

SBE TODAY

Volume 29, Edition 842 DIVERSITY IN ACTION - SBE is a certified DBE publication

MARCH 14, 2013

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

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**

7 Benefits of Hiring a Business Coach

When you are in business there is always room for improvement. Any business owner, whether wildly successful or struggling through a rough patch, will tell you that any effort that can be made to improve a business is worth a try. Many of these business owners, however, do not know where to turn to find new ways to improve or increase their business. This is where a business coach enters the picture.

There are 7 main benefits that business owners can receive from hiring a business coach:

1. **A Professional Opinion.** Sometimes when you are too connected to a situation, you cannot solve the issue. Emotional connection to a business is a trait that all business owners have. Hiring a business coach to evaluate a situation will give you fresh insight into a problem that you may not be able to see on your own.

2. **Team Building Skills.** Team work is essential to the success of any business. If the employees are working well together and with management, business will prosper. For Canadian businesses for example, hiring a business coach in Vancouver, has meant having a coach with the ability to come into a workplace and create a team spirit, enabling the business and the employees to succeed.

3. **Marketing Skills.** Marketing must have a positive impact on a business or else it is a waste of time and money. Many times, methods that are currently in use are either ineffective or obsolete. Having a professional review your marketing strategy can give insight as to how you can improve your rate-of-return on marketing expenditures.

4. **Business Plan.** A business plan is necessary to create a "road map" for your business and its growth and a business coach can help you create a new plan for your company. Additionally, a sound plan is necessary to secure any business related financing.

5. **Finding Financing.** There are many ways to find financing for your business if you know where to look. Businesses are not restricted to only securing funds through a traditional bank. A coach can help you find source-funding opportunities, venture capital, and even grants that may apply to your specific business.

6. **Finding New Markets.** A business coach may be able to help you find a new market for your product or service. Exporting is an option that many people should consider, but never do. You may also find that turning to the Internet for a larger portion of your marketing will increase your sales significantly.

7. **Customer Service.** A happy client is one who returns and spreads a good word about your company. A coach can work with personnel to train them on how to be customer oriented without negatively impacting the business. Customers must always be satisfied, but this does not mean they are always right. Having a good customer relationship will strengthen any business.

In the end, a business coach can help your business run more efficiently, your employees act and respond more professionally, and help owners and management create a path to growth and success. Sometimes all it takes is a person that is not directly involved in a company to offer an opinion to change that company from "getting by" to successful.

Georgina Clatworthy is a former small business owner and now writes informative articles on topics related to business, human resources and management. The Noomii Professional Coach Directory offers listings of coaches in various fields of expertise across Canada. So if you are looking for a business coach in Vancouver or one in Toronto, they offer a referral service to help match you with a coach who best suits your needs.

Source: SBAloans-123.com

Paid subscribers receive first class mail.

Prst Std
U.S. Postage PAID
San Fran CA 941
Permit No. 820

Published by Small Business Exchange, Inc.
703 Market Street, Suite 1000
San Francisco, CA 94103

REQUESTS FOR BIDS & SUB-BIDS



REQUEST FOR SUB-QUOTES

Project: I-405 Sepulveda Pass Widening Project, Contract No. C0882
Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)

CIDH

Slope Drain Ditches

Notice of Interest Requested by March 29, 2013

Kiewit Infrastructure West Co. (Kiewit) is the design-builder for the I-405 Sepulveda Pass Widening Project and is seeking sub-bids and quotes from Disadvantaged Business Enterprises (DBE). Opportunities for sub-contractors, professional services and material and/or equipment suppliers will occur throughout the life of the project. Requests for sub-bids and quotes (RFQ) will be ongoing as needed. All DBE's must be certified by the California Unified Certification Program (CUCP).

Currently, Kiewit is preparing to issue two separate RFQ's-one for CIDH and a separate RFQ for Slope Drain Ditches. Please submit a Notice of Interest no later than 4:00 p.m. PST March 29, 2013 to receive bid documents for either of these two separate bid opportunities.

All responsive subcontractors must possess a valid California contractor's license and provide acceptable insurance. Responsible subcontractors are expected to provide bonding for 100% of their contract. Kiewit will reimburse bond premiums. This project is subject to California Prevailing Wage Rate Determination dated 2008-1. Firms performing onsite labor must be signatory to the appropriate union labor agreement governing their onsite work. All agreements issued on behalf of this project with a value of \$100,000 or greater must satisfy the LACMTA Prequalification Application requirements.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding these bid opportunities and to receive a separate Bid package, or to discuss this design-build project, requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our project office.

Kiewit Infrastructure West Co.

I-405 Sepulveda Pass Widening Project

Attn: **Rebecca Manning**

6060 Center Dr., Suite 200, Los Angeles, CA 90045

l405.DBE@Kiewit.com

An Equal Opportunity Employer

We are looking for licensed subcontractors, registered & certified San Francisco LBEs, VBEs and DVBEs interested in submitting qualifications and proposals for trade listed below. Any Class B only licensee interested in participating must perform at least 2 unrelated trades other than carpentry or framing work to utilize that license.

