

# SBE TODAY

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**SMALL BUSINESS EXCHANGE**

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## Bank of America Reaches Goal of Hiring 1,000 Small Business Bankers; Extends Nearly \$8.7 Billion in New Credit to Small Businesses in 2012

### Small Business Bankers Have Met With More Than 300,000 Small Business Owners to Date

### New Small Business Lending up by 28 Percent in 2012

As part of its commitment to small business, Bank of America today announced that it has reached its goal of hiring more than 1,000 small business bankers nationally. In addition, Bank of America announced that it has extended nearly \$8.7 billion in new credit to small businesses in 2012 – an increase of 28 percent over 2011. The bank's combined new and renewal small business lending totaled nearly \$20 billion.

"With the creation of the small business banker role, Bank of America responded directly to what our clients asked for – locally based small business experts who provide small businesses with the financial solutions necessary to sustain and grow their business," said Robb Hilson, small business executive for Bank of America. "Making local expertise more accessible and enabling our clients' growth through new credit are essential to how we help them succeed."

Three Brothers Bakery in Houston, Texas, has been a client of Bank of America for the past six years and points to how the bank has helped them build their business. "Bank of America has been great in helping us to grow, and we've expanded so much that we have opened another store," said Robert Jucker, owner and manager of Three Brothers Bakery. "They really came through - they treat us like people, not a transaction. As we continue to grow our business, we know that we have a bank that understands us and can help us along the way."

Small business bankers provide personalized attention to small business owners by spending time with them at their place of business and by learning more about their companies. Small business bankers consult with each of their clients to assess all of their deposit, credit and investment needs.

"Our recent Small Business Owner Report [3] shows that 69 percent of small business owners are reaching out to financial experts for help," said Anna Colton, small business banker national sales executive for Bank of America. "Our approach is to get to know the business owner and their needs by investing time in developing a relationship with the small business. As a result, our bankers have met with more than 300,000 small business owners since the beginning of 2011."

### Other ways Bank of America is supporting small businesses:

- Bank of America has expanded its online services to small business owners by providing additional chat associates who provide online assistance and by recently relaunching its Small Business Community website [4], where thousands of small business owners come together to share ideas and resources.
- In addition, Bank of America has enhanced its core offerings for small businesses – Business Fundamentals™ and Business Advantage – by allowing them to choose the combination of products/services that best meet their business needs, while offering additional ways for them to receive a monthly fee waiver on their account. Bank of America also offers rewards to small business owners through its Business Platinum Privileges program.

**"Bank of America has been great in helping us to grow, and we've expanded so much that we have opened another store,"**

Bank of America is among 13 banks that have pledged to the White House and the SBA to increase new small business lending by a total of \$20 billion through 2013. In 2011, the bank increased its new lending activity by \$1.083 billion, surpassing its commitment. In 2012, Bank of America

**Continued on page 4**

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# REQUESTS FOR BIDS & SUB-BIDS

## Sukut Construction, Inc.

Is requesting sub-bids from qualified MBE/WBE/OBE/SBE/LBE/DVBE subcontractors, suppliers, manufacturers, & truckers for the following (but not limited to) work:

Plastic Duct Bank, Dewater, Abandon Wells, Concrete Pavement, Minor Concrete, Retaining Wall, Articulated Block Revetment System, Rebar, Rock Slope Protection, Hydroseed, Remove Facilities, SWPPP, Quality Control Testing, Survey, Cement-Treated Base (Plant-Mixed, Class A), Aggregate Base, Geocomposite Drain, 18" HDPE, Ready Mix Concrete, Filter Sand, Drain Gravel

**Contra Costa County Public Works Department**  
**Contra Costa County Flood Control and Water Conservation District**  
**UPPER SAND CREEK BASIN**  
**Project No. 7562-6D8518-10**

**BID DATE January 29, 2013 @ 2:00 p.m.**  
**Sub & Supplier Bids Due Prior**



## Sukut Construction, Inc.

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Jerry Pabbruwee

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

Plans and Specifications are available for viewing at our office – call for an appointment – or at C.C. County Public Works Dept. 255 Glacier Drive, Martinez, CA 94553 and are available for purchase through Owner at [www.cccounty.us/pwprojects](http://www.cccounty.us/pwprojects). 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 public 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, Inc. An Equal Opportunity Employer

## SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified SBE, LBE and DBE companies for the following project:

**Transbay Transit Center – Structural Steel Superstructure**  
**Contract No.: 08-04-CMGC-000**

**Trade Package# TG07.1**

**SBE/DBE/LBE Goal: 24%**

**Bid Date: February 7, 2013 – 2:00PM**

Plans and Specifications are available for view at our main office in Riverside, or at [www.transbaytransitcenter.org](http://www.transbaytransitcenter.org)

Quotes requested for supplies and services including, but not limited to: Structural Steel, Bearings, Expansion Joints, Studs, Stay-in-place Forms, Welding, Trucking, Porta Sans, Fencing, QA/QC, Security, Surveying, Sound Monitoring,

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

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 925098

P: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Huriel Gonzalez • Email: [huriel.gonzalez@skanska.com](mailto:huriel.gonzalez@skanska.com)

**Robert A. Bothman**  
**An Equal Opportunity Employer,**  
**is requesting quotations from all qualified DBE**  
**subcontractors and material suppliers**  
**for the following project:**

**EASTRIDGE TRANSIT CENTER &**  
**BUS IMPROVEMENTS**

**Location: San Jose, California**  
**Owner: Santa Clara Valley Transportation**  
**Authority**

**Bid Date: Thursday 2/12/13 at 2:00 PM**

Robert A. Bothman, Inc. is requesting bids from qualified DBE subcontractors and suppliers for the following trades: Traffic Control, Survey, SWPPP, Testing & Inspection, Site Demolition, Hazardous Waste Removal, Underground Utilities, Earthwork (Roadway Excavation), Tree Removal, Erosion Control, Fencing, Masonry/CMU, Concrete Material/Pumping, Miscellaneous Material, Equipment Rental, Rebar, Structural Steel, AC Paving, Pavement Markings, Signage, Building Construction, Painting, Glass, Plumbing, HVAC, Electrical/Lighting and Trucking.

Bid documents can be viewed at our office or by contacting us for a

link to access the plans and specifications.

Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

We are signatory to Collective Bargaining Agreements. If any utilized subcontractors employ Operating Engineers, Laborers, Cement Masons, and Carpenters and are not signatory to these Unions, a one-job agreement will be required. 100% Payment & Performance bonds may be required from utilized subcontractors. Our Subcontract Agreement can be viewed on our website at [www.bothman.com/contracting.php](http://www.bothman.com/contracting.php).

## Robert A. Bothman, Inc.

650 Quinn Ave • San Jose, CA 95112 • Phone: (408) 279-2277 • Fax: (408) 279-2286

Angela Delgado • [adelgado@bothman.com](mailto:adelgado@bothman.com)



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**Santa Clara Valley**  
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**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

## Advertise with the Small Business Exchange

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

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

# REQUESTS FOR BIDS & SUB-BIDS

## REQUESTING SUB-BIDS

From All Qualified Community Business Enterprise (Minority/Women/Disadvantage/Disabled Veteran Owned Business Enterprise) Subcontractors/Sub-consultants/Suppliers/Vendors registered with the County of Los Angeles

### Will Rogers Coastline View Pier and Parking Lot Improvement Project

**Specification No. 5360; C.P. NOS. 69225/70869**

**Owner: County of Los Angeles  
Department of Public Works**

**Reyes Construction is requesting bids for:**

**Subcontractors:** Asphalt Paving, CIDH Foundation Piles, Dirt Import, Demolition, Earthwork, Electrical, Fencing & Railing, Guardrail, Hazardous Waste Removal, Landscape, Minor Concrete, Reinforcing Steel, Rock-Scape Shotcrete, Structure Concrete, Site Utilities, Steel Gates, Striping and Signage, Street Sweeping, Tieback Anchors, Traffic Control, and Trucking.

**Suppliers:** Aggregate, Asphalt, ADA Truncated Domes, Concrete, Concrete Supplies, Concrete Forms, Class II Aggregate Base, Concrete Wash-out Bins, Filter Fabric, H Pile, Miscellaneous Metals, Monument Plaque, Precast Concrete Pedestrian Bridge, PVC Pipe, RCP, Rip Rap, SWPPP/BMP Materials, and Stormwater Filtration Unit.

