

SBE NEWS ALERT

Three Popular Start-Up Financing Options



Thinking about starting a business? Recent studies and reports have shown that entrepreneurs are more optimistic than in recent years when it comes to the state of their businesses this year, and that's great news! But always high on the list of concerns for starting a business – even in optimistic times – is financing. Here's a roundup of some ways, aside from avenues such as SBA-backed loans, to finance your business.

Credit Cards

According to expert Marco Carbajo, credit cards are a major source of financing for small business owners, with statistics even showing that more than 65% of small businesses using them on a frequent basis. It's a popular approach, but you should be sure to do your research to determine if it's the right one for you. Here are some tips from Entrepreneur.com to help:

- Unless your business is incorporated – so if you're a sole proprietorship, for instance – you are guarantor of all debts. So if your sales are slow and you fall behind on payments, you risk your personal credit rating and ability to borrow.
- It varies by state, but your credit-card issuer might still require that shareholders with significant ownership guarantee the line of credit – even if your business is incorporated.
- Potentially bringing on partners? Make sure your agreement states that they'll accept personal guarantees on all existing business debt. You need to address this specifically because in

many states, new partners aren't automatically responsible for previous debts.

- Read the fine print. Don't accept an offer without checking into the details, understanding the terms of use and evaluating risks. Don't hesitate to ask a professional for guidance.

Friends and Family

Asking friends and family to borrow funds to help finance your business sounds like it could get awkward, but it doesn't have to. Treat the process just as professionally as you would an engagement with a bank. If you done right, you can potentially gain quicker access to the cash you need and jump through fewer hoops – after all, your friends or family already know you. Read more about borrowing from friends and family in our article here, but think about these highlights as you consider this option:

- Think carefully about who you'll approach and make sure they understand the risks (and rewards) of getting involved. Keep in mind if your business doesn't work out and you can't repay your obligations, relationships could suffer.
- Be realistic about how much money you need. Instead of asking for the maximum, consider what you need to get you to a certain point in your business plan. Once you show you can repay that initial investment, you'll be in a better position to ask for more money if you need it.
- Write it down. You might think a verbal agreement with your friend or relative is sufficient given the personal relationship, but this is

business. Consider this advice from Entrepreneur.com: "Any time you take money into a business, the law is very explicit: You must have all agreements written down and documented. If you don't, emotional and legal difficulties could result that end up in court. And if the loan isn't documented, you may find yourself with no legal recourse."

- Communicate. Show your business progress and share updates along the way, even if it's correcting mistakes you've made with your business strategy. Checking in and sharing information shows that

■ Continued on page 4

SBE OUTREACH SERVICES

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

Advertisements

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

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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

Computer Generated Reports

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

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

We are requesting bid proposals from all Subcontractors/Suppliers and DVBE Subcontractors/Suppliers for the following

Owner: San Francisco Unified School District

Project Name: A.B. 211 DOOR LOCKSET REPLACEMENT AT VARIOUS SITES, BID PACKAGE 4

Project No.11630 · Location: San Francisco, CA · Bid date: 6/6/14 @ 11 AM

Please e-mail or fax proposals by 8 AM on Friday, June 6

Apollo Construction Co.

1127 Shafter Avenue • San Francisco, CA 94124 • Phone:415-587-7452 • Fax: 415-587-1404

Contact: Christos Mastrokyriakos • E-mail: ApolloChristos@aol.com

An Equal Opportunity Employer

DESERT MECHANICAL, INC.

IN RESPONSE TO THE TRANSBAY JOINT POWERS AUTHORITY'S (OWNER) SMALL BUSINESS ENTERPRISE (SBE) PROGRAM, REQUEST SUB-BIDS FROM QUALIFIED SMALL BUSINESS ENTERPRISES (SBEs) FOR

TRANSBAY TRANSIT CENTER, SAN FRANCISCO, CALIFORNIA

WEBCOR/OBAYASHI JOINT VENTURE

TRADE PACKAGE #TG10.2: PLUMBING

CONTRACT NO. 301001002

BID DATE: August 20, 2014 @ 1:00 PM

(818) 362-4591 (OFFICE) * (818) 362-0866 (FAX)

