

SBE TODAY

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MAY 6, 2013

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8 Things you Can Do to Be Taken Seriously as a Young Entrepreneur

By **Caron Beesley, Community Moderator**

Are you a teenager or in your early 20s? Do you have a great business idea? Perhaps you're already making headway towards starting your own business.

But how do you get others to believe in you and your business idea?

Here are eight surefire ways that you can be taken seriously as a young entrepreneur:

1. Have a Plan

Having a plan means knowing where you want to be and what steps you are going to take to get there. If you can't communicate this to investors, vendors, distributors, employees, and so on, you will never be taken seriously.

Case in point – SBA Young Entrepreneur of the Year in 2011 – Mollie Breault-Binaghi. Now in her mid-20s, Mollie owns two successful graphic design and printing businesses in Vermont. With input from her boyfriend and her family, she spent considerable time working out the details of a business plan. "When you're going to be investing not only money but your time, you need to invest an equal amount of energy laying it out on paper before you jump in," Mollie said. (Read more about Mollie's story here).

Not sure where to start with your business plan? Check out SBA's online **Build your Business Plan** tool—a step-by-step guide to help you get started. Save your plan as a PDF file and update it at any time.

2. Be Serious About Your Passion

While Mollie's advice for other young entrepreneurs is simple: "Plan!" she also added: "And you have to be passionate about it. Otherwise it's not worth doing. Owning your own business is not easy and it's not going to make you rich quick. You're going to be in it for the long haul, so it's got to be something you love."

It's inevitable that you are going to come across people who are going to try and talk you out of your idea—put your ear muffs on and stand your ground. Be proud of your idea, innovation, or business and be ready to showcase what you've done to get this far and what your plans are for the next step.

A few sure fire ways to demonstrate your commitment include:

Work at it – Be prepared to put the hours and weekends into your business.

Educate yourself and take educated risks! – Take advantage of free or low-cost business start-up workshops from your local business incubator, Small Business Development Center, Women's Business Centers and more. Check out free online courses such as those offered by SBA in the Learning Center on this site. Learn about your industry but also what it takes to be a successful business leader/marketer/planner, and so on.

Stick at it through adversity – Nothing says commitment better than sticking with something even when you feel like throwing in the towel.

Identify what went wrong and learn from it.

3. Find a Mentor

Many young entrepreneurs struggle to succeed because they don't have a mentor. Whether it's a former boss, someone in your business network, or family friend, find a mentor who has experience in your field and has walked in your shoes before. Not only can a mentor provide valuable advice, they can also give you access to contacts, resources, and events that you might not otherwise have access to. If you can't pinpoint a mentor, check out SCORE – a network of over 13,000 volunteer business mentors who have helped over 10,000 Americans start and grow their businesses.

4. Surround Yourself With the Right People

Just as it's important to have a mentor, it's also important to work on being around the right people – as much as you can. Surround yourself with the kind of people who are living the life you want to live or exemplify – they will challenge you and probably tell you things you don't want to hear, but they'll also tell you the things you have to hear. Look to entrepreneurial groups, experts in your industry, college professors – those who are respected in your industry or community.

5. Put Yourself in Environments That Will Allow You to Grow

Just as surrounding yourself with the right people will challenge your way of thinking, push yourself to seek out new possibilities beyond your comfort zone. As a series of young entrepreneurs explain this "Advice for Young Entrepreneurs" video from PHP Associates: "Putting yourself

Continued on page 3

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REQUESTS FOR BIDS & SUB-BIDS

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**Winters Road Bridge Replacement • Federal Aid No. BRLO-5923(067)
County of Solano**

***REVISED* Bid Date: May 16, 2013 at 2:00 pm**

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications can be downloaded from the County of Solano website by following this link: http://www.co.solano.ca.us/depts/rm/public_works/engineering_surveying_division/projects/request_for_bids.asp or by contacting Kimberlee Marlan by email at kmarlan@ccmyersinc.com or by phone @ 916-635-9370.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER.

SUB-BIDS REQUESTED FROM CERTIFIED QUALIFIED DVBE SUBCONTRACTORS & SUPPLIERS

**S.F. COMMUNITY SCHOOL
EXTERIOR BUILDING ENVELOPE REPAIRS
SFUSD Project No.: 11562**

San Francisco, CA

Bids: 5/14/13 @ 2:00 pm

Subs for Roofing and Scaffold

EVEREST WATERPROOFING & RESTORATION, INC.

1270 Missouri Street • San Francisco, CA 94107

415/ 282-9800 / Fax: 415/ 282-1205

Email: Jeannie@everestsf.com

Contact: Keith Goldstein

Bonds and Insurance Required

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Sub Bids Requested From Qualified MBE/WBE/DBE Subcontractors & Suppliers for
**EBMUD - Pipeline Relocation, Schnitzer Steel
Spec No. 2066**

Location: Oakland, CA

Bid Date: May 15, 2013 @ 1:30 PM

McGuire and Hester is seeking trades for the referenced project in the following trades: bore & jack; welding; trucking; and sawcutting.

McGuire and Hester 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: Jim Falk

An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified Minority Business Enterprises (MBE's) and Women's Business Enterprises (WBE's) for the following project:

Taxiway W Extension (D to G) - 7093

City of San Jose

Goal: MBE 19.6% WBE 6.9%

Engineer Estimate: \$8,000,000 - 150 Calendar Days

Bids: May 9th, 2013 @ 3:00 PM

Requesting Sub-quotes for (including but not limited to): Electrical, Construction Area Signs, cold Plane, Clear & Grub, Hydroseeding, Erosion Control, Limetreatment, Joint Seal, Reinforcing Steel, Fencing, Survey & Historical Monuments, Thermoplastic and Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting, Message Signs, Lighting & Sign Illumination, Surveyor, SWPPP Planning, Storm Drain and Trucking.

Scope of Work: Construction of new section of Taxiway W between Taxiway Delta & Taxiway Golf – Off-haul of native material to VOR site, infield grading and installation of new section storm drain system, lighting and signage.

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

Plans and Specs are available to view and copy at our office or online at BidSync <http://www.bidsync.com>. RGW contact is Karim Massoud- 925-606-2400. Call for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

D.L. Falk Construction Inc.
Requesting sub-bids from qualified DVBE subcontractors and material suppliers for all services pertaining to this project:

**Independence High School Building
G & N Modernization**

Bid #B-14-12-13

**Location: 1776 Educational Park Drive
San Jose, CA 95133**

Bid Date: May 15, 2013 @ 1:00 pm

D.L. Falk Construction, Inc.

3526 Investment Blvd • Hayward, CA 94545

Contact: Joey Gita - joeyg@dlfalk.com

Ph: 510-887-6500 Fax: 510-887-6501



REQUESTS FOR BIDS & SUB-BIDS

Shimmick/Obayashi/FCC, JV is a prequalified Prime Contractor seeking quotes from certified Small and Disadvantaged Business Enterprises (SBE & DBE) Subcontractors/Suppliers for the following project:

**Regional Connector Transit Corridor Project, RFP No. C0980
The Los Angeles County Metropolitan Transportation Authority**

This is a Design/Build project that will create a 1.9 mile light rail line from 7th and Flower Street to 1st St. and Central Avenue that connects to the existing Metro Blue, Expo and Gold Lines.

**Proposal due date and time: June 18, 2013 @ 2:00pm
Subcontractor and Supplier Quotes must be received by June 7, 2013 @ 2:00pm**

A complete set of the RFP package is available in DVD/CD, for complete information please go to the following website: <http://www.metro.net/projects/connector/>. If you are interested in participating in the upcoming project please email regionalconnector1@shimmick.com or check out our website <http://www.regionalconnector.com/index.php> for additional information.

Subcontractors/Suppliers Requested for, but not limited to, the following: Landscaping & Irrigation, Site Demolition, Trackwork, Reinforcing Steel, Hazardous Materials Handling, Storm Drain & Utilities, Shoring & Excavation, Structural Steel & Misc. Metal, Masonry, Thermal & Moisture Protection, HVAC, Elevator & Escalator, Fire Protection, Curb & Gutter (Flatwork), AC Pavement, Site Instrumentation & Monitoring, Striping, Trucking, Fence & Gate, Flooring, Painting & Coating, Station Signage, Station Misc. Steel, Architectural Precast Concrete, Station Glass, Metal Roofing, Siding and Louvers, Station Doors, Concrete Suppliers, Aggregates, and Railroad Materials.

Items of work may be broken down into economically feasible packages to encourage participation. SOF, JV intends to conduct itself in good faith with all firms for participation on this project.

SOF, JV

**16481 Scientific Way • Irvine, CA 92618
Phone (949) 333-1500, FAX (949) 333-1510**

Subcontractor understands and agrees to comply with the Project Labor Agreement (PLA) between the LACMTA and the Los Angeles/Orange County Building and Construction Trades Council and with the LACMTA Construction

Careers Policy (CCP). The Project Labor Agreement and the LACMTA Construction Careers Policy are available at <http://www.metro.net/about/pla>

100% Performance and Payment bonds with a surety company acceptable to of SOF, JV are required of subcontractors. SOF, JV will pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SOF, JV Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions-subcontract draft copy available upon request. Subcontractor must provide insurance coverage for their work as required by the Prime contract or SOF, JV minimum-whichever is greatest. SOF, JV's minimum insurance requirement is: General Liability \$1M-Per Occurrence/\$2M-Agg/\$2M-Completed Operations; Excess Liability \$5M; Auto Liability \$1M; Workers Comp & Employer Liability \$1M. SOF, JV's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. SOF, JV requires that Subcontractor and Supplier price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Hwy 80 Pave at Willow - Hercules • Caltrans
#04-4G3904**

BID DATE: May 14, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Cold Plane AC, Reconstruct MBGR, Crack Treatment, AC Dike, Tack Coat, Roadside Sign, Detectable Warning Surface, Minor Concrete, Pedestrian Barricades, Striping & Marking, Loop Detector, Electrical 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 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.

Hunter Point Shipyard Opportunity to provide Construction Assistance to Local Contractors

Lennar Urban is requesting qualified interested companies to respond to a public request for proposals to develop and operate the Construction Assistance Program to project area contractors interested in the Hunters Point Shipyard development.

Proposals due June 3, 2013.

For more information go to

**<http://mission.sfgov.org/OCABid>
Publication/BidDetail.aspx?K=6675 9**

Young Entrepreneur

Continued from page 1

in an environment that causes you to be against the wall and maybe is a little uncomfortable, but being around it enough times you start to own it and you start to get a little bit more belief, in increments, in yourself and all that adds up to where you're comfortable in your own shoes..."

6. Don't Be Flash with Cash!

One of the surest ways to show you are serious about your business idea is to demonstrate that you can manage your cash and keep it flowing. Look for ways to keep costs low. Consider working part-time when you launch your company; this will help you build your business with less risk and provide you with a steady cash flow from another source. Once you've established a base, then transition to full-time business ownership.

You should also utilize technology and the resources around you to keep costs low – think of using garage space to store inventory instead of paying for a warehouse, or use social media to

make the most of low-cost marketing.

7. Need Financing? – Do Your Homework

Securing financing as a young entrepreneur can be particularly challenging. Without a credit history or career history, finding someone who will entrust their money to you isn't going to be easy. But with a solid business plan and commitment to success, investors are out there ready to take you seriously. Here are just some of the options that young entrepreneurs can explore:

- Borrowing from Friends and Family
- Bootstrapping
- Peer-to-Peer Lending and Crowdfunding
- Microloans

Also read What Lenders Look For and Tips for Winning them Over.

8. Look Like a Pro

It goes without saying, or does it? Try to look like you are serious about what you are doing.

Whether you are meeting customers, potential partners, mentors or investors – clean up your act. No, you don't need to wear a suit all the time, but dress appropriately. "Remember, you might need to overcome some preconceived ideas about what teenagers are like, so be sure your looks and your language reflect the fact that you're serious about your business," advises Young Entrepreneur's, Adam Toren. "When communicating through email, use spell check and keep slang and abbreviations to minimum. If you're polite, professional and knowledgeable, your potential customers are sure to take you seriously."

More Information

Young entrepreneurs can get more tips and practical guidance about starting a business in SBA's online course: *Young Entrepreneurs - An Essential guide to Starting Your Own Business*. Also check out SBA's Young Entrepreneurs guide for resources and programs to get you started.

Source: U.S. Small Business Administration

REQUESTS FOR BIDS & SUB-BIDS

WEST BAY BUILDERS INC. is requesting bids from **LBE** subcontractors, suppliers & truckers for the following project.

E.S.E.R. Bond No. Fire Station No. 36 Comprehensive Renovation – Contract No. 7427A
109 Oak Street, San Francisco

Owner: City and County of San Francisco Dept. of Public Works

Bid Date: 5/15/13 @ 2:30 PM Estimate: \$3 million 13% LBE Goal

Scope: Complete interior renovation and elevator addition to an existing 1961 San Francisco Fire Station. The renovation includes accessibility, mechanical, electrical and life safety upgrades as well as new finishes and enclosure systems including windows, roofing and stucco repair and paint. The project is pursuing LEED Gold for Commercial Interiors.

TRADES NEEDED (but not limited to): Trucking; selective structure demo; concrete form work and cast-in-place; ornamental metal; structural metal framing; metal decking; cold formed metal framing; pipe and tube railings; decorative metal; rough carpentry; architectural woodwork; wood veneer paneling; thermal and moisture protection; doors/frames/windows/hardware; non-structural metal framing; plastering; gypsum board; tiling; acoustical ceilings; resilient base and accessories; resilient athletic flooring; painting; concrete floor sealing; signage; toilet compartments/accessories; metal lockers; metal storage shelving; fire protection; appliances; furnishings; hydraulic elevators; plumbing; HVAC; electrical; communications; electronic safety and security; asphalt.

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required, unless contract is under \$200,000. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

WBB is willing to discuss breaking down bid items into economically feasible units for minority participation. Our estimating department is available for assistance with bonding, lines of credit, insurance, equipment, supplies and/or materials. The Small Business Administration (www.sba.gov), the California Dept. of General Services (www.dgs.gov) and U.S. Dept. of Transportation Office of Small and Disadvantaged Business Utilization (www.osdbuweb.dot.gov) may also be able to offer financial assistance and/or information regarding insurance and bonding. Plans and specs may be viewed in our office at 250 Bel Marin Keys Blvd., Bldg. A, Novato Monday through Friday from 7:30 AM to 4:30 PM or at local bay area builder's exchanges or digital files can be downloaded at www.sfdpw.org/biddocs.

WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER

Contact: Cindy Orme (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: cindy@westbaybuilders.com

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 580 Rubber HMA Overlay, Richmond - Caltrans #04-3E4404

BID DATE: May 7, 2013 @ 2:00 PM

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

O.C. Jones & Sons, Inc.

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

Contact: Dan Palmer

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.

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 80 Pave at Willow - Hercules • Caltrans #04-4G3904

BID DATE: May 14, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Cold Plane AC, Reconstruct MBGR, Crack Treatment, AC Dike, Tack Coat, Roadside Sign, Detectable Warning Surface, Minor Concrete, Pedestrian Barricades, Striping & Marking, Loop Detector, Electrical 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

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.

WEST BAY BUILDERS INC. is requesting bids from DVBE subcontractors, suppliers & truckers for the following project

Building G & N Classroom Modernization – Independence High School – San Jose, CA
Owner: East Side Union High School District
PLEASE NOTE THIS PROJECT IS SUBJECT TO A PLA
Bid Date: 5/15/13 @ 1:00 PM

Estimate: \$4.8 million • 3% DVBE goal

Scope: This project consists of modernizations to six (6) buildings on the Independence High School Campus at the G and N quads. Interior and exterior hazardous abatement, minor demo, partition construction, finishes, door and window replacement, casework, mechanical system, plumbing, electrical, lighting, telecome, fire alarm and minor structural modifications.

TRADES NEEDED (but not limited to):

Trucking; tree protection/removal; selective demo; restoration of surfaces; site concrete; fixed access ladder; rough and finish carpentry; custom casework; bldg. insulation; weather barrier; built up bituminous roofing; sheet metal flashing; roof accessories; joint sealers; doors/windows/frames; painting; gypsum wallboard systems; ceramic tile; acoustical ceilings; resilient base; vinyl composition tile; rubber floor; painting; wall panels; signs; toilet room accessories; fire extinguishers and cabinets; metal library shelving; countertop; plumbing; HVAC; lighting; electrical; communications; electronic safety and security; asphalt paving; base course; irrigation; asbestos/lead/PCB abatement.

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required, unless contract is under \$200,000. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

WBB is willing to discuss breaking down bid items into economically feasible units for minority participation. Our estimating department is available for assistance with bonding, lines of credit, insurance, equipment, supplies and/or materials. The Small Business Administration (www.sba.gov), the California Dept. of General Services (www.dgs.gov) and U.S. Dept. of Transportation Office of Small and Disadvantaged Business Utilization (www.osdbuweb.dot.gov) may also be able to offer financial assistance and/or information regarding insurance and bonding. Plans and specs may be viewed in our office at 250 Bel Marin Keys Blvd., Bldg. A, Novato Monday through Friday from 7:30 AM to 4:30 PM or at local bay area builder's exchanges or at ARC-San Jose 408-295-5770.

WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER

Contact: Cindy Orme (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: cindy@westbaybuilders.com

PUBLIC LEGAL ADVERTISEMENTS

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:

MULTIPLE LOCATIONS – HOUSING EMERGENCY STORAGE CONTAINERS Project Number: 10000-189

Description of Work: Provide foundation pads at eight locations for placement of University furnished containers. Provide associated site work and crane for placement of containers on footings as indicated in drawings and specifications.

Bid Deadline: Sealed bids must be received on or before **Tuesday, May 21, 2013 at 3:00 PM.**

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

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on **Tuesday, May 7, 2013** beginning promptly at **2:00 PM.**

**PLEASE VISIT OUR WEBSITE AT:
<http://ppc.ucsc.edu> FOR THE TEXT OF
THE FULL ADVERTISEMENT AND
INFORMATION ON HOW TO OBTAIN
BID DOCUMENTS.**

SAN FRANCISCO MUNICIPAL TRANSPORTATION AGENCY

NOTICE

In accordance with requirements of the U.S. Department of Transportation (DOT) as set forth in 49 CFR Part 26 (Part 26), the San Francisco Municipal Transportation Agency ("SFMTA") hereby notifies the public that it intends to establish an overall goal of nineteen percent (19%) participation by Disadvantaged Business Enterprises (DBEs) for Federal Fiscal Year (FFY) 2014-2016, to be attained by race-neutral measures. To facilitate participation by DBEs without regard to race, ethnicity and gender, SFMTA will implement small business enterprise (SBE) participation goals on federally-assisted projects.

Information pertaining to this proposed DBE goal is available for inspection 8:30 A.M. to 5:00 P.M., Monday through Friday, at the SFMTA Contract Compliance Office (CCO) at One South Van Ness Avenue, 6th Floor, San Francisco, CA 94103, for thirty (30) days following this publication. Comments will be accepted for forty-five (45) days from date of publication. Comments may be sent to the SFMTA CCO at the above address. CCO can be contacted at 415-701-4443.

CNS-2474757#
SMALL BUSINESS EXCHANGE

CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1452J (ID No. FCE13072) SOMA WEST SKATE PARK AND DOG PARK

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on May 29, 2013**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$ 15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located below the Central Freeway Viaduct between Stevenson and Otis along Duboce for the Skate Park; between Stevenson and Valencia for the Dog Park and on Duboce Ave between Stevenson and Mission for Storm Drain Work. The Work includes traffic routing work; hazmat abatement; demolition; grading and drainage; sewer; electrical; concrete and asphalt paving; concrete pile driving and masonry work and all other related work in accordance with the drawings and specifications. The time allowed for completion is 210 consecutive calendar days. The Architect's estimate is in excess of \$2,500,000. For more information, contact the Project Manager, Frank Filice at (415) 558-4011.

Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. **Subcontracting goal is 25% LBE.** Call Sel-

ormey Dzikunu at (415) 558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on 1:30 p.m. on May 6, 2013 in the Main Conference Room, 5th Floor, 30 Van Ness Ave, SF CA.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

Class "A" license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

Right reserved to reject any or all bids and waive any minor irregularities.

5/2/13

CNS-2477365#
SMALL BUSINESS EXCHANGE

UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

ADVERTISEMENT FOR BIDS

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

PROJECT NO. 9559810 HOSPITAL DATA CLOSET UPGRADES MINOR MEP UPGRADES (CP: #3, #5, #11, #13 & #14)

Description of Work: Project consists of five Construction Packages (CP) plus supporting documentation. 1. CP #3 – Central clock system extension from SESP building head end location through the East Wing 2. CP #5 – New telecommunication system bonding backbone throughout existing telecom rooms in the Davis Tower, University Tower and East Wing 3. CP #11 – Minor cooling and electrical upgrades for East Wing IT spaces 4. CP #13 – Minor cooling and electrical upgrades for North/South Tower IT spaces. 5. CP #14 – Minor cooling and electrical upgrades for University Tower IT spaces. 6. Working in and around hazardous materials. 7. Installation of new owner-furnished contractor installed cooling units.

Procedures: Bidding Documents will be available at **9:00 AM on 04/26/2013**, and will be issued only at:

Facilities Design and Construction
4800 2nd Avenue, Suite 3010, Sacramento, CA 95817
Tel.: 916-734-7024; Fax: 916-734-7751
contracts@ucdmc.ucdavis.edu

Bidders must attend a **MANDATORY** pre-bid conference at **10:00 AM on Tuesday, May 7, 2013**. For details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

Bids will be received only at: Facilities Design and Construction

Bid Deadline: Sealed bids must be received on or before **11:00 AM, Tuesday, May 21, 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: B – General Building and/or C-10 – Electrical.

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: \$853,000

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
University of California, Davis Health System APRIL 2013