

## SBE News Alert

# Nominations Sought for 2014 National MED Week Awards



NATIONAL MINORITY ENTERPRISE  
DEVELOPMENT WEEK CONFERENCE

**RESOLVE**  
TO GROW YOUR  
**BUSINESS**  
IN 2014



### Program Recognizes Outstanding Achievements of Minority Entrepreneurs, Individuals, Organizations

The U.S. Department of Commerce's Minority Business Development Agency (MBDA) today announced that it is accepting nominations for the 2014 National Minority Enterprise Development (MED) Week Awards competition. The program celebrates and recognizes the outstanding achievements of minority entrepreneurs, as well as individuals and organizations that have demonstrated leadership and commitment in advancing the minority business community.

"The MED Week awards were created to recognize individuals and firms who exemplify entrepreneurial innovation and a commitment to creating jobs while helping our nation remain competitive in the global economy," said Alejandra Castillo, MBDA Acting National Director. "With nearly six million minority-owned businesses across the United States, we anticipate having a robust slate of

**Continued on page 5**

SAVE THE DATE

THE NATIONAL MINORITY ENTERPRISE  
DEVELOPMENT WEEK CONFERENCE

**CONNECTING BUSINESS  
WITH OPPORTUNITY**

Online Registration Opens  
March 1, 2014

**JULY 31 - AUGUST 1, 2014**  
Washington Hilton | Washington, DC

**1-866-201-6232**

[MEDWEEK2014@hester-group.com](mailto:MEDWEEK2014@hester-group.com)

**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

With half a 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](http://www.sbeinc.com)

#### Faxed 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.

**Call Toll FREE for more information: 800-800-8534**

# BIDDING OPPORTUNITIES

Requesting Sub-bids from Qualified  
SBE/DVBE/MBE/WBE/OBE  
Subcontractors for:

**RFP NO. 90186 / CASUALTY AND BONDS  
INSURANCE BROKERING SERVICES /  
INSURANCE RELATED CONSULTING SERVICES  
Los Angeles Department of Water & Power  
Friday, February 28, 2014**

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.

**Wells Fargo Insurance Services USA, Inc.**  
Angela Kechichian  
15303 Ventura Blvd., 7th Flr • Sherman Oaks, CA 91403  
Ph: (818) 464-9324 • Fax: (866) 475-9866

**Candlestick Point in San Francisco  
Opportunity to Perform  
ENVIRONMENTAL ASSESSMENT  
during the development of  
CANDLESTICK POINT in San Francisco.**

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform environmental assessment for

Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7728>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting:  
**February 26th at 10:00 AM**  
Candlestick Park Conference Room  
450 Jamestown Ave  
Room #397

San Francisco, CA 94124  
Proposals must be submitted by  
March 13, 2014 @ 2:00 PM (PST).

**Storm Water Pump Station #5 Project  
Advertisement**

Mission Bay Development Group, LLC  
is seeking Contractors for the  
Storm Water Pump Station #5 Project.

Scope of work for this project includes demolition, storm drain, sewer, deep excavation, structural concrete, electrical, and mechanical work.

This project has a 50% SBE/LBEs goal. One electronic set of bid documents will be distributed to each interested Contractor.

Please contact **Cathy Serrano** of **Townsend Management, Inc.**, at (415) 355-6644 to pick up a set. A pre-bid conference will be held at 410 China Basin Street, San Francisco, CA on **Thursday, March 13, 2014 at 10:00 AM.**

**Balfour Beatty  
Infrastructure Inc.**

Balfour Beatty Infrastructure, Inc. (BBII) is bidding as a Prime contractor and encourages all qualified Subcontractors and Suppliers to submit quotations for the following project. BBII is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable AGC Master Labor agreements, as well as the Owner's Project Stabilization Agreement. This project has a SB, MBE and WBE goal and prospective bidders must be certified by bid opening.