INCLUDING, BUT NOT LIMITED TO, THE FOLLOWING TRADES: PLUMBING SUBCONTRACTORS, PLUMBING PIPING EQUIPMENT & MATERIALS VENDORS, PLUMBING FIXTURE VENDORS, INSULATION SUBCONTRACTORS, SEISMIC SUPPORT SUPPLIERS, RENTAL EQUIPMENT, STORAGE TRAILERS, ENGINEERING SERVICES, TOOL RENTALS, WELDING AIR & GAS SUPPLIERS, TEMPORARY OFFICE PERSONNEL, CONCRETE CORING/CUTTING, STORAGE YARD SPACE, WAREHOUSE SPACE, SECURITY SERVICES, SAFETY SERVICES, CHEMICAL TREATMENT SUBCONTRACTORS AND VENDORS

COPIES OF PLANS AND SPECIFICATION CAN BE OBTAINED FROM:

DESERT MECHANICAL, INC., ATTN: JEFF PATRICK

PLANS AND SPECIFICATIONS MAY ALSO BE VIEWED AT CERTAIN PUBLIC, PRIVATE AND MINORITY PLAN ROOMS OR AT DESERT MECHANICAL, INC.'S OFFICE AT 15870 OLDEN STREET, SYLMAR, CALIFORNIA, CONTACT JEFF PATRICK @ (818) 362-4591

DESERT MECHANICAL, INC., INTENDS TO CONDUCT ITSELF IN GOOD FAITH WITH SMALL BUSINESS ENTERPRISES REGARDING PARTICIPATION ON THIS PROJECT

NOTE: ASSISTANCE WILL BE GIVEN IN OBTAINING BONDS, LINES OF CREDIT AND/OR INSURANCE AS WELL AS NECESSARY EQUIPMENT, SUPPLIES, MATERIALS OR RELATED ASSISTANCE OR SERVICES

An Equal Opportunity Employer

DESERT MECHANICAL, INC.

IN RESPONSE TO THE TRANSBAY JOINT POWERS AUTHORITY'S (OWNER) SMALL BUSINESS ENTERPRISE (SBE) PROGRAM, REQUEST SUB-BIDS FROM QUALIFIED SMALL BUSINESS ENTERPRISES (SBEs) FOR

TRANSBAY TRANSIT CENTER, SAN FRANCISCO, CALIFORNIA

WEBCOR/OBAYASHI JOINT VENTURE

TRADE PACKAGE #TG10.3: HEATING, VENTILATING AND AIR CONDITIONING

CONTRACT NO. 301001003

BID DATE: JUNE 17, 2014 @ 3:00 PM

(818) 362-4591 (OFFICE) * (818) 362-0866 (FAX)

INCLUDING, BUT NOT LIMITED TO, THE FOLLOWING TRADES: SHEETMETAL SUBCONTRACTORS, PIPING SUBCONTRACTORS, REFRIGERATION SUBCONTRACTORS, SHEETMETAL FABRICATION SHOPS, PIPING FABRICATION SHOPS, PIPING MATERIAL & EQUIPMENT VENDORS, HVAC EQUIPMENT VENDORS, INSULATION SUBCONTRACTORS, SEISMIC SUPPORT SUPPLIERS, RENTAL EQUIPMENT, STORAGE TRAILERS, ENGINEERING SERVICES, TOOL RENTALS, WELDING AIR & GAS SUPPLIERS, TEMPORARY OFFICE PERSONNEL, WAREHOUSE SPACE, CHEMICAL TREATMENT SUBCONTRACTORS AND VENDORS

COPIES OF PLANS AND SPECIFICATION CAN BE OBTAINED FROM

DESERT MECHANICAL, INC., ATTN: JEFF PATRICK

PLANS AND SPECIFICATIONS MAY ALSO BE VIEWED AT CERTAIN PUBLIC, PRIVATE AND MINORITY PLAN ROOMS OR AT DESERT MECHANICAL, INC.'S OFFICE AT 15870 OLDEN STREET, SYLMAR, CALIFORNIA, CONTACT JEFF PATRICK @ (818) 362-4591

DESERT MECHANICAL, INC., INTENDS TO CONDUCT ITSELF IN GOOD FAITH WITH SMALL BUSINESS ENTERPRISES REGARDING PARTICIPATION ON THIS PROJECT

NOTE: ASSISTANCE WILL BE GIVEN IN OBTAINING BONDS, LINES OF CREDIT AND/OR INSURANCE AS WELL AS NECESSARY EQUIPMENT, SUPPLIES, MATERIALS OR RELATED ASSISTANCE OR SERVICES