Theatrical Rigging & A/V, Refurbishment of Historic Fixtures, Shotcrete, Waterproofing & Roofing, Elevators, Interior Framing, Plaster, Drywall, Fireproofing, Ceiling Bracing, Paint, FRP, Window Repairs & Glazing, Exterior Stone Repairs, Terra Cotta, Doors/Frame/Hardware, Millwork, Casework, Finish Carpentry, Interior Stone, Tile, Ornamental Metals, Site Utilities, Sitework, Signage, Flooring, Toilet Accessories, Specialties, Window Treatments, Final Clean, Surveying and Laser Scanning.

San Francisco War Memorial Veterans Building Seismic Upgrade & Improvements Project

Seismic upgrade, facility preservation and modernization, & tenant improvements to four levels plus a basement of approximately 230,000 gross square feet.

Approximate Construction Budget: \$85 to \$95 Million

Location: 401 Van Ness Avenue, San Francisco, CA 94102

Respond with letter of interest via email by: March 15, 2013

Charles Pankow Builders, Ltd.

License 688972

Contact person: **Jason Duong**

Phone: 510-379-1517

Email: JDuong@pankow.com

3/14/13

CNS-2448052#

SMALL BUSINESS EXCHANGE

Requesting Sub-bids from qualified DBE Subcontractors & Suppliers for:

Median and Traffic Signal Modifications
Ventura Road & Devonshire Drive HSIPL-5129(065)

Spec. No. DS12-18

Location: Oxnard, CA

Bid Date: 4/3/13 @ 2:00pm

Seeking: Curb & Gutter, Median Curb, Access Ramps, Colored Stamp Concrete, AC Pavement, Concrete Collar, Aggregate Base, Catch Basin, 15-inch RCP, Local Depression, Thermostripping, Crosswalk & Pavement Markings, Electrical Traffic Signal Material.

Taft Electric Company

1694 Eastman Avenue • Ventura, CA 93003

Phone: 805-642-0121 • Fax: 805-650-9015

Contact: **Tim Herrera**

Taft Electric Company will assist interested parties in obtaining bonds, lines of credit, or insurance required under this contract.

We Are An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified Small Business Enterprises (SBE's) and Emerging Business Enterprises (EBE's) for the following project:

Oak Park Regional Storage Facility • City of Sacramento Department of Utilities

Engineers Estimate: \$11,573,000 -

160 Working Days

ESBE Goal: 20%

Bid Date: March 20th 2013 at 2:00pm

Requesting Sub-quotes for (including but not limited to) Landscaping, Concrete Curb & Sidewalk-Misc, Fencing, Concrete Crack and Surface Repair, Caulking & Sealants, Coatings, Electrical, Concrete Pumping, Crane Services and Testing Services and Trucking.

Scope of Work: Construction of an underground storage system for combined sewage to be located in the City's Oak Park.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone:

925-606-2400 • Fax: 925-961-1925

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

Plans and Specs are available to view and copy at our office or through Signature Reprographics 916-454-0800. Contact Estimator Angelo Spoto at 925-606-2400 for any questions, including bonding, lines of credit, insurance or equipment and material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

An Equal Opportunity Employer

REQUESTS FOR BIDS & SUB-BIDS

Sukut Construction, Inc.

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

SWPPP- BMP Installation & Maintenance, Temporary Power, Construction Trailer, Fencing, Q.C. & Testing, Traffic Control, Storm Drain, Minor Concrete Structures, AC Paving, Masonry, Landscaping & Irrigation, Trucking

San Diego Gas & Electric
Mira Sorrento Substation Site Development Project
San Diego, California

BID DATE March 27, 2013 @ 12:00 p.m.
Sub & Vendor Bids Due Prior



Sukut Construction, Inc.

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Joe Philbin

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

Plans and Specifications are available on Sukut's FTP site – please email estimating@sukut.com for access and log-on information. Plans/specs are also available 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. An Equal Opportunity Employer

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 121 Rubber HMA Overlay, Sonoma
Caltrans #04-2E6404

BID DATE: March 27, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Striping & Marking, Cold Plane AC, Rumble Strip, Data Core, Electrical, Crack Treatment, Tack Coat and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

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 DVBE 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 California Montessori Project - New Elk Grove Montessori School

Location: Elk Grove, CA

Bid Date: April 4, 2013 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors for the referenced project in the following trades: trucking; electrical; concrete; survey; flooring; painting; rebar; striping/signage; landscape & irrigation; playground equipment; and athletic field equipment. 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: Dave Koerber