**Project Description: Construction of East Contra Costa Bart Extension Project Trackwork,  
Systems, And Facility Finishes  
Project Location: Antioch, CA**

**Owner: San Francisco Bay Area Rapid Transit District  
Contract No.: 04SF-130**

**Bid Date: Tuesday, March 18, 2014 until 2:00 PM**

**SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)**

*Earthwork, Trucking Aggregate, Ready-mix Concrete, Paving, Striping, Temporary Traffic Control, Sweeping, Structural Steel, Architectural and Misc. Metals, SWPPP, CIDH Piling, Drilling, Masonry, Metal Decking, Utility Work, Plumbing, Fire Suppression System, HVAC, Insulation, Sheet Metals, Mechanical, Roofing, Waterproofing, Signage, Fencing, Concrete and Flat work, Concrete Pumping, Reinforcing Steel, Waterproofing, Painting, Staining, Coating, Acoustical Ceiling, Metal Stud Drywall, Metal Doors, Overhead Coiling Doors, Door Hardware, Electrical, Communications, Quality Control, Staking and Surveying, Building Specialties and Appurtenances, Train Wash Facility, Overhead Cranes, Car Hoist, Bogie Turntable, Fuel Storage and Distribution, Elevator, Security Patrol Service, Field Office Janitorial Service.*

**PLANS & SPECIFICATIONS:** Project Bid Documents may be obtained from the Project Owner or you may view them at BBII's office at the address listed above by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartbidnet.com/External/PublicPlanRoom.aspx?Id=113326&i=1>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addendums.

**BONDING & INSURANCE:** Subcontractors are required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII with the exception that subcontract values under \$500,000 will be exempt from bonding. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact Erica Lapacka with BBII at 707-427-8900, for bonding, insurance and other types of assistance. You may also contact the San Francisco Minority Business Development Center for assistance at 415-704-7415.

**QUESTIONS:** For questions regarding the bid, please contact Pat Traverso by phone: 707-427-8900, fax: 707-427-8901, email: [estimating.wr@bbiis.com](mailto:estimating.wr@bbiis.com), or in writing to: 5050 Business Center Drive, Suite 250 Fairfield, CA 94534.

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. Subcontractor scope (including any conditions or exceptions) is required 48 hours prior to bid deadline, to allow proper evaluation. To assist DBE Subcontractors and Suppliers, we may be able to divide total scopes into smaller tasks or quantities.

**Balfour Beatty Infrastructure, Inc. is an Equal Opportunity Employer  
License No. 664318**

**CALTRANS #04-3A8704**

**Retrofit Bridge, Replace Bridge, And Construct Emergency Access Lane.  
In Contra Costa County and Near Martinez From Arthur Road Undercrossing To 0.5 Mile North Of Mococo Overhead**

Brosamer & Wall, Inc. is requesting quotes from all qualified Subcontractors and Suppliers including certified DBE firms for the following items of work, including but not limited to:

**Asphalt AC Dike, Bridge Removal, Cellular Concrete, CIDH Concrete Piling, Clearing/Grubbing, Concrete Supplies, Construction Area Signs, Corrugated Steel Panel, Dewatering, Drill and Bond Dowels, Earthwork Grading and Paving, Earthwork, Electrical Signal and Lighting, Geo-synthetic Materials Supply, Health and Safety Plan, Hot Mix Asphalt, Lead Compliance Plan, Lumber Structures, Metal Fabrication, Misc. Metal, Non-Storm Water Discharge Control, Painting (Steel), Permanent Concrete Barrier, Piling, Portable Concrete Barrier (K-Rail), Railings & Barriers, Reinforcing Steel (Rebar), Roadway Signs, Sawcutting, Street Sweeping, SWPPP, Temp and Permanent Erosion Control, Temp Chain Link Fence, Temporary Timber Matting, Temporary Traffic Control, Temp Crash Cushion Module, Traffic Stripe & Pavement Markings, Trucking, Vegetation Control, Water Pollution Control, Water Pump Bypass Systems.**

Brosamer & Wall, Inc. will work with interested subcontractors to identify opportunities to break down items into economically feasible packages.

Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please call Robert Rosas at (925) 932-7900. Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596. Brosamer & Wall, intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages

**Brosamer & Wall, Inc.**

1777 Oakland Blvd Suite 110 • Walnut Creek, CA 94596 • Phone: 925-932-7900 • Fax: 925-279-2269  
An Equal Opportunity Employer



# Sixth Street Viaduct Replacement Project

Meet the Team:

**SKANSKA Stacy and Witbeck**

*A Joint Venture*

## About the Project

The City of Los Angeles is replacing the existing Sixth Street Viaduct over the Los Angeles River and U.S. 101. The 3,500-foot long Viaduct was constructed in 1932, but in the last 80 years concrete elements of the Viaduct have cracked and deteriorated as a result of an internal chemical reaction known as ASR. Skanska-Stacy and Witbeck a Joint Venture (SSW) will construct a Viaduct replacement to current standards utilizing a unique design by HNTB. SSW was selected as the CM/GC for the project.