An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 4/242 Install Ramp Metering

and TOS Elements

Contra Costa County -

Martinez/Concord/Pittsburg

Caltrans #04-152724

BID DATE: June 17, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lean Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling and Analysis, Storm Water Annual Report, Temporary Erosion Control, Sweeping, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Bridge Removal (Portion), Clearing & Grubbing, Roadway Excavation (Type Y-1 ADL), Structure Excavation, Structure Backfill, Soil Amendment, Slow-Release Fertilizer, Planting & Irrigation, Erosion Control, Hydroseed, Compost, AC Dike, Soil Nail, CIDH Concrete Pile, Structural Concrete, Minor Concrete (Minor Structure), Random Rough Stacked Rock Texture, Bar Reinforcing Steel, Structural Shotcrete, Sign Structure, Roadside Signs, Underground, Rock Slope Protection, Minor Concrete (Curb, Gutter, Sidewalk), Detectable Warning Surface, Misc. Iron & Steel, Guard Railing Delineator, Object Marker, Special Marker, Fencing, Midwest Guardrail System, Chain Link Railing, Concrete Barrier, Transition Railing, Striping & Marking, Signal & Lighting, and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710

Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

An Equal Opportunity Employer

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 DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

Sub Bids Requested From Qualified DVBE Subcontractors & Suppliers for

Castro Valley Unified School District - Vannoy Elementary School Fields

Renovation & Drainage Improvements

LCA Job #13053

Location: Castro Valley, CA

Bid Date: June 16, 2014 @ 1:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; painting; and fencing.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Kevin Exberger

An Equal Opportunity Employer

SUB-BID REQUEST ADS

The R C Foster Corporation is planning on bidding the Water Reclamation Facility No. 2 Tertiary Filtration Project in the City of Corona on Wednesday, July 02, 2014 at 2:00 PM. We would like to invite you to bid on any portion of the project that you can to us. Please go to our File Transfer Site (FTP://FTP.RCFOSTER.COM) where the Plans and Specifications have been posted.

The following trades are required: Survey, Cathodic Protection, Facilities rentals, Soil Import, Paving, Structural Steel, Miscellaneous metals, Painting & Coating, Electrical and Rebar.

For the user enter "Guest" and for the password, enter "RCFOSTER" both are case sensitive. You will see in the folder "Projects Bidding" the documents for the City of Corona DWP WRF2 Tertiary Filtration Project.

This project is subject to requirements set forth under the State Water Resources Control Board's U.S. EPA Assisted Clean Water State Revolving Fund Loan Program which requires Bidders to cooperate with and exercise "Good Faith Efforts" (GFE) to achieve participation of Disadvantaged Business Enterprises (DBEs).

If you qualify as a DBE please fill out form FPA Form 6100-3, found on our FTP site and include it with your bid to us. We will also require a copy of your proof of certification to include with the bid.

Please let us know if you plan on Bidding.

If you require any additional assistance, please contact us.

R C Foster Corporation

PO Box 77055 • Corona, CA 92877
(951) 738-8211 • (951) 738-8215 FAX
(909) 331-0167 Cell
Email: glen@rcfoster.com

Contact: Glen Langer, Chief Estimator

Seeking SBE, DBE, DVBE, Emerging and Local Businesses Subcontractor for the following project:

**Valley College Athletic Training Facility
Los Angeles Community College District (LACCD)
Los Angeles Valley College
5200 Fulton Ave., Van Nuys, CA 91401**

**Current due dates:
Written RFCs : June 11th @ 12:00pm
Scope Letter: June 16th
Final Bid: June 19th @ 2:00pm**

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

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

Pankow

199 S. Los Robles Ave, Suite 300
Pasadena, California 91107
(626) 304-1190 • (626) 696-1782 Fax

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

SHIMMICK | FCC | IMPREGILO JV

MEET & GREET OUTREACH EVENT



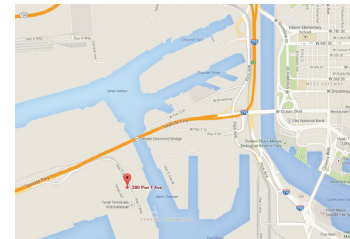
Shimmick Construction Company, Inc. /FCC Construction S.A./Impregilo S.p.A, Joint Venture (SFI) is an equal opportunity Prime Contractor seeking quotes from subcontractors/suppliers for the following project:

This event will be held on:
**June 5th, 2014
10:00 AM - 11:00 AM**

at:
**280 Pier T Lane /SFI Office Trailer
Long Beach, CA 90802**

GERALD DESMOND BRIDGE REPLACEMENT PROJECT

Construction of a new 2000 ft cable stay main span bridge with approximately 3 miles of approach bridge structures for the Port of Long Beach. For more information about subcontracting please go to: www.sfigdb.com



Shimmick, FCC, Impregilo a JV will be hosting an outreach event to seek qualified sub-contractors/suppliers and encourage participation of certified, Underutilized Disadvantaged Business Enterprises (UDBE) to help attain the project goal of 11% UDBE in the following scopes:

*Parking is Free

\$6.5M Lightweight Cellular Concrete Embankment Bid package – RFP52: The scope of work for the installation of Lightweight Cellular Concrete Embankments for the Gerald Desmond Bridge Replacement shall include the following: The cost of all necessary labor, material, equipment, supplies, supervision, safety, and quality control required to complete the work in accordance with the contract documents and as noted below. Each Contract scope shall be bid and accepted as a complete package. All material and equipment must be approved by SFI prior to purchase and installation.

Please email Nancy @ nancy.nguyen@sfigdb.com to register for the event and receive full bid package(s) prior to the event.

The scope of this bid package is comprised of: Furnish and installation of lightweight cellular concrete embankment fills to the lines, grades, and slopes shown in the project plans and specifications. Scope also includes coordinating with project design to answer technical and constructability related inquiries. Subcontractor shall bid all items based on the specifications and drawings provided. The unit prices provided shall be applied to agreed upon quantities when substantial drawings become available. Final quantities will be measured based on approved plans and adjusted via change order(s).

SFI, A Joint Venture is an Equal Opportunity Employer and actively requests bids from Underutilized Disadvantaged Business Enterprises (UDBE). The Project has an 11% UDBE goal. Items of work may be broken down into economically feasible packages to encourage participation. SFI, A Joint Venture intends to conduct itself in good faith with all firms for participation on this project. 100% Performance and Payment bonds with a surety company subject to approval of SFI, A Joint Venture, are required of subcontractors for this project. SFI, A Joint Venture will pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the Project Labor Agreement (PLA) and to execute an agreement utilizing the latest SFI, A Joint Venture Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions.

*Bid Proposal Due Date: June 19th 2014

SHIMMICK | FCC | IMPREGILO JV

FIND

Subcontractors, Vendors,
and Suppliers

REACH

Diverse Audiences of Various Ethnicity,
Race, & Gender

ADVERTISE

Sub-Bid Request Ad




SBE Newspaper boasts a weekly readership of **75,000**
SBE Delivers competent, competitive, and certified subcontractors,
vendors, and suppliers

Public Legal Notices

UC SAN FRANCISCO MEDICAL CENTER

READVERTISEMENT FOR

CM/CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, San Francisco Medical Center, responses to the University's prequalification documents for a CM at Risk Contract awarded on the basis of Best Value are sought from prospective bidders for the following projects:

14-795: Moffitt Long (M/L) 3 Imaging Recovery/Prep and Interventional Radiology (IR) Room

AND

14-815: Moffitt Long (M/L) 3 Imaging Waiting/Reception and Radiographic Room

UNIVERSITY OF CALIFORNIA,
SAN FRANCISCO MEDICAL CENTER

PREQUALIFICATION OF PROSPECTIVE BIDDERS

The University has determined that bidders who submit bids on these projects must be prequalified. Prequalified bidders will be required to have the following California Contractor's license(s): General Building, B

BIDDERS WHO PREVIOUSLY SUBMITTED PREQUALIFICATION DOCUMENTS NEED NOT RE-SUBMIT.

GENERAL DESCRIPTION OF WORK

Project 14-795 - M/L 3 Imaging Recovery/Prep and IR Room: Renovate the existing M337 into a new IR and Control Room with Support Space in M351. Consolidate existing 3rd Floor Cardiology with the opening of the UCSF Mission Bay Hospital and into space on the Ambulatory Care Center 5th Floor. The project widens the existing Corridor #3C5 to 8'-0", relocates Procedure Room to L342, and adds 1- ADA compliant Staff Toilet. Create a Recovery/Prep Holding Suite which includes 10-Patient Holding spaces and 1-Private Patient Holding rooms, 2- Dressing Rooms, 2-ADA compliant Patient Toilets and a Supply Room. General Scope of Work includes but is not limited to the following: Asbestos abatement, demolition, new walls, MEP infrastructure upgrades, fire alarm & sprinkler upgrades, medical gas system, nurse call upgrades, and medical equipment installation. New architectural finishes scope of work includes: floors, walls, ceilings, lights, paint, doors/hardware, toilets, radiation shielding, casework, furniture and equipment.