**BID DATE: February 12, 2013 @ 10:45 am**

### Reyes Construction, Inc.

State License Number 507561  
1383 S. SIGNAL DRIVE, POMONA, CA 91766  
Phone: 909.622.2259 • Fax: 909.622.3053  
Contact: Estimating Dept Mon-Fri 8am-5pm  
Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

- 1.) <http://www.bidmail.com/Sublogin.aspx>  
(To request an invite please email [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com))
- 2.) Contract Documents Available at Los Angeles County Public Works website  
<http://dpw.lacounty.gov/go/constructioncontracts>  
Or obtained for \$75.00 from the Cashier/Public Counter, Mazzanine, Department of Public Works  
900 South Fremont Avenue, Alhambra, CA 91803

**\*\*Contractors, material, and services, and supplies vendors interested in becoming registered as a certified minority or women business enterprises may contact the Los Angeles County Office of Affirmative Action Compliance at (626) 943-5619.\*\***

**Please fax quotes to: 909.622.3053**

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

## REQUESTING BIDS FROM SLBE/ELBE/DBE/MBE/WBE/DVBE and OBE (Other)

Subcontractors and Suppliers for:

**Project: Group 3014-S&W Group 685 & Group 3014 S&W Group 770,**

**Bid No. K13-5137-DBB-3, San Diego**

**Project Owner: City of San Diego**

**Bid Date: 2/20/2013 @ 2:00 pm**

**(Please respond at least 24 hours prior to bid date)**

**Trades Requested:** Video Pre-existing Condition, Traffic Control, Traffic Detection Loop, Slurry Seal Type II (REAS), Striping, AC Paving, Cold Milling, Pavement Fabric, Concrete Date Stamp & Impression/Curb & Gutter/Sidewalk/Curb Ramps, Survey Monuments, Cleaning & Video Inspecting Pipelines, Directional Drilling, Trenchless Method for Private Re-Plumbing, Manhole Supply & Installation, Abandon Existing Sewer, Manhole Rehabilitation, Water Pollution Program Development & Implementation and Archeological/Native American/Paleontological Monitoring

All Subcontractor or Supplier requirements are to be a "Commercially Useful Function". Please submit bids prior to bid date and include any certification you may have. Items can be broken down and delivery schedules can be accommodated to facilitate maximum participation. HPS Mechanical, Inc. will assist with Bonding, Insurance, Materials and/or line of credit to all qualified respondents if necessary. HPS does not discriminate on the basis of race, gender, religion, national origin, ethnicity, sexual orientation, age or disability in the solicitation, selection, hiring or treatment of subcontractors, vendors or suppliers.

Plans and specs can be obtained at no charge from the City's website at <http://www.sandiego.gov/engineering-cip/services/consultcontract/advertising.shtml>; or can be viewed at no cost at HPS Mechanical's web site at <http://www.hpsmechanical.com>. Click on "Bids" then on the project title hyperlink.

For technical questions or assistance, please contact **Noel Lamento, Project Manager** at

### HPS Mechanical, Inc.

3100 East Belle Terrace • Bakersfield, CA 93307

Phone: 661.617.8215 • FAX: 661.617.8415 or email [planroom@hpsmechanical.com](mailto:planroom@hpsmechanical.com)

## REQUESTING BIDS FROM SLBE/ELBE/DBE/MBE/WBE/DVBE and OBE (Other)

Subcontractors and Suppliers for:

**Project: Sewer & Water Group 693,**

**Bid No. K13-5817-DBB-3, San Diego**

**Project Owner: City of San Diego**

**Bid Date: 2/26/2013 @ 2:00 pm**

**(Please respond at least 24 hours prior to bid date)**

**Trades Requested:** Video Pre-existing Condition, Traffic Control, Rubberized Polymer Modified Slurry Seal Type II, Striping, AC Paving, Cold Milling, Pavement Fabric, Concrete Curb/Gutter/Sidewalk/Curb Ramps, Cleaning & Video Inspecting Pipelines, Manhole Supply & Installation, Abandon Existing Sewer, Water Pollution Program Development & Implementation and Archeological/Native American/Paleontological Monitoring

All Subcontractor or Supplier requirements are to be a "Commercially Useful Function". Please submit bids prior to bid date and include any certification you may have. Items can be broken down and delivery schedules can be accommodated to facilitate maximum participation. HPS Mechanical, Inc. will assist with Bonding, Insurance, Materials and/or line of credit to all qualified respondents if necessary. HPS does not discriminate on the basis of race, gender, religion, national origin, ethnicity, sexual orientation, age or disability in the solicitation, selection, hiring or treatment of subcontractors, vendors or suppliers.

Plans and specs can be obtained at no charge from the City's website at <http://www.sandiego.gov/engineering-cip/services/consultcontract/advertising.shtml>; or can be viewed at no cost at HPS Mechanical's web site at <http://www.hpsmechanical.com>. Click on "Bids" then on the project title hyperlink.