**Date:** Friday, February 28, 2014

**Time:** 7:00am - 9:30am

(Registration 7:00am-7:30am, refreshments will be provided)

**Location Adjacent to:** 670 Mesquite St. Los Angeles, CA 90021 (in parking lot, see attached map)

## Subcontracting Opportunities

SSW is looking for qualified DBE firms in the following areas:

Traffic Control, Street Sweeping, Water Truck Service, Construction Surveying, Building Abatement & Demolition, Trucking, Concrete Flatwork (Streets), AC Grinding, AC Paving, Concrete Removal (curb, gutter, sidewalk), Rental (Light Plants, Generators, Rental (Light Equipment), Rental (Traffic Control), Tenant Improvements, Refuse Bins, Sanitary Facilities, Traffic Signal, Street Lighting, Tree Removal and Planting, Concrete Sawcutting, Janitorial Services, Reprographic Services

**To RSVP Contact:** Joe Hernandez, SSW Community Liaison, [RSVP4SSW@JHCAgency.com](mailto:RSVP4SSW@JHCAgency.com)

# PUBLIC LEGAL ADVERTISEMENTS

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ANNOUNCEMENT TO PREQUALIFIED PROPOSERS AND ADVERTISEMENT FOR PROPOSALS

Subject to conditions prescribed by the University of California, San Francisco, sealed proposals for a design build contract are invited from prequalified proposers for the following work:

**UCSF MISSION BAY  
RUTTER CENTER REMEDY**  
Project No.: **M9462** Contract No.: **DB0020**

#### Description of Work

The Rutter Center is a signature 4 story conference and recreation center designed by Ricardo Legorreta. It includes a fitness complex, indoor and rooftop pools, a conference facility, activity center, pub and student services. It is fully occupied and will remain in operation during construction.

This Design Build Team shall design and construct the remedy to various elements of the existing Rutter Center in two phases of construction.

The key elements of Phase 1 - Construction (referred to as Phase 3 in the Design Build Contract Documents) are as follows:

- **Fourth Floor Outdoor Pool and Deck Area**
  - o Replacement of non-compliant conduit and existing lighting with new LED pool lighting
  - o Installation of manually operated disabled lift
  - o Localized concrete stair repairs
  - o Topping deck repairs
  - o Repair previous Destructive Testing location at North End
- **General Building**
  - o Return air flow modifications to conference facilities
  - o Duct and plenum cleaning
  - o HVAC balancing and recommissioning
  - o Upsized replacement of various pumps
- **Rutter Garage Structure**
  - o Repair, waterproofing, and refinishing of garage stairs
  - o Design and construction of glass screen enclosure at elevator penthouse

The key elements of Phase 2 - Construction (referred to as Phase 3 in the Design Build Contract Documents) are as follows:

- **Second Floor Natatorium**
  - o Removal, redesign, and replacement of walking deck tile, mortar bed, drainage, and waterproofing
  - o Removal and replacement of walls and tile
  - o Repair and refinish of Natatorium Ceiling Assembly
  - o Reconfiguration and improvements to pool HVAC system
  - o Installation of replacement LED pool lighting
  - o Replacement of stainless steel pool fixtures

o Installation of manually operated disabled lift

- **Second Floor Shower Rooms**
  - o Removal, redesign, and replacement of tile floor, drainage, and waterproofing
  - o Removal and replacement of walls and tile
  - o Reconfiguration and repair of ventilation
- **Temporary Shower Facilities**
  - o Provision for temporary showers, dressing rooms, and lockers on the Fourth Floor to allow continued service of facility throughout the sequential rotation of locker and shower repairs
- **Second Floor Locker Rooms**
  - o Removal and replacement of carpet and tile
  - o Repaint
- **Interior Stairs – First to Fourth Floors**
  - o Recoat existing stairs around elevator and back of house corridor.