The estimated construction cost range for the project is \$3,000,000 - \$3,500,000

Project 14-815 - M/L 3 Imaging Waiting / Reception and Radiographic Room: Create a Waiting and Reception Suite which includes a new Reception Area adjacent to the Moffitt Hospital Elevator Lobby, new 8-Private Patient Dressing Rooms and 8-Patient Holding spaces, Support Offices, 3- Patient Toilets, and 2-Staff Toilets all of which are to be ADA compliant. Relocate Radiographic Room. Renovate the existing M331 into a new relocated Radiographic and Control Room and 2- new Reading Rooms. General Scope of Work includes but is not limited to the following: Asbestos abatement, demolition, new walls, MEP infrastructure upgrades, fire alarm & sprinkler upgrades, medical gas system, nurse call upgrades, and medical equip-

ment installation. New architectural finishes scope of work includes: floors, walls, ceilings, lights, paint, doors/hardware, toilets, radiation shielding, casework, furniture and equipment.

The estimated construction cost range for the project is \$3,000,000 - \$3,500,000

Prequalification Documents will be available beginning Tuesday June 3, 2014 at 10AM by requesting via e-mail to contractservices@ucsfmedctr.org with the following information: Company name, address, contact name, email address, phone and fax numbers. Please reference Project No 14-795 and 14-815 in the subject line. A response via email will be sent with a link to register with the UC Supplier Registration and Sourcing (SRS) system, a University web based procurement platform, to get access to the prequalification document on SRS. Responses to the prequalification questionnaire will be completed in the SRS system.

Prequalification Questionnaires will be submitted and processed electronically through the University's SRS system and must be submitted on or before Friday June 20, 2014 at 5:00 PM. No print out of the questionnaire is required to be submitted.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination. The dates, times, and location set for receiving and opening of bids will be set forth in the "Announcement to Prequalified Bidders."

The University reserves the right to reject any or all responses to Prequalification Questionnaires and any or all bids and to waive non-material irregularities in any response or bid received.

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 lowest responsible bidder will be selected on the basis of best value to the University. The objective criteria and methodology used to determine Best Value will be described in the Bidding Documents. The best value to the University is the selection resulting in the best combination of price and qualifications.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California,
San Francisco Medical Center
March 2014

Financing Options

Continued from page 1

you're taking seriously the role others are playing in your venture and demonstrates professionalism.

Crowdfunding

Increasingly, crowdfunding is becoming a popular way for people to get startup financing for their businesses. You've probably heard of Kickstarter campaigns – that's crowdfunding. It works through a collective cooperation of people who network and pool their money and resources together, usually online, to support efforts initiated by others. So it gathers multiple, smaller investments as opposed to a single source of funding. You can read more about the details here, but here are three other key considerations from Entrepreneur.com:

- You should begin working on your crowdfunding campaign six months before you want to launch your project. When your campaign starts, you should've already made a significant effort in letting people know about it collecting email addresses so you can really hit the ground running when you open the gates for your campaign.
- Set your funding goal as low as you can manage because some crowdfunding platforms, like Kickstarter, are "all or nothing." For instance, if you set a goal of \$1,000 and you meet it, then you get the money. If you raise only \$500, you won't get anything. Read the fine print about the platform you choose so you can be strategic about your funding request.
- Don't forget to award your donors. You're asking people to take a risk on your business venture – there are no guarantees. So thank them and show your appreciation by offering your product or service at a discount when the time comes.

You can also learn more from our online Learning Center course, "Introduction to Crowdfunding for Entrepreneurs."

Beyond a "traditional" track of securing a loan from a bank, there are quite a few avenues to consider for financing your business. And with passion, professionalism and planning, you'll establish a good foundation for success down any of these paths.

Source: U.S. SBA

Visit
www.sbeinc.com to
download
a PDF version of the
latest SBE Newspaper
and SBE Newsletter

Public Legal Notices

UC SAN FRANCISCO MEDICAL CENTER

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco Medical Center, sealed bids for a lump-sum contract are invited for the following work:

Moffitt Long Emergency Room Department, Room L123 Radiology Room Equipment Replacement, Project Number: 13-779 / Contract Number: L00164

Description of Work: Replace existing radiology equipment with GE XR 656 radiology equipment including a digital wall unit. Relocate entrance door to access new equipment. Install new acoustical ceiling, new flooring, and adjustable table for the new control equipment. Relocate electrical to fit the new layout. Paint control room. The Emergency department will remain open during construction.

