

SBE TODAY

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DIVERSITY IN ACTION - Published by SBE, certified SBE/DBE/MBE

5 Reasons to Attend Live Small Business Conferences

How You Can Develop Your Business by Attending Small Business Conferences

By Alyssa Gregory, About.com Guide

Thanks to a broad range of low-cost technology solutions, many small business activities are conducted online, remotely and often instantly. You can have meetings, share tools, give demonstrations, provide training and so much more, without ever leaving your office.

But despite the many benefits of technology, there is no substitute for live, in-person small business conferences. Here are a few of the biggest reasons to attend small business conferences, trade shows or other live networking events that are relevant for your business.

1. Educational Opportunities

The opportunity to learn something new is one of the biggest draws for most business conferences. While there are often excellent small business conferences held via the Internet, through web conferencing and over teleconference lines, there are some educational benefits you just can't access unless you're in a live, face-to-face setting.

Live events give you the opportunity to watch and learn from visual cues, body language and the overall atmosphere and environment. These non-verbal elements and the opportunity to see, feel, touch and absorb the information being presented can add a new level of learning that is not easily accessed via online events.

2. In-Person Networking

Another benefit of live small business conferences not easily duplicated is the opportunity for in-person networking. When you attend a live event, you have access to other attendees who are often your colleagues. Conferences are an excellent time to make connections, share information and learn about your peers. You never know when you might want to team up for a joint venture or make a referral to someone you met at a live event.

During live business conferences, networking isn't limited to the participants either. When you attend an event in person, you have access to the presenters to ask questions, share ideas and expand on what was covered. These informal connections that take place between sessions are often invaluable.

3. Learn About Competitors

If you're attending a small business conference because it focuses on information that will help you improve your business, products and services, your competition will be attending for the same exact reasons. Live events give you a chance to see who your competitors are first-hand, find out more about their businesses, gather information on their strengths and weaknesses, and conduct research that will help you give your business the edge.

4. Marketing to Potential Clients

Along with attending an event as a participant, you can also consider attending a small business conference or trade show as a vendor. This will allow you to benefit from some of the educational opportunities and in-person networking that takes place, but it also gives you direct access to market your products and services to your ideal customers and clients.

This kind of direct marketing and promotion to members of your target audience who are already in a learning, networking and development mode is virtually impossible to get in

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Doing it All, All by Yourself



Smart Ways
TO WORK
by Odette Pollar

This may sound like the time when dinosaurs roamed (or about 25 years ago,) but there was a time when managers took great pride in their lack of typing skills. No one would ever mistake them for clerks or secretaries! (More ancient nomenclature.) In fact, female managers who knew how to type deliberately hid their skill so they would not be assigned secretarial tasks along with their managerial duties. How things have changed. Not being able to type whether

or not you call in keyboarding is a tremendous disadvantage. If you are to survive in this downsized world without administrative help, you will need to look for efficiencies in all aspects of your work environment.

Learn to type. It is worth saying again. Learn to type. There is no better way to boost your productivity than to type quickly and accurately. If you can hunt and peck "a little," it is important for you to increase your speed. Although it is not necessary to type ninety or one hundred words per minute with the accuracy of a data entry clerk, aiming for sixty words per minute is reasonable, and means you would type twice as fast as your current thirty mistake-filled words per minute.

Set up an efficient work space. Make sure the items you use most regularly are close to you, and that extraneous items are out of your way so

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SMALL BUSINESS EXCHANGE

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REQUESTS FOR BIDS & SUB-BIDS



Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Regional Connector Transit Corridor Design-Build Project

Owner: LACMTA

RFP No.: C09080

DBE Goal: 20% Design & 18% Construction

Subcontractor Proposal Due Date: August 5, 2013, 2:00PM

Website: www.teamrcc.com

Team RCC, lead by Skanska, is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the Regional Connector Transit Corridor Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. Please visit our website for the RFP documents and addenda, Subcontracting Requirements, Sample Contracting Documents, Project Announcements, Outreach and Contact Information. **If you are interested in joining our team for this project, please visit our website, fill out and return the Invitation to Bid form to the fax number below. All Quotes are due Aug. 16th, 2013.**

Requested scopes include, but are not limited to the following:

Subcontractors: Demolition, Clear & Grub, Excavation Earthwork and Support Systems, Shoring & Lagging, Temp. Tunnel Ventilation, AC Paving, Concrete Curbs, Gutters and Sidewalks, Pavement Striping & Marking, Cast-In-Place and Prestressed Concrete, Exposed Concrete Finishes, Arch. Pavers, Stone, Granite, Masonry, Misc. Metal, Welding, Steel Rail, Fencing, Rough Carpentry, Sheet and Pre-Applied Sheet Waterproofing, Painting & Coatings, Fire Protection, Suppression & Stopping, Metal Doors, Frames & Hardware, Glazing, Equipment, Mechanical Piping & Materials, Ventilation Fans & Equipment, Plumbing, Electrical & Electrical Supply, Low Voltage Systems, Hazardous Material Remediation & Hauling, Trucking

Services/Vendors: Monitoring: Sound, Vibration, Geo, and Air Quality, Security, Office Supplies, Re-prographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering

Team RCC will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements

Team RCC is an Equal Opportunity Employer

Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360 Fax: (951) 788-2449 Email: info@teamrcc.com



Current and On-going procurement opportunities for the Expo II Project are Available through the project procurement website:

<https://partners.myskanska.com/usa/clients/buildexpo/Expo2/Outreach/Lists/Bidding%20Opportunities/Bids%20Due.aspx>

Bid Packages Currently available are: Signage & graphics,

Flatwork – City of LA, AC Paving, Floor & Wall tile, Bike Racks/Lockers, Permanent Striping & signs

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 **Christine Burton at 310-500-1466.**

SBE and DBE certified firms are encouraged to participate.

Skanska Rados is an Equal Opportunity Employer

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

DeSilva Gates Construction-Robert A. Bothman A Joint Venture

REQUEST FOR QUALIFIED SBE'S SUB-CONTRACTORS AND SUPPLIERS FOR:

Civil and Station Improvements Contract, Santa Clara - Alum Rock Bus Rapid Transit

Project Contract C830 (13058)

Owner: SANTA CLARA VALLEY

TRANSPORTATION AUTHORITY

3331 North First Street, Building A,

San Jose, CA 95134

Bid Date: August 27, 2013 @ 3:00 pm.

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

DESILVA GATES CONSTRUCTION –
Estimator: Grant Rhodes – Phone No. 925-829-9220 Fax No: 925-803-4263:

CLEARING AND GRUBBING/DEMOLITION, MINOR CONCRETE STRUCTURE, STREET ELECTRICAL, PCC GRINDING, CONSTRUCTION AREA/ROAD SIGNS, SLURRY SEAL, STRIPING, SWPPP, UNDERGROUND, QC/QA, TRUCKING, CLASS 2 AGGREGATE BASE MATERIAL SUPPLIER, CLASS 4 AGGREGATE BASE MATERIAL SUPPLIER, HOT MIX ASPHALT (TYPE A) MATERIAL SUPPLIER, CLASS 3 AGGREGATE BASE MATERIAL SUPPLIER, GEOTEXTILE WRIP SUPPLIER, SURVEY AND COMMUNITY RELATIONS OFFICER

ROBERT A. BOTHMAN –
Estimator: Michael Maldonado – Phone No. 408-279-2277 Fax No: 408-279-2286:

SAW CUTTING, DRILLING (PIERS), ELECTRICAL (STATIONS), REBAR, GUARD RAIL/METAL RAILING, CAULKING/SEALANTS, ANTI GRAFFITI/PAINTING, METAL FABRICATION (BUS SHELTERS), TRUCKING, MASONRY, CONCRETE PUMPING, FENCING (ORNAMENTAL FENCING), LANDSCAPING AND CONCRETE READY MIX

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-Robert A. Bothman, A Joint Venture of DeSilva Gates Construction and Robert A. Bothman Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates-Robert A. Bothman 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-Robert A. BothmanA
Joint Venture**

11555 Dublin Boulevard

P.O. Box 2909

Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

An Equal Opportunity Employer

REQUESTS FOR BIDS & SUB-BIDS

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

Hunters Point Shipyard Block 53

Project Loc.: Corner of Coleman St and Innes Ave., San Francisco, CA 94124

Bid Date: August 22nd, 2013 at 2:00pm

Start Date: September 2013 (duration 17 months)

This project includes 93 market rate "for sale" condominiums. Construction consists of four (4) separate buildings. This is a prevailing wage project with a PLA (Project Labor Agreement). All subcontractors are required to be union.

