

SBE TODAY

Volume 28, Edition 761

DIVERSITY IN ACTION - SBE is a certified DBE publication

APRIL 23, 2012

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

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Why The Chamber Of Commerce Is Integral To Your Marketing Strategy

Small business owners these days are besieged by multiple offers of innovative marketing strategies, from social media to viral marketing and everything in between. While there is a lot of value in following modern online marketing trends, the Chamber of Commerce organizations around the country are often left out of the mix.

Every small business owner should be affiliated with at least one Chamber of Commerce. Membership in your local Chamber of Commerce comes with lots of benefits; this article will only focus on why active membership is integral to an effective marketing strategy.

The Importance of the Chamber of Commerce

A Chamber of Commerce listing is essential for all small business owners. Even if the business resides solely online, it is still a good idea to gain membership. The first marketing benefit is related to reliability and prestige. As business organizations, the different Chambers of Commerce in the United States and abroad enjoy a certain historical and trusted stature.

Long before the advent of the Internet, people looked up to the Chamber of Commerce as a reliable provider of local business information. The directory of local businesses kept by the Chamber of Commerce is as legendary as the old Yellow Pages telephone book. A listing with the local Chamber gives a business an aura of trust.

Many people associate the Chamber of Commerce with the Better Business Bureau, although the two are separate entities that serve different interests. Still, the Chamber's long history in the world of American business goes a long way in

terms of instilling trust.

The Chamber of Commerce Works for You

Local Chambers are always looking for ways to attract more customers and clients to their members. Chambers accomplish this in different ways; for example, The Myrtle Beach Area Chamber of Commerce and Convention and Visitors Bureau in South Carolina concentrates on marketing the region as a premier tourist destination. By doing so, the Chamber ensures that visitors consider Myrtle Beach as a premier vacation spot or an adequate venue for a convention, thereby ensuring that local businesses have a steady flow of customers.

The Chamber's work is not limited to attracting visitors. To attract local customers, Chambers of Commerce across the country have their own marketing strategies that small business owners can take advantage of. Taking back Myrtle Beach as an example, the local Chamber encourages area small businesses to market their goods and services with placement of business cards and brochures at their two visitors centers. The Myrtle Beach Chamber also has three publications in which members can advertise to both consumers and business-to-business prospects.

Chambers of Commerce stay close to their roots and traditions, but they are far from antiquated. They have a strong Internet presence that extends to member businesses in the form of online directory listings, and since they are trusted institutions they enjoy built-in Search Engine Optimization. Take, for example, the Greater New York Chamber of Commerce—one of the oldest in the

Continued on page 3

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San Francisco, CA 94103

REQUESTS FOR BIDS & SUB-BIDS

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

**MISSION BLVD / WARREN AVE /
FREIGHT RAILROAD RELOCATION
VTA C101 (12004F) / FEDERAL PROJECT/GRANT
#HPLUL-6264(050)
#HPLUL-6264(050)
Bids: May 3, 2012 @ 2 pm
UDBE GOAL – 8%**

Demolition; Railtrack Removal; Temporary & Permanent Fences; Traffic Control; CIP Concrete; Portland Cement Concrete; Metal Railings/Welding; Structural Steel & Misc. Metal for Bridges; Waterproofing; Graffiti-Resistant Coatings; Traffic Signs; Electrical; Earthwork; Selective Tree/Shrub Removal; Erosion Control; Driven Piles; Traffic Stripes/Pavement Markings & Markers; Trenching & Backfill; Water & Fire Utility Piping; Sanitary Sewer Pipes; Storm Drainage; Traffic Signal Systems; Traffic Barrier (metal beam guard rail); Concrete Barriers & Railings, etc.