Estimated Construction Cost: \$ 325,000 - \$375,000.

BIDDER QUALIFICATIONS: To be eligible for consideration of award, bidders and bidder's Superintendent must have the minimum experience and certify their firm has not been cited by the Medical Center for health, safety, infection

control or interim life safety violations set forth in the Supplementary Instructions To Bidders.

Bidders must submit qualification documents as an attachment to the Bid Form.

Procedures: Bidding documents will be available Bidders on **Tuesday June 3, 2014, 10:00 AM**, and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)
1855 Folsom Street, Room 135
San Francisco, CA 94103
Contact Persons: Ben La (415) 476-5030 (9AM - 5PM)
Customer Service Line (415) 514-2054 (before & after working hours)
Fax No. (415) 476-8278

Bidding Documents and complete advertisement can be viewed and may be ordered on line at the following website address: <http://www.ucsf-plans.com/>

Bidders must attend a **mandatory** pre-bid conference on **Tuesday June 17, 2014** beginning promptly at **11:00 AM**. For details, see above website address.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California

Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257. Bid Deadline: Sealed Bids for Lump Sum will not be accepted after **2:00 PM, Thursday, July 10, 2014**. And Bids will be opened after **2:05 P.M.**

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 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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California,
San Francisco Medical Center
June, 2014

UNIVERSITY OF CALIFORNIA SANTA CRUZ

ADVERTISEMENT FOR BIDS

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

CROWN MERRILL BOILER, DHW TANK AND DISH MACHINE REPLACEMENT Project Number: 2300-155

Description of Work: Demo existing heating hot water boilers (including associated flues, piping, and electrical), domestic hot water storage tanks (including associated piping), domestic hot water heaters (including associated flues, piping, and electrical), and dish machine (including associated gas booster heater, plumbing, mechanical and electrical). Install new heating hot water boilers (including associated pumps, flues, piping, stand-alone controls, and electrical), domestic hot water storage tanks (including associated piping), dish machine (including associated gas booster heater, plumbing, mechanical and electrical). Provide water balance and air balance reports.

Procedures: Bidding documents will be available at **1:00PM Wednesday, June 11, 2014** from UCSC's Online Planroom web site at www.ucscplanroom.com. Create your Username and Password under the 'Login' heading on the home page to register for a free account.

Bidders must attend a mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk on **Thursday, June 12, 2014** beginning promptly at **1:30 PM**. Participants shall meet at the Office of Physical Planning and Construction, 1156 High Street, Barn G, Contracts Trailer Santa Cruz Campus. 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. For further information, contact Uni-

versity's Representative Jared Howard at 831-246-2076.

Bids will be received only at:
Physical Planning and Construction,
UNIVERSITY OF CALIFORNIA, Santa Cruz
1156 High Street, Barn G, Contracts Trailer
Santa Cruz, CA 95064
831-459-2366 / 831-459-5540

Bid Deadline: Sealed bids must be received on or before **Wednesday, July 2, 2014 at 3:00 PM**.

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

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: C-4 **Boiler, Hot Water Heating and Steam Fitting Contractor** AND C36 - **Plumbing Contractor**.

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 rates 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: **\$540,000.00**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Santa Cruz
June 2014



CALIFORNIA LOTTERY
Request for Proposal (RFP) #50019
Learning Management System

The California Lottery (Lottery) is inviting bids from qualified bidders to provide Commercial Off the Shelf (COTS) Learning Management System, implementation services and training, and ongoing maintenance and support through an annual user license agreement. Bidders must have: 1) a commercially available Learning Management System software product that meets the technical and functional requirements described in the Scope of Services; 2) been providing the proposed software as a hosted or SaaS solution for at least three years; and 3) annual revenues of greater than \$5 million.

The solicitation document is anticipated for release in June 2014, and will be available to download on the Lottery Website at www.calottery.com under Vendors.



MARKETING ON A SHOESTRING BUDGET
An effective, low cost, customized marketing campaign service

Concerned about DBE Compliance?
SBE helps businesses with targeted outreach to find the firms you need.
Let us assist you in your efforts.

Sub Bid Requests | SBE Weekly | SBE Daily

Visit SBE Website
www.sbeinc.com