For technical questions or assistance, please contact **Noel Lamento, Estimator** at

### HPS Mechanical, Inc.

3100 East Belle Terrace • Bakersfield, CA 93307

Phone: 661.617.8215 • FAX: 661.617.8415 or email [planroom@hpsmechanical.com](mailto:planroom@hpsmechanical.com)



## 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 the project procurement website: [www.usa.skanska.com/I805North](http://www.usa.skanska.com/I805North)

**Bid Packages available are: Construction Survey, Rebar, Structure Concrete, CIDH, Electrical, and Drainage Pipe**

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site. If you need assistance, please contact **Dave Sharpnack** at 951-684-5360. UDBE and Non-UDBE subs are encourage to participate.

**Skanska is an Equal Opportunity Employer**

# PUBLIC LEGAL ADVERTISEMENTS



UCLA

## ADVERTISEMENT FOR BIDS

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

### SMUMC - CW 2341 MRI RENOVATION Project Number 945877.01

**DESCRIPTION OF WORK:** The Project shall improve 739 gsf of shell space on the second floor of the Central Wing (CW) of the Santa Monica UCLA Medical Center (SMUMC) for use as a magnetic resonance imaging (MRI) facility. The SMUMC is comprised of five wings, including the Central, North and Orthopaedic Wings - completed in May 2011 as part of the 458,974 gsf Santa Monica/Orthopaedic Replacement Hospital project. The completed hospital was occupied in January 2012. The MRI Project shall build-out Room 2341 in the Central Wing to accommodate the installation of new MRI equipment. The Project shall provide a new scanner and equipment rooms in the shell space, and make minor alterations to an existing control room that would be shared with an adjacent MRI facility. The Project includes installation of a University-furnished 3 Tesla MRI. The Project shall be designed in accordance with provision of the Americans with Disabilities Act (ADA). The scope of work includes providing an internal wall partition, finished ceiling, and lighting; re-working of the entrance doors to accommodate the program; providing radio frequency shielding in floors, walls and doors, and an observation window; providing medical gas from existing utilities; providing acoustical treatments on the wall and ceiling; removal and replacement of the ceiling and soffit in the exterior arcade below the shell space to attach the new MRI equipment to the building structure; providing mechanical ductwork within the shell space; relocating utilities and providing power to accommodate the program; and providing casework, signage, and finishes.

The estimated construction cost is \$925,000.00.

### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on January 24, 2013 and will be issued at:

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

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

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

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

and must be received at or before:

**2:00 p.m., February 21, 2013**

### MANDATORY PRE-BID CONFERENCE & JOB WALK:

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on January 31, 2013 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Santa Monica UCLA Medical Center and Orthopaedic Hospital, 1250 16th Street, Conference Room 3, Santa Monica, CA 90404. (refer to the online UCLA Medical Center, Santa Monica Campus Map at [www.ucla.edu/map](http://www.ucla.edu/map)). Valet Parking available at hospital entrance for \$11. Neighboring office building parking rates vary. Limited free and metered street parking available. Read parking signs carefully. For further information, contact Greg Pierce at 310-825-5854.

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

**LICENSE REQUIREMENTS:** 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:

### B License (General Building)

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

**3:00 p.m., February 5, 2013**

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

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

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

## Bank of America

Continued from page 1

increased its new lending activity by an additional \$1.9 billion.

Bank of America is a top lender in the SBA 504 program. In the 2012 fiscal year, Bank of America originated more than \$584 million in new first- and second-trust deed loans with long-term, fixed-rate financing. The bank also offers SBA 7(a) and Express loans for clients.

Bank of America is also a leading bank supporting Community Development Financial Institutions (CDFIs), providing more than \$200 million to finance small businesses that cannot qualify for traditional loans. The CDFI grant program, created in 2010 to unlock low-cost Federal micro-capital for small businesses, has allowed CDFIs to access more than \$117 million, serving over 10,000 local businesses and helping to retain more than 16,000 jobs.

### Bank of America

Bank of America is one of the world's largest financial institutions, serving individual consumers, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 53 million consumer and small business relationships with approximately 5,500 retail banking offices and approximately 16,300 ATMs and award-winning online banking with 30 million active users. Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries. Bank of America Corporation stock (NYSE: BAC) is a component of the Dow Jones Industrial Average and is listed on the New York Stock Exchange.

Source: Bank of America,