#### Procedures

Proposal documents will be available beginning **February 20, 2014 at 10:00 AM** by requesting via e-mail to [RFx@ucsf.edu](mailto:RFx@ucsf.edu) with the following information: Company name, address, and phone no. Please reference Project No. M9462 and Contract No. DB0020 in the subject line. You will be sent an email with a link to register with the UC Supplier Registration and Sourcing (SRS) system in order to obtain the proposal documents.

The following Design Builders have been prequalified to submit proposals on this project:

**Nibbi Brothers General Contractors  
Plant Construction Company, L.P.  
West Bay Builders**

In addition, hard copy Proposals will be received only at:

UCSF Capital Programs  
654 Minnesota Street, 2nd Floor  
San Francisco, California 94107-3027

Proposals will also be received using the UC SRS system accessible through <https://suppliers.sciquest.com/UCOP/>.

Proposals must be received on or before:  
**3:00 PM, March 27, 2014.**

Proposals will be opened at **3:05 PM, March 27, 2014** at:  
UCSF Capital Programs  
654 Minnesota Street, 2nd Floor  
San Francisco, California 94107-3027  
(See RFP Articles 1.4.1 and 1.8.31 for procedures)

Prior to the Proposal Deadline and after proposal opening, the University may establish a new Proposal Deadline no earlier than 24 hours from the prior Proposal Deadline, if no material changes are made to the proposal documents, and no earlier than 72 hours if material changes are made. In such event the University will, at a minimum, notify all persons or entities known by the University to have re-

ceived a complete set of Request for Proposal Documents and who has provided a street address and/or email address for receipt of any written pre-bid communications.

**Mandatory Pre-Proposal Conference.** A mandatory pre-proposal conference will be conducted on **March 4, 2014**, beginning promptly at **10:00 AM**. Only proposers who participate in the pre-proposal conference, in its entirety, will be allowed to propose on the project. Participants must arrive at or before **10:00 AM**. Persons arriving later than **10:00 AM** will not be allowed to submit proposals as design builder on the project. Participants shall meet at **UCSF Capital Programs, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107**. For further information, contact the University's Representative, Craig Peterson at (415) 476-3943 or the University's Construction Manager, Mark Smolley at (650) 543-3057.

Proposal Security in the amount of 10% of the Lump Sum Base Proposal, excluding alternates, shall accompany each bid. The surety issuing the Bid Bond shall be, on the bid deadline, an admitted surety insurer (as defined in the California Code of Civil Procedure Section 995.120)

All insurance policies required to be obtained by Design Builder shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent rating by Standard and Poor's or Moody's.

The successful proposer and its subcontractors will be required to follow the nondiscrimination requirements set forth in the proposal documents and to pay prevailing wage rates at the location of the work.

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 Proposer may be required to show evidence of its equal employment opportunity policy. The successful Proposer and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Proposal Documents and to pay prevailing wage at the location of the work.

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

The successful proposer will be required to have the following California contractor's license at the time of the proposal opening:

#### GENERAL BUILDING CONTRACTORS – B

Target Contract Amount: \$4M

Maximum Acceptance Cost: \$5.5M

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, San Francisco  
February, 2014



## 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-FT-12, Propulsion Overhaul and Capital Improvements to the M.V. Napa Ferry**. Interested Bidders must submit sealed bids to the Office of the Sec-

retary of the District by **Tuesday, March 11, 2014, at 2:00 p.m., PT.**

Request for approved equals, modifications or clarifications of any requirement must be submitted in writing by **Friday, February 21, 2014, at 4:30 p.m., PT.**

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for 2014-FT-12.

To inspect and obtain the Bid Documents, please contact the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by email at [districtsecretary@goldengate.org](mailto:districtsecretary@goldengate.org), by telephone at (415) 923-2223, or by facsimile at (415) 923-2013.

/s/ Amorette M. Ko-Wong, District Secretary  
Dated: February 13, 2014

2/13, 2/20/14

CNS-2587174#

SMALL BUSINESS EXCHANGE

# Celebrating Your Small Business Accomplishments

By kmurray

Have you celebrated your small business' accomplishments lately? In a few weeks, we'll be tuning in to watch the Oscars – the Academy Awards – an occasion that acknowledges the finest achievements in the film industry in the last year. If you haven't had the chance to step back and celebrate what you've achieved, here are a few ways this popular event can inspire you.