An Equal Opportunity Employer

Requesting sub-bids from qualified DBE Subcontractors and Suppliers

J.F. Shea Construction, Inc. is bidding this project and solicits your participation in preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: CURB & GUTTERS, AC PAVING, VIBRATION MONITORING, JET GROUTING, TIE-DOWN/SOIL ANCHORS, SHORING, BY-PASS PUMPING, LEAD/ASBESTOS ABATEMENT, DEMOLITION, DEWATERING, FENCING & GATES, READY-MIX CONCRETE, PRE-STRESSED CONCRETE PILES, REINFORCING STEEL, MASONRY, STRUCTURAL STEEL, MISC. METALS, STEEL ROOF DECK, METAL FRAMING & DRYWALL, FRP FABRICATIONS, FINISH CARPENTRY, SEALANTS, SHEET METAL, FOAM ROOF & INSULATION, METAL DOORS/FRAMES/HARDWARE, GLASS, ALUMINUM STOREFRONT, OVERHEAD ROLL UP DOORS, PAINTING & COATINGS, ACOUSTIC CEILINGS, CERAMIC TILE, VINYL TILE, SIGNAGE, TOILET PARTITIONS & ACCESSORIES, CARPET TILE, BLINDS, EQUIPMENT, BRIDGE & MONORAIL CRANES, ELEVATORS, HVAC, ELECTRICAL & INSTRUMENTATION

Long Beach Main Pumping Plant Facility Upgrades

Location: Long Beach, CA

Owner: County Sanitation District No. 2 of Los Angeles County

Estimated Cost: \$35,000,000

Bid Date: April 25, 2013 @ 2:00 P.M.

J.F. Shea Construction, Inc.

(An Equal Opportunity Employer)

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

Phone: 909-595-4397 • Fax: 909-444-4268 • Contact: Lori Olivas

Plans are available from LACSD Public Counter, 1955 Workman Mill Rd., Whittier, CA 90601, (562) 908-4288, Ext. 1205

Please Contact our office for information regarding obtaining plans and specifications.

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

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

Visit

www.sbeinc.com

to download a

PDF version of the

latest SBE Newspaper

and SBE Newsletter

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-MNP AIR HANDLING UNIT REPLACEMENT Project Number 945885.01

DESCRIPTION OF WORK: Replacement of Air Handling Unit (AHU) 6 located on the roof of the Merle Norman Pavilion (MNP). The existing AHU services the 3rd floor operating room suite and will be replaced by a new energy management system (EMS) AHU that matches the current hospital EMS and humidifier system. Work shall include the procurement and installation of a new AHU and back up AHU. The backup AHU shall allow the operating room suite to remain operational during replacement of existing AHU 6. Additional scope shall include the Nonstructural Performance Category (NPC) 3 seismic upgrading of the entire operating room suite. Trade work shall include demolition, concrete, structural/metal/anchoring, roofing, waterproofing, plumbing, electrical, HVAC, drywall, painting and controls. Contractor shall adhere to strict infection control criteria and all OSHPD inspection criteria.

The estimated construction cost is \$2,000,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on March 1, 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., April 3, 2013

MANDATORY PRE-BID CONFERENCE & JOB

WALK: A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on March 8, 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 Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact Mike Chen at 310-825-1240.

(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., March 15, 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>)



GOLDEN GATE BRIDGE
HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. 2013-BT-2, San Rafael Transit Center Connectivity Signage. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, April 9, 2013, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

This Public Works Project consists of, in general, installation of new transit and wayfinding signs at the existing San Rafael Transit Center facility located in San Rafael, CA. The work includes removal and disposal of existing overhead transit and wayfinding signs; fabrication and installation of new overhead transit and wayfinding signs; fabrication and installation of steel mounting systems for new overhead signs; fabrication and installation of a new pole-mounted bus route sign; minor electrical work to reroute existing light fixtures; removal and reinstallation of portions of bird control netting; removal and relocation of an existing bronze memorial plaque;

and all other incidental work items as required to complete the Project titled *San Rafael Transit Center Connectivity Signage*, as shown on the Contract Plans and as specified in the Contract Documents.

A non-mandatory pre-bid conference will be held at the San Rafael District Conference Room, Administration Building, 1011 Andersen Drive, San Rafael, CA, on **Wednesday, March 20, 2013, at 10:00 a.m., PST**.

This is a Public Works contract. Bidders bidding as the prime contractor shall possess either a valid **State of California Class A General Engineering Contractor's License** or a valid **State of California Class B General Building Contractor's License** with minimum of three (3) projects' experience with public agencies in the past five (5) years at the time of Contract award. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades.

Bids must be accompanied by a deposit either in the form of cash, a certified or cashier's check, or Bidder's bond, as described in the Contract Documents, which shall be applied to damages sustained by District if the successful Bidder fails or refuses to enter into a Contract awarded to it.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from

progress payments (retention) during the Project.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. The prevailing wage rates established by the California Department of Industrial Relations can be viewed at the District's Engineering Office, and are available at <http://www.dir.ca.gov/DLSR/#PWD>.

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 Bus Transit Division and look for Contract No. 2013-BT-2.

To inspect and obtain Bid Documents, please contact the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, 94129-0601 by telephone at (415) 923-2223, or by e-mail at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013. There is a non-refundable purchase price of fifty dollars (\$50) for hard copies of the Bid Documents. Full sized Contract Plans, not available for download, will be available for purchase upon request for an additional seventy-five dollars (\$75).

/s/ Janet S. Tarantino, Secretary of the District
Dated: March 7, 2013

3/7, 3/14/13

CNS-2452840#

SMALL BUSINESS EXCHANGE