

SBE TODAY

SMALL BUSINESS EXCHANGE

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DIVERSITY IN ACTION -

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The Importance Of Business Credit And How To Get It



Photo courtesy of SmallBizTrends

Written by Allen Wallace Rockefeller

The U.S. prides itself on the entrepreneurial spirit. When a small business owner decides to incorporate his or her business, that small business owner has just begun the process of creating a brand new and separate entity. Basic business law dictates that a corporation is a "separate and distinct legal entity having its own privileges and liabilities distinct from those of its member.

Given this information, it then becomes essential and relevant that small business owners develop and maintain a unique and separate business credit profile. Every small business and or micro business (micro businesses are usually defined as having revenues of \$250,000 or less and fewer than 5 employees) can and should establish their business credit. Just as it is important to maintain a personal credit profile, the same care, if not more, is needed to maintain a business credit history.

In addition to confirming the credibility and legitimacy of a company, understanding and establishing a proper business credit profile can be a powerful tool for obtaining

different types of financing or capital. It also limits the personal liability of the owners as well. Purchasing goods or services under the name of a properly structured business entity can possibly afford the owner or owners some personal protection if the business finds itself in a position of litigation or debt. Although business credit and personal credit are two distinct components, it is the aim of every small business owner to understand how both play a factor when attempting to acquire business loans, revolving lines of credit, vendor or trade credit, etc.

Understanding the basic principles of business credit is relatively simple. Primarily, a business profile or history usually starts as soon as an entity becomes incorporated – whether as an LLC, S-Corp or C-Corp. Once your business registers with a particular state, the business is then recognized as an entity, capable of doing business legally within that state or beyond. Whether it involves itself as a, "for profit or non-profit" organization, is also entirely up to the creator or creators of the company. Also, obtaining the company tax id or E.I.N. (Employer Identification Number) from the IRS, as well as any perti-

nent business licenses is important.

Here are a few steps that any new or existing business can do to establish a profile or grow an existing business credit history.

Establishing Business Credit

First, business owners must understand that the rules governing personal credit are totally different than the rules for business credit. For example, with personal credit, once a hard inquiry is made, the personal credit score drops significantly. With an inquiry into a business history, the score, which is usually referred to as a Paydex or Intelliscore, doesn't get affected. These scores usually range in the area of 0 to 100 - where the score of 100 is basically ideal. Also, anyone willing to pay a certain fee to the business credit bureaus can have access to most any business profile of any company.

The two main organizations that are top ranked in the business credit industry are Dun and Bradstreet and Experian Business.

Continued on page 6

SMALL BUSINESS EXCHANGE

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REQUESTS FOR BIDS & SUB-BIDS

WE ARE REQUESTING QUOTES FROM ALL CERTIFIED DVBE/MBE/DBE/WBE CONTRACTORS FOR THE FOLLOWING PROJECT:

**Monroe Elementary School, Project No. 11501
260 Madrid Street, San Francisco, CA 94112**

BID DATE/TIME: Tuesday, October 15, 2013 @ 2:00 PM

PROJECT DESCRIPTION: Extensive modernization and voluntary partial seismic strengthening: Modernize existing building including but not limited to construction of accessible restrooms, new finishes throughout, remodel all classrooms, provide new casework, provide new warming kitchen, modernize and expand multi-purpose room, modernize library, braced frame modifications and footing upgrades, fire sprinkler & fire alarm systems, and hazmat abatement. Disconnect and demolish (e) portable classroom & toilet buildings. Site work including but not limited to replacement of fence & gates, play structure modifications and new safety mats, ADA ramps & door landings, Hazmat abatement, and resurfacing and striping of yard.

PREVAILING WAGE RATES EST. \$6,500,000.00 PLA/PROJECT LABOR AGREEMENT

Plans are available to view at the Fine Line Construction office or you can contact us in writing and request that we send them electronically to you. You may also purchase or view them at the following locations: ARC Northern California; Asian Inc; Most all Northern CA Builder Exchanges; EBidboard; El Dorado Builder Exchange; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builder; Reed Construction Data; Sub-Hub.

Trades Needed (but not limited to): SITE CONSTRUCTION, CONCRETE, METALS, WOOD AND PLASTICS, THERMAL AND MOISTURE PROTECTION, DOORS AND WINDOWS, FINISHES, SPECIALTIES, EQUIPMENT, FURNISHINGS, SPECIAL CONSTRUCTION, MECHANICAL, ELECTRICAL, AND HAZARDOUS MATERIALS.