From the movie business to small business...

The Oscars feature categories that award many aspects of films – from the costumes that each filmmaker can easily see to the “behind-the-scenes” work that may not be as apparent to viewers once a film hits theatres. The same can go for your small business.

Think about the parts of your business, for instance, that are readily apparent to customers – like your website or store displays; then there are those elements that are just as crucial to success – like HR or the finance department – that may operate in a “behind-the-scenes” fashion.

And the award goes to...

Here are a few ideas about translating popular award categories to your business.

**Best Supporting Actress/Actor** – Acknowledge your team and the roles they've had in helping the business achieve success and reach goals. Maybe there was one project that stands out where someone went above and beyond what was required. Or perhaps another employee took on a task that didn't involve his primary skillset, but he stepped up and got it done. These are great supporting actors to have – and they should be celebrated!

**Best Foreign Language Film** – Language is tough – even when you're speaking the same one! Take this award as a chance to make note of achievements when your business faced communication challenges, either internal or with a customer, and overcame them. Misunderstood client made happy? Tension among a project team mediated? Translating those challenges into successes and learning opportunities is a great accomplishment.

**Best Visual Effects** – Did your agency deliver some stunning creative pieces to a client? Did your landscaping business create yard art from a formerly dead patch of grass? Think back to what you've made possible over the last year thanks to your and your team's creativity and vision.

**Best Costume Design** – Costumes are extensions of characters, conveying who they are with a unique look and feel, accessories, etc. Similarly, your storefront or website does the same for your business – a visual representation of what your business is. Have you had a favorite window display over the year that attracted a lot of customers? Did you redesign your website or freshen it up? Here's your chance to really make note.

**Best Picture** – Ah! The coveted Best Picture Award ultimately celebrates how well everyone collaborated – from directors, producers, writers, actors – to produce the best possible product. Take a look at the big picture of your business. How well do you think you fared? How well did your team come together to deliver and succeed? Did you connect with your target audience as you hoped? It's a great opportunity to reflect on a job well done, so congratulations!

“I'd like to thank the Academy...”

Well, you probably don't – but thank the people who've made your business successes possible by celebrating some of these achievements and acknowledgements with them. Maybe you can make an evening out of it, which could also be a great team-building occasion. If not, a spirited email or presentation over morning coffee can help you get your message across and jazz people up. After all, you're celebrating not only a great year that's just gone by – but a bright future built on a solid foundation of success.

#### About the Author

I am an author and moderator for the the SBA.gov Community. I'll share useful information for your entrepreneurial endeavors and help point you in the right direction to find other resources for your small business needs. Our ongoing goal is to improve this site to meet your needs, so we're happy to receive your feedback and participation. Thanks for joining our online Community here at SBA.gov!

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WWW.SBEINC.COM

## 2014 National MED Week Awards

Continued from page 1

candidates to choose from. We look forward to the opportunity to highlight some of these outstanding business leaders.”

Award categories include minority-owned firms and champions of minority business development, each with four specific awards. Nominations are also being solicited for the Abe Venable Legacy Award for Lifetime Achievement, which recognizes an individual who has played an integral role in the progress of minority business development over the course of his/her life, and the Ronald H. Brown Leadership Award, which recognizes individuals who have achieved significant results in expanding minority business enterprises and demonstrated exceptional leadership in the public or private sector.

MBDA encourages nominations from chambers of commerce, business and trade associations, prime contractors, federal, state and local government agencies, and individual business owners.

Nomination packets for this competition must be postmarked by March 28, 2014. The winners will be announced on May 30, 2014, and honored August 1, 2014, at an awards ceremony during the National MED Week Conference at the Washington Hilton in Washington, DC.

For more information on the categories, sub-categories and general submission instructions, please visit <http://medweek.mbda.gov/>.

#### About the Minority Business Development Agency (MBDA)

MBDA, [www.mbda.gov](http://www.mbda.gov), is the only Federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses. Our programs and services better equip minority-owned firms to create jobs, build scale and capacity, increase revenues and expand regionally, nationally and internationally. Services are provided through a network of MBDA Business Centers.

Source: The Minority Business Development Agency (MBDA)