SBE/LBE/MBE/WBES are encouraged to bid.

Successor to SFRA 50% SBE goal applies.

This project also has a 50% local hiring requirement. If interested in bidding this work please contact Richard Keller via email @ rich@jerocorp.com

JAMES E. ROBERTS-OBAYASHI CORP.

20 Oak Court, Danville, CA 94526
925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBEs) for the following project:

**Monument Corridor Trail Phase 2
Federal Project No. RPSTPLE 5135(046)
City of Concord Project No. 2169**

DBE Goal: 7%

**Engineer Estimate: \$1,016,000
Bids: August 6, 2013 at 2:00pm**

Requesting Sub-quotes for (including but not limited to): Clear and Grub, Landscaping, Erosion Control, Irrigation, Roadside Signs, Concrete Curb & Sidewalk-Misc, Fencing, Striping, Surveyor, SWPPP and Trucker.

Scope of Work: The work to be done in general consists of constructing a Class I bike trail to include excavation and special handling of contaminated soils; traffic control and construction signage; lime treated subbase; aggregate base; hot mix asphalt; bike trail striping and markings; concrete curb and gutter; drainage facilities; landscaping and irrigation; emergency call box; temporary and permanent fencing; wood retaining wall; and placing of "sharrow" pavement markings on various city streets.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or may be downloaded at

<http://www.ebidboard.com>, or can be seen and obtained at the Engineering Services building located at 1435 Gasoline Alley, Concord, California, 94520. Contact **Dave Czech 925-606-2400** for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

RGW Construction, Inc.

Contractors License A/B 591940
550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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Sukut Construction, Inc.

Is requesting sub-bids/supplier quotes from qualified DBE/MBE/WBE Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work:

SWPPP and Installation, V-Ditch, Rebar Installation, RCP & PCV Pipe, Rip Rap, Bulk Fuel, Concrete

**Santa Margarita Water District
Middle Chiquita Canyon Water Facilities
Rough Grading & Storm Drain Improvements
San Juan Capistrano, CA**

Contract No. C-1766

Facilities DW-2-1-2, DW-2-2-2, RW-2A-1, RW-2-A-2

BID DATE August 6, 2013 @ 2:00 p.m.

Sub & Vendor Bids Due Prior



Sukut Construction, Inc.

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Kathie Kaiser or Estimating

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

Plans/specs are available from owner and 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, Inc. is an Equal Opportunity Employer

Sub-Bids Requested from Qualified DBE Subcontractors & Suppliers:

**I-15 Cajon Pass Rehabilitation Design Build Project
District 8 Route 15**

Contract No.: 08-0Q7404

Owner: CALTRANS

Bid Date: August 23, 2013 at 2:00 PM • Quotes Due: August 16, 2013 at 5:00PM

Quotes requested for supplies & services including, but not limited to: AC Milling, Aggregate Base, AC Dike, AC Paving, Asphaltic Oils, Cement, Concrete Aggregates, Concrete Barrier Rail, Construction Area Signs, Curb & Gutter, Dowel Bars, Dowel Baskets, Electrical, Excavation, Fly Ash, Grind PCC, Geogrid Materials, Grind Rumble Strip, Joint Sealing, Landscape, Erosion Control, Metal Beam Guard Rail, Misc. Metals, Overhead Sign Panels, Pavement Removal, Precast Concrete Pavement Panels, QC Testing, Reinforcing Steel, Roadside Signs, Spall & Crack Repair, Striping & Marking, SWPPP, Lead Compliance Plan, Concrete Panel Replacement, Hauling.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Fax: (858) 586-0164

Contact: Mitch Gamache • Email: mitch@coffmanspecialties.com

Plans & Specifications are available for view at our main office in San Diego or by calling (858) 536-3100

Coffman is interested in soliciting in Good Faith with DBE's for this project. Please call if you need assistance/ advice with obtaining Bonds/Insurance/Credit. Subcontractors may be required to furnish 100% Payment & Performance Bonds by an admitted surety and subject to approval by Coffman. Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 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. Waiver of Subrogation will be required. In order to assist DBE Contractors and suppliers, we will divide total requirements into smaller tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers

Widening of State Highway 91 In Orange County In Anaheim From 0.3 Mile West Of Tustin Avenue Overcrossing To 0.3 Mile East Of 91/55 Separation And At Lakeview Avenue Overcrossing District 12 on SR 91

Contract No.: 12-OC5604

Bid Date: August 8, 2013 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delin-eator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excava-tion, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Back-fill, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Pile, Vibration Monitoring, CIDH Concrete Piling, Soil Nail, Ground Anchors, Shotcrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Minor Concrete, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Architectural Treatment, Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign) Roadside Sign, Install Sign, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Chain Link Railing, Concrete Barrier, Cable Railing, Transition Rail-ing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DVBE companies for this project. All interested subcontractors, please indicate all lower tier DVBE 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.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the 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 the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements 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.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email: jerome.dipadova@skanska.com

DL Falk Construction is requesting subcontractor / supplier bids from certified SLBE, LBE, MBE & WBE Companies for:

Fire Station # 36 & 44 Renovation

109 Oak Street, San Francisco, CA 94102

1298 Girard Street, San Francisco, CA 94102

Bid Date: August 07, 2013 at 2:30 PM

Scope includes hazmat abatement, selective demo, underground utilities, concrete, structural steel, masonry, metal fabrication, rough carpentry, caseworks, insulation, roofing, floor/wall/ceiling finishes, metal doors & hardware, specialties, equipments, HVAC, plumbing, electrical and etc.

D.L Falk Construction, Inc.

3256 Investment Blvd. • Hayward, CA 94545 • Phone 510-887-6500 Fax 510-887-6501

Bid Documents are available for viewing at our office, or at local Builders Exchanges

Doing it All

■ Continued from page 1

they do not distract. Be sure the physical items in your workspace--tables, desks, computer stations--actually fit your physical needs. Think about how you work and how often you are required to get up to retrieve items, and make any changes necessary to improve the smooth flow of work as it crosses your work station.

Expect delayed responses. In this day and age, it is not unusual for the recipient of a call you place to have received forty others that same day, in addition to 100 or more e-mail messages. It is harder and harder for people, well-intentioned or not, to respond quickly. To reduce your stress level, start sooner. Although there are copy shops that can reproduce and bind that report quickly and may be open until midnight, your client may not call you back with the final count for two days.

Use a calendar or personal organizer to relieve the stress on your memory. Be sure to customize it to your use. Just because it arrived with 25 pre-printed tabs and three pounds of paper that does not mean you need to carry it all with you. Re-label the tabs with words that are more meaningful to you. If you prefer electronic organizers be religious about backing up the data daily.

Learn to write with accuracy, clarity, and speed. It is a skill that can be improved, just like typing. Strive for excellence, not perfection. Do not revise a memo or e-mail message eight times. It is probably just becoming different, not better.

Solve problems while they are small. The pile sitting on the corner of your desk will probably not go away, and the one problem from that pile that does blow up will inevitably cause the most damage. To avoid the headache, clear up problems before they turn into big time-consuming crises.

Group administrative tasks together. Try to avoid getting up from your desk for only one purpose. Ask a question and make a copy on the way back to your desk. Retrieve a file on your way to getting a beverage. Unless it is particularly time-sensitive, fax in bundles versus making a singular trip for each document.

Keep backup supplies, if you are working alone, such as an extra print cartridge, overnight delivery forms and mailing labels. That eliminates extra, under-stress and highly-irritated office supply runs or overnight rush delivery charges. When you use the last of any item, you know what I am going to say, don't you?

Call for assistance when needed. Use vendors for administrative help as well as for technical or special projects. It may not make sense, for example, for you to type a sixty-page document. It is probably faster and more efficient to send it out. The same is true for items that require a lot of formatting skill. Learn when it is faster and better for you to do it yourself, and when it is better to give it to someone else.

Source: <http://www.smartwaystowork.com>

PUBLIC LEGAL ADVERTISEMENTS

**UNIVERSITY OF CALIFORNIA
SANTA CRUZ**

**ADVERTISEMENT FOR BIDS
REBID – EH&S ENVIRONMENTAL
HEALTH AND SAFETY
RENOVATION AND THIMANN LAB ROOM 144**

Pending campus approval and subject to conditions prescribed by the University of California, Santa Cruz, sealed bids for a lump-sum contract are invited for the following work: REBID - EH&S Environmental Health and Safety Renovation and Thimann Lab Room 144.