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/UDBE certified small & micro business suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE/UDBE certified small & micro 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

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

**Contract / RFP Number: CS-229
Project Location: San Francisco
Bid Date: 05/07/2012**

Trades: Architectural Computer Aided Design
Electrical Engineering Emergency Preparedness
Services Geotechnical Engineering Hazardous
Materials Hazardous Waste and Remediation Services
Health and Safety Testing Services (OSHA)
Mechanical Engineering Public Relations Services
Regulatory Compliance Assistance Structural
Engineering Surveying Value Quality Engineering
Water Resources Engineering

RMC Water and Environment

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

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

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Request for qualified DBE's
Subcontractors, Truckers, Vendors and Suppliers for:
**48th Street Community Garden
Remedial Excavation
Project # EPW 105-11
Owner: City of Emeryville
Bid Date: May 3rd, 2012 @ 10:00 AM**

We hereby encourage responsible participation of all DBE's and solicit their subcontractor or material quotation for the following types of work including but not limited to: Contaminated Soil Off-Haul, and Import Fill.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Pacific States Environmental Contractors, Inc. Pacific States Environmental Contractors, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Pacific States Environmental Contractors, Inc. 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. PREVAILING WAGE RATES APPLY TO THIS PROJECT. Plans, Specifications and Contract docs can be downloaded free of charge at www.emeryville.org.

Pacific States Environmental Contractors, Inc.

CAL LIC. NO. 723241

11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334

Estimator: Pete Timmerman

Email: ptimmerman@pacificstates.net

Website: www.pacificstates.net

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

**STP Overlay Project 2012
County of Solano
UDBE Goal 12%, 375 calendar days
Bids: May 2, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Cold Plane, Striping & Markers, and Trucking.

Scope of Work: Overlay

RGW Construction, Inc.

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

Plans and Specs are available to view and copy at our office or at the County of Solano, Dept. of Resource Management, 675 Texas Street, Suite 5500, Fairfield, CA. Contact Mark Smith 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

An Equal Opportunity Employer

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

**Caltrans Contract 05-0K2304
Rte 9 near Ben Lomand, Santa Cruz Co.
Engineer Estimate: \$1,080,000
UDBE Goal 10%, 375 working days
Bids: May 2, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Fence, Cold Plane, Construction Area Signs, Striping/Markers, Bridge Removal, Clear & Grub, Roadway Excavation, Planting/Irrigation, Rear, Concrete Barrier and Trucking.

Scope of Work: Construct concrete viaduct supported on concrete pilings and pave HMA.

RGW Construction, Inc.

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

RGW is willing to breakout any portion of work to encourage participation. Plans and Specs are available to view and copy at our office or Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Tim Ross 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

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RGW Construction Inc.
seeking all qualified Minority Business
Enterprises (MBE) and Women Business
Enterprises (WBE) owned subcontractors
and supplies for the following project:

**The Resurfacing of Crow Canyon Road at
Various Location
Owner: County of Alameda (510) 670-5450
MBE Goal 15% WBE Goal 5%
Bids: May 8, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Street Sweeping, Water Trucks, Signs, Crack Filling, Clear & Grub, Erosion Control, Detector Loops and Trucking.

Scope of Work: Asphalt concrete base failure repair, sealing cracks, widening shoulders, milling, install striping, and resurfacing.

RGW Construction, Inc.

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

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

An Equal Opportunity Employer

REQUESTS FOR BIDS & SUB-BIDS

Sub-Bids Requested From Qualified UDDB Subcontractors & Suppliers:

Ramon Road Widening and rehabilitation improvements between Date Palm Drive and DaVall Drive

City of Cathedral City

Contract No.: 1003

Fed. Aid Proj No: STPL 5430 (018)

Bid Date: May 1, 2012 @ 2:00 PM

Quotes requested for supplies and services including, but not limited to: Storm Water Pollution Plan, Street Sweeping, Construction Area Sign, Erosion Control, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Temporary Crash Cushion, Module, Portable Changeable Message Signs, Roadway Signs, Cold Place Concrete Pavement, Tack Coat, Seal Pavement Joining, Roadside Sign, Plastic Pipe, Survey Monument, Tubular Handrail, Crash Cushion, Thermoplastic Pavement Marking Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination

SKANSKA

1995 Agua Mansa Road • Riverside, CA 92509-2405
Phone: (951) 684-5360 • Fax: (951) 788-2449
Contact: **Dan Ennis** • Email: dan.ennis@skanska.com

Plans and Specifications are available for purchase at Planit Reprographics – www.planitreprographics.net
Plan Well Enterprise.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified UDDB companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist UDDB subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate all lower tier UDDB participation offered on your quotation as it will be evaluated with your price. Skanska is an equal opportunity employer

