional fifty dollars (\$50).

/s/ Amorette M. Ko-Wong,

Secretary of the District

Dated: April 17, 2014

CNS-2610710#

SMALL BUSINESS EXCHANGE

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ADVERTISEMENT FOR BIDS

The following is a summary of a full Advertisement for Bids posted on the UCLA Capital Programs Website (<http://www.capitalprograms.ucla.edu/Contracts/ProjectsCurrentlyBidding>). **All interested parties must go to the Website for complete information.**

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

Project Name: RIEBER VISTA FINISH REFURBISHMENT

Project Number: 946261.01

Description of Work: Renovation of the nine-story, Type IIB Fire Resistive Rieber Vista Undergraduate Residence Hall. Refer to website for complete description.

Bidding Documents Available at:

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

Bid Submittal Location:

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

Dates:

Bidding Document Availability: April 16, 2014

Mandatory Pre-Bid Conference/Job Walk:

April 23, 2014
Beginning promptly at 10:00 a.m.
(THERE IS NO GRACE PERIOD)

Pre-Bid Product Substitution Deadline:

3:00 p.m., April 30, 2014

Bid Submittal Deadline: 2:00 p.m., May 7, 2014

License Requirement: B License (General Building)

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