PLEASE SEND BIDS TO (415) 512-7688 NO LATER THAN 1:00 PM ON THE DATE OF BID

Fine Line Construction is signatory to the Carpenter's and Laborer's Agreements. Successful Subcontractors will be expected to execute a standard Fine Line Construction Subcontract Agreement.

WE ARE AN EQUAL OPPORTUNITY EMPLOYER



Project Name: Hunter's View Phase II - Infrastructure

Location: San Francisco, California

Bid Date: October 24, 2013 @2pm

Pre-Bid Conference: October 10, 2013 @10am

Location: West Point Rd. Hunters View in San Francisco within the fenced construction site. Meet outside existing job trailer at the corner of West Point and Middle Point.

Cahill/Nibbi JV has been selected as the General Contractor for the Hunter's View Phase II Infrastructure project in San Francisco, CA. We are requesting bid proposals from qualified subcontractors including those certified with the Successor Agency to SFRA. Interested subcontractors will receive an email notification via NewForma to download bid documents in order to provide proposals no later than Thursday, October 24, 2013 @2:00pm. The project will consist of performing all building services and utility infrastructure work for Phase II. Work includes, but is not limited to demolition of building slabs and foundations, earthwork and shoring, security, survey, joint trench, site utilities and exterior improvements such as landscape, asphalt and concrete paving. The Successor Agency to SFRA participation goal has been established for this project at 50% for SBE Subcontractors and we highly encourage all certified firms MBE, WBE, SBE and LBEs to bid.

For information regarding this project please contact Alan Holmberg via email at alanh@nibbi.com

To obtain bid and contract documents please email Kristin Medwick at kristinm@nibbi.com.

FAX OR EMAIL PROPOSALS TO: NIBBI BROTHERS GENERAL CONTRACTORS

Fax: 415-241-2951 / Email: bids@nibbi.com

We are requesting bid quotations from all DVBE, SBE, CBE, WBE, & MBE Subcontractors and Suppliers for the following:

Project: Monroe Community Wellness Center 9119 Haskell Avenue, North Hills, CA 91343

Description: Design-Build, New 1-story building. Wood frame structure. Approximately 13,600 SF.

• Prevailing Wage • Local hiring requirements

Bid Due Date: October 18, 2013 at 2pm

Contact: **Monica Jimenez (626) 304-1190**

199 S. Los Robles, Suite 300 • Pasadena, CA. 91101

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors for:

RFP No - 90146

**Consulting and Quality Assurance Oversight Services for Financial and Human Resources Management Systems Replacement Los Angeles Department of Water & Power
Bid Deadline: October 3, 2013 by 2:00pm**

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

Schafer Consulting

34179 Golden Lantern #105, Dana Point, CA 92629

Phone: 949-388-4577 • Fax: 949-284-4008

Contact Person: **Nancy Schafer**

Email address: nschafer@schaferconsult.com

BARNARD CONSTRUCTION COMPANY INCORPORATED,

an Equal Opportunity Employer, is seeking quotes from certified SBE/DVBE firms and other Subcontractors and Suppliers for the

Construction of the Owens Lake Dust Mitigation Project Phase 7a (No. 7375)

Opportunities Include: Electrical, instrumentation, process controls, fiberglass buildings, architectural landscaping, misc. waste management services, brick/stone/related material, carpentry, industrial equipment, construction machinery, concrete contractors, structural metal mfg., hardware mfg. & wholesale, masonry, telecommunications, painting, petroleum wholesale, plumbing & heating equipment/supplies/contractors, ready-mix, and water/sewer/pipeline construction.

Owner: Los Angeles

Department of Water and Power

Bid Date:

Tuesday, October 22, 2013 at 2:00 p.m.

Project Location: Lone Pine, California

Plans and Specs: Complete sets are available from the Supply Chain Services, c/o Vendor Liaison Center, Room L43, 111 North Hope Street, Los Angeles, CA 90012, Phone (213) 367-2252. A deposit of \$100 will be required for each complete set.

Upon request, Barnard will assist interested SBE/DVBE firms in obtaining bonds, lines of credit and/or required insurance. Barnard will, when economically feasible, divide total contract requirements into small portions to permit maximum SBE/DVBE participation.

For additional information, please contact **Sharon Henderson** at (406) 586-1995 or sharon.henderson@barnard-inc.com.