Requesting sub-bids from qualified MBE/WBE/SBE/DVBE Subcontractors and Suppliers

J.F. Shea Construction, Inc. is bidding this project and solicits your participation in preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: **EROSION CONTROL, READY-MIX CONCRETE, REINFORCING STEEL, PRECAST CONCRETE VAULTS, WELDED STEEL PIPE, MASONRY, STRUCTURAL STEEL, MISCELLANEOUS METAL, PAINTING & COATINGS, CATHODIC PROTECTION, EQUIPMENT, ELECTRICAL & INSTRUMENTATION**

Pipeline 4 Relining SR 52 to Lake Murray • Location: San Diego, CA

Owner: San Diego County Water Authority • Estimated Cost: \$25,500,000 - \$29,000,000

Bid Date: May 1, 2012 @ 2:00 P.M.

J.F. Shea Construction, Inc.

(An Equal Opportunity Employer)

667 Brea Canyon Road, Suite 30

Walnut, CA 91788-0489

Phone: 909-595-4397 • Fax: 909-444-4268

Contact: Lori Olivas

Plans are available from:

San Diego County Water Authority, 4677 Overland Ave., San Diego, CA 92123-1233, Full size plans

(includes CD) - \$26 + mailing, 1/2 size plans \$11 + mailing, Specifications -

\$15 + mailing, or free download at <http://www.sdcwa.org/contracting-opportunities>.

Plans may also be viewed at the Dodge News Plan Rooms and at

J.F. Shea Construction offices, 667 Brea Canyon Road, Suite 30, Walnut, CA 91788

Bidders are required to read and understand owner's requirements including warranty requirements. Bidder's or manufacturer's standard warranties will not be accepted unless they comply fully with owner's requirements.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE firms and intends to utilize the lowest responsive bidder.

DISPLAY AD

**Skanska
Shimmick
Herzog**

A Joint Venture in Association with LAN I TY Lin

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

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

Please visit:

www.sshjv-c700.com

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

Why The Chamber Of Commerce

■ Continued from page 1

United States. A Google user in New York looking for a locksmith may want to deal only with Chamber members, and thus typing "New York Chamber of Commerce" in the Google search bar will feature the right website as the top result. Once on the site, the locksmith seeker can go straight to the Chamber's local business directory.

There are other marketing activities conducted by the Chambers, such as advertising studies, local promotions, presentations, and more. The various marketing efforts alone are worth the membership fees, but small business owners should keep in mind that the essential function of the Chamber of Commerce is to serve the interests of the business community.

Source: SBALoans-123.com

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California Small Business No. 27118

Human Rights Commission No. HRC 071410535, *Minority-Owned SF Local Business*

Department of Transportation (DOT) No. 35208, *Disadvantaged Business Enterprise (DBE)*

LBE-PUC (Public Utilities Commission) NPE No. 52662, *Minority-Owned (MBE) Firm*

**State of California license/certificate, Consumer Affairs Division,
California Shorthand Court Reporter No. 3077**

Registered Professional Reporter, NCRA No. 703

REQUESTS FOR BIDS & SUB-BIDS

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

**Pacific Sports Complex and Burrell Field
San Leandro Unified School District
BID DATE: April 30, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Site concrete, Building Trades, Electrical, Underground, Survey, Demolition, Fencing and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth St., • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Mike Crowley

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

REQUEST FOR UDBE/DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 80 Bikeway, Oakland
Caltrans #04-292264
BID DATE: May 1, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Health & Safety Plan, SWPPP, Temporary Erosion Control, Sweeping, Storm Water Annual Report, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Adjust Utilities to Grade, Cold Plane AC, Clearing & Grubbing, Hazardous Material Management Plan, Structure Excavation, Highway Planting, Irrigation System, AC Dike, Tack Coat, Steel Soldier Pile, Structural Concrete, Minor Concrete, Architectural Treatment, Anti-Graffiti Coating, Bar Reinforcing Steel, Shotcrete Lagging, Aluminum Sign, Roadside Signs, Electrical, Misc. Iron & Steel, Fencing, Concrete Barrier, Underground, Bollards, Striping & Marking and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth St., • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Donat Galicz

An Equal Opportunity Employer

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PUBLIC LEGAL ADVERTISEMENTS

UC IRVINE

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine (UCI) from General Contractors (GC) wishing to bid on **MESA COURT RENOVATIONS, UNITS 1 & 2 SITE PAVING & EYEBROW REPAIR, PROJECT NO. 996265SE**.

DESCRIPTION: Demolish approximately 10,200 square feet of existing asphalt paving and replace with new concrete paving. Remove existing roofing and flashing from 108 eyebrows on nine student residence buildings including repair and replacement of eyebrow trim, framing and fascia at some locations.

PROJECT DELIVERY: Traditional

ESTIMATED DESIGN AND CONSTRUCTION COST: \$700,000

PROCEDURES: Prequalification questionnaires will be available electronically at **2 PM on 4/17/12**. Send requests for forms to blduenas@uci.edu.

Mandatory Prequalification Conference will be held at **3 PM on 4/30/12** at UCI Design & Construction Services, Sullivan & Wright Conf. Rm., 5201 California Ave., Suite 250, Irvine, CA 92697.

Questionnaires must be received by 2 PM on 5/9/12 only at UCI Design & Construction Services, 5201 California Ave., Suite 250, Irvine, CA 92697.

To prequalify, GCs must agree to comply with all bidding requirements including; holding a current and active "B" General Building CA contractor's license; state prevailing wages; 10% bid bond; 100% payment

and performance bonds; and insurance reqs. UCI reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem GCs prequalified to submit bids for the project.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

Contact Brenda Duenas, Principal Contract Administrator (949) 824-9586, blduenas@uci.edu. Bid Board: www.designandconstruction.uci.edu

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ANNOUNCEMENT TO PREQUALIFIED PROPOSERS AND ADVERTISEMENT FOR PROPOSALS

MISSION BAY BLOCK 25A - ACADEMIC (FACULTY) OFFICE BUILDING
Project No.: **M1623** / Contract No.: **DB0016**
**UNIVERSITY OF CALIFORNIA,
SAN FRANCISCO**

Proposal Documents will be available beginning **April 20, 2012** at **12:00 PM** and can be purchased from UCSF Documents, Media & Mail: Log into <http://www.cpfm.ucsf.edu/contracts/index.htm> Click on the UCSF Documents, Media & Mail button (Use the same website above to view complete Advertisement).

Only prequalified proposers will be allowed to submit a Proposal. The following proposers have been

prequalified to submit a proposal.

DESIGN BUILDERS

Charles Pankow Builder
Rudolph and Sletten, Inc.
Webcor Builders

Sealed proposals are to be received on **June 27, 2012** at **3:00 PM** and opened per RFP Procedures at Campus Life, Facilities & Administrative Service FAS Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343.

DESCRIPTION OF WORK:

This Design Build Team shall design and construct an Academic Office Building of approximately 251,000 GSF, including private offices, open cubicle office spaces, conference rooms, and a learning center. Additionally, the scope of work includes site utilities, connection to existing utilities, a landscaped courtyard, and other site work. The new building will be located on

Block 25, at the northeast corner of 16th Street and 4th Streets, at the UCSF – Mission Bay Campus. The site is in a developed research campus bordered on two sides by city streets and on other sides by existing surface parking lots. Bridging documents prepared by Gensler Architects to illustrate the University's space program, performance goals for the building, and site layout will be provided with the proposal documents.

Maximum Acceptance Cost: **\$93,880,000**

The Bidding mode will be a Design Build contract. Selection shall be based upon a "best value" approach which will be calculated on a "cost per point" basis. The proposer with the lowest cost per point "Best Value" will be selected by the University as the lowest responsible proposer.

**CONTRACTOR'S LICENSE:
B - GENERAL BUILDING**

UNIVERSITY OF CALIFORNIA SAN FRANCISCO

ANNOUNCEMENT TO PREQUALIFIED PROPOSERS AND ADVERTISEMENT FOR PROPOSALS

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B - GENERAL BUILDING**

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