Description of Work: Modify space in the Thimann Laboratories Building, replace the storage containers at the base of campus and renovate a portion of the existing Shop Stores and Hazardous Waste Facility.

Procedures: Bidding documents will be available at Monday, July 29, 2013, and will be issued only at:

Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064, 831-459-2366, Fax: 831-459-5517.

Bidders must attend a **mandatory** pre-bid conference at Tuesday, August 6, 2013 at **10:30 AM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus.

Bids will be received only at: Contracts Office, UNIVERSITY OF CALIFORNIA, Santa Cruz, 1156 High Street, Barn G, Santa Cruz, CA 95064. Bid Deadline: Sealed bids must be received on or before **3:00PM, Tuesday, August 13, 2013**.

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: **General Building Contractor - B**

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.

Estimated construction cost: \$ 1,400,000.00

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
University of California, Santa Cruz
July 2013

**CALIFORNIA STATE UNIVERSITY
STANISLAUS**

**Request for Proposals for Design-Build Project
Baseball & Softball Field Lighting,
Project Number 0719
CSU Stanislaus
One University Circle, Turlock CA 95382**

The Trustees of the California State University will receive sealed proposals in MSR290 at the above address, for the design and construction of the Baseball & Softball Field Lighting, Project Number 0719, for the CSU Stanislaus, campus.

Proposals will be received until 2:00 p.m. on August 29, 2013, at the Mary Stuart Rogers Building, MSR290 in accordance with the proposal documents.

In general, the scope of work consists of the design and construction, under a procedure more commonly referred to as "turnkey construction," a major capital outlay project known as the Baseball & Softball Field Lighting Project. The project includes design, supply, and install field lighting including bringing appropriate power to the University baseball and softball fields located on the Turlock campus.

Each proposer will submit a technical proposal and cost proposal to design and construct the total project. The budget for this project is limited to \$630,000.

RFP documents will be issued to intending proposers at no cost on or after **August 8, 2013**. Proposers must request them by calling Debbie DaRosa, Financial Services, One University Circle, Turlock, CA, and 95382, telephone (209) 667-3987.

Each proposer offering a proposal must comply with bidding provisions of Article 32.00 et seq. of the Contract General Conditions. The bidder should familiarize himself with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 35.02-b, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the proposal due date.

Proposers must be prequalified with the Trustees. Prequalification of Prospective Bidders, Form 703.11 can be downloaded from the internet at http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml, or proposers may contact the Prequalification Coordinator at (562) 951-4114 to request forms.

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 35.02-c). Any questions regarding the payment of prevailing wages, or enforcement thereof, should be directed to the Trustees' Labor Compliance Manager at cocm@calstate.edu.

A mandatory pre-proposal conference and site visit has been scheduled for August 8, 2013 at 10:00 am in the Facilities Plan Room located in the Corp Yard.

The Trustees require the successful proposer to achieve three percent (3%) DVBE participation in contracting construction projects as established in the Request for Proposals.

It will be the responsibility of each proposer to obtain a proposal package in sufficient time to fulfill requirements therein. Proposal packages are obtainable only by prequalified contractors, licensed in the State of California with a B license. The proposal packages must be requested from the Trustees, located at CSU Stanislaus, Turlock, CA, Attention: Debbie DaRosa, (209) 667-3987.

End of Article A, Request for Proposal (Advertisement)

Small Business Conferences

Continued from page 1

other ways. And it gives you a chance to conduct market research and learn more about your target audience in a live setting.

5. Spark Creativity and Innovation

We all need to take a break from routine in order to stay at the top of our game. Sure, you can (and should) take a vacation and time off, but there is also tremendous value in using a small business conference as a break from the day-to-day operations of your business. A change of scenery, especially one that is rich with educational and networking opportunities, can help you spark your creativity, develop new ideas and think in innovative ways.

If you invest the time and money to attend a live event that offers value for your small business, you can almost guarantee that you will return home with new tools, valuable contacts and a renewed approach that will help you manage and grow your business better than before.

Source: About.com; Small Business Information

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