BARNARD CONSTRUCTION COMPANY INCORPORATED

P.O. Box 99, Bozeman, MT 59771

Ph: (406) 586-1995 • Fax: (406) 586-3530

California License Number: 555983

REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers
For Construction of Magnolia Avenue/BNSF Railway Grade Separation
In the City of Riverside and Home Gardens area For the
County of Riverside Transportation Department
Project No.: B7-0784
DBE Goal: 2.9%
Bid Date: October 16, 2013 – 2:00 PM

Plans and Specifications are available for view at our main office in Riverside or May be purchased from the Transportation Department at: 3525 14th Street, Riverside, California 92501. (951) 955-6780.

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Water Pollution Control, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Asphalt Concrete Pavement, Remove Concrete, Bridge Removal, Clearing and Grubbing, Remove Tree, Roadway Excavation, Lead Compliance Plan, Imported Borrow, MSE Walls, Temporary Shoring, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Slurry Seal, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Furnish & Drive Steel Pile, Noise Monitoring, CIDH Concrete Piling, Prestressing, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structural Concrete (Approach Slab), Structural Concrete (Barrier Slab), Architectural Treatment, Anti-Graffiti Coating, Decorative Tile, Minor Concrete, PTFE Bearing, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Masonry Walls, Structural Steel, Painting Structural Steel, Roadside Sign, Install Sign, Reinforced Concrete Pipe, Welded Steel Pipe Casing, RCP Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete (Structure), Rock Slope Protection Fabric, Isolation Casing, Miscellaneous Metal (Bridge), Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Wrought Iron Fence, Chain Link Railing, Metal Railing, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Pavement Marking, Traffic Stripe, Pavement Marker, Landscaping, Irrigation, Signal & Lighting, Lighting & Sign Illumination, Ductile Iron Pipe, Waterline, Fire Hydrant, Sewer Pipe

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

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449
 Email: jerome.dipadova@skanska.com



Santa Clara Valley Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700

Procurement opportunities through Skanska-Shimmick-Herzog will be diverse and ongoing. Please visit: www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO

Sukut Construction, LLC

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

Subcontractors

Electrical, Electrical Trenching, Rail Installation, Asphalt Paving, Concrete Paving, Concrete Curb & Gutter, Demolition, Structural Steel Erection, Fence and Barriers, Painting, Striping, Hazardous Material Removal, Reinforcing Steel, Survey

Vendors

Reinforced Concrete Pipe, PVC Pipe, Ductile Iron Pipe & Fittings, Ready Mix Concrete, Aggregates, K Rail, Misc. Metal, Pre-Fab Buildings, Pre-Fab Canopy, Signs, Trucking, Temporary Offices, Geotextiles, Pre-Cast Concrete Vaults, CPM Scheduling, SWPPP

HARBOR DEPARTMENT of the CITY OF LOS ANGELES

Port of Los Angeles

Berths 142-143 Backland Improvements

San Pedro, CA

Specification No. 2756

BID DATE October 15, 2013 @ 2:45 p.m.

Sub & Vendor Bids Due Prior



Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Steve Reiser

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

Plans/specs are available from owner and for viewing at our office – please call for an appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC is an Equal Opportunity Employer

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CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 2143J (ID No. FCE14028) BROADWAY TUNNEL VENTILATION UPGRADE

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on October 16, 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 St., 4th Fl, S F, CA, 94103, tel: 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 at the Broadway Tunnel between Hyde and Mason Streets and consists of replacing two supply fans, refurbishing two existing supply fans, installing a new carbon monoxide (CO) sensor system, replacing the electrical feeder lines be-

tween the two tunnel ventilation rooms and installing a Building Management System (BMS). The time allowed for completion is 240 consecutive calendar days. The Engineer's estimate is in excess of \$900,000. For more information, contact the Project Manager, Raymond Lui at 415-558-4585.

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Section 01 31 33 for more details.

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 **20% LBE**. Call Selormey 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 **October 2, 2013 at 1:30 p.m.** in the Electrical Conference

Room, 30 Van Ness Ave., 5th Floor, SF.

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" or "C-20" license required to bid.

In accordance with SFAC 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 Sec. 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 Dept. 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.

**CNS-2537530#
SMALL BUSINESS EXCHANGE**

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 Job Order Contract are invited for the following Work:

Firestop Work, Duct Cleaning, Sealing And Minor Repairs

Contract No.: JC0007

UNIVERSITY OF CALIFORNIA, SAN FRANCISCO MEDICAL CENTER

DESCRIPTION OF WORK:

The University is seeking to hire a Contractor for renovation work that will be delivered by Job Order Contracting (JOC). As described in more detail in the bidding documents, work under the JOC will be limited to the following:

Fire Stop Work: Inspect areas of multiple UCSF Medical Center buildings. Repair minor non-conforming penetrations and joints discovered during the inspection using UL classified materials and fire stop systems.

Duct Cleaning: Remove visible surface contaminants and deposits from within the Heating, Ventilating and Air Conditioning (HVAC) system.

Duct Sealing: Perform a complete Thermal Imaging Survey to identify all leakage points. Prepare and seal all identified leaks internally including points of connections, transitions and fire damper assemblies. Repair air handler access doors, seals, and pipe penetrations.

Infection Control: Provide Infection Control for 3rd Parties working at the UCSF Medical Center as re-

quested.

Documentation & Reporting: Provide written reports and photo documentation of work scope as requested.

Work performed under this Job Order Contract will be stand alone; any similar work that is performed as part of another project will be integral to that project and not considered within the scope of this contract.

The Job Order Contract awarded under this solicitation will have a Maximum Job Order Contract amount of \$500,000.00 for the initial one (1) year term with two (2) one (1) year options for, \$500,000.00 each. Individual Job Order authorizations will range from \$2,500 to \$500,000.

BIDDER QUALIFICATIONS: To be eligible for consideration of award, bidders 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 to Bidders at 10:00 am Tuesday September 24, 2013 and will be issued only from:

UCSF Documents Media & Mail (UCSF-DMM)
1855 Folsom Street, Room 135
San Francisco CA 94103
Contact Persons: Ben La (415) 476-5030 (9AM-5PM)
Lisa Gee (415) 502-4523
Fax No. (415) 476-8278

Bidding Documents can be viewed and may be ordered on line at the following website address:

<http://www.ucsfplans.com/>
Click "UCSF Medical Center" link

Bidders must attend a mandatory pre-bid conference on **Tuesday October 1, 2013 at 10:00 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 must be received on or before 2:00 PM, on **Tuesday October 15, 2013**. 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 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:

LICENSE CLASSIFICATION: General Building Contractor or Non Specialized Contractor (Duct Cleaning)

LICENSE CODE: B or D64

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, San Francisco Medical Center
August 2013

PUBLIC LEGAL ADVERTISEMENTS

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ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a Unit Price Job Order ("UPJO") contract are invited for the following work:

DEMOLITION UNIT PRICE JOB ORDER - FACILITIES MANAGEMENT 2013 Project Number 3744157

DESCRIPTION OF WORK: The University is seeking to hire a contractor to perform demolition construction work on an "as needed" basis that will be delivered by Unit Price Job Order (UPJO), and occurring on the UCLA Westwood campus. As described in more detail in the Bidding Documents, work under the UPJO will be limited to the following:

Demolition work related to Minor Capital Improvement Projects as well as work which includes repairs of, or alterations to, campus buildings, structures, or facilities to continue their usability at the designed level of service. Each Job Order shall have at least 51% of the work within the advertised license classification specified herein. Work outside said license classification may be self-performed by Contractor when said work is considered incidental and supplemental. In such cases, the value of said incidental and supplemental work shall not exceed 5% of the Job Order Sum. If the work outside the Contractor's license classification exceeds 5% of the Job Order Sum, then Contractor must either hold the appropriate additional specialty license classification or subcontract the work to an appropriately licensed subcontractor.

Refer to Exhibit 20 of the bidding documents for demolition construction work excluded from this UPJO.

The total combined cost for all Job Orders issued will not exceed the Maximum Contract Value of \$1,000,000.00 during the 1-year Base Term and \$1,000,000.00 during each 1-year Option Term, if exercised by University. When the work of a job consists only of the trade of this UPJO, the cost of any individual Job Order Authorization will be from \$50,000.00 to \$500,000.00. When the work of a job consists of multiple trades, the cost of any individual Job Order Authorization for this UPJO will be from \$500.00 to \$500,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on September 20, 2013, and will be issued at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501
Website: <http://socal.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., October 18, 2013

MANDATORY PRE-BID CONFERENCE: A mandatory Pre-Bid Conference will be conducted on September 27, 2013 beginning promptly at 10:00 a.m. Only bidders who participate in the Conference in its 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 Steven Chang at 310-983-3151.

(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 will last at least 2 hours.)

LICENSE REQUIREMENTS: The successful Bidder will be required to have one of the following California current and active contractor's licenses at the time of submission of the Bid:

**B License (General Building) OR
C-21 License (Building Moving/Demolition)**

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. Bidder's completed Prequalification Questionnaire must be received at the above-listed University Contracts Administration office in a sealed envelope no later than:

3:00 p.m., October 4, 2013

Bid Security in the amount of \$25,000 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).

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.capitalprograms.ucla.edu>)*



SFUSD SAN FRANCISCO
PUBLIC SCHOOLS

SAN FRANCISCO UNIFIED SCHOOL DISTRICT

ANNOUNCEMENT

**GENERAL CONTRACTOR AND
MECHANICAL, ELECTRICAL AND
PLUMBING SUBCONTRACTOR
PREQUALIFICATION PROCEDURES**

Deadline for Submission: November 8, 2013

The San Francisco Unified School District is creating a final Qualified Bidder List. All General Contractors and Mechanical, Electrical and Plumbing Subcontractors who intend to bid on District projects eligible for state funding must be on the final Qualified Bidder List. No bid will be accepted from contractors that are not on the Qualified Bidder List.

Statements of Contractor Qualifications are to be submitted to the Contracts Office, Room 208 at 135 Van Ness Avenue, San Francisco no later than 2:00 P.M., November 8, 2013.

Pursuant to AB 1565, starting January 1, 2014, it is mandatory that all General Contractors and Mechanical, Electrical and Plumbing Subcontractors who intend to submit a bid on state funded projects must provide all materials requested in this Prequalification Application and be approved by San Francisco Unified School District to be on the final Qualified Bidder List. **These potentially state funded projects include but are not limited to: Roosevelt MS, SOTA/Academy of Arts & Science HS, Burton HS, Daniel Webster ES, McCoppin ES, Garfield ES, James Lick MS, Jose Ortega ES, Lafayette ES, Longfellow ES, McKinley ES, Paul Revere ES and Sunnyside ES.**

Contractor Qualification packages are available online at <http://www.sfusd.edu/en/doing-business-with-sfusd/current-rfps-rfqs-and-rfis.html>, or for pick-up at the Contract Office Room 208, 135 Van Ness Avenue, San Francisco from **October 1, 2013 to November 1, 2013** between 8:00 AM and 4:00 PM. The qualification package will provide a Pre-Qualification Application and detailed related information. The District will conduct a **series of pre-submittal conferences at Nourse Auditorium, 135 Van Ness Avenue, San Francisco, CA on the following dates:**

**October 9, 2013
October 16, 2013
October 23, 2013**

All meetings will begin promptly at 10:00 a.m. and end at noon. Those planning to submit statements of qualification are encouraged to attend at least one meeting. The District will make a presentation on the qualification packages and answer questions on the package requirements. Driving, public transit options and available public parking for the meetings can be found on the District website at <http://www.sfusd.edu/en/doing-business-with-sfusd/current-rfps-rfqs-and-rfis.html>.

For further information on the forms and the pre-submittal conference meetings, email: **BongolanF@sfusd.edu**. The Qualified Bidder List is valid for one calendar year from date of approval. This process will be conducted semi-annually until AB 1565 becomes inoperative.

PUBLIC LEGAL ADVERTISEMENTS

STATE OF CALIFORNIA

**State of California - Natural Resources Agency
DEPARTMENT OF PARKS AND RECREATION
PUBLIC WORKS
NOTICE TO CONTRACTORS**

The Department of Parks and Recreation, Monterey District, is seeking bids for **CONTRACT C1364005 – HVAC System Upgrades - Monterey District Office (Boiler Project)**

Optional JOB SHOWING: Monday, October 7, 2013 TIME: 9:30 a.m.

Job Showing Location: 2211 Garden Road, Monterey, CA 93950

CONTRACT ADMINISTRATOR: Delane Hurley - delane.hurley@parks.ca.gov

PROJECT MANAGER: Mike Zuccaro - mike.zuc-

caro@parks.ca.gov

REQUIRED LICENCE(S): C4 - Boiler, Hot Water Heating and Steam Fitting Contractor

Budget/Engineer's Range Estimate:
\$200,000. - \$260,000.

Contractor Questions Due on Bid Sync by October 8, 2013 before 3:30 p.m.

State Answers will be posted to BidSync by 8:30 a.m. October 9, 2013

Public Bid Opening - October 9, 2013 2:30 p.m.

Project Completion: Within 60 days of Notice to Proceed

It is the expectation of the Department of Parks and Recreation that on premises, construct and deliver all materials and labor, tools, supplies, equipment,

needed transportation, and all other items of expense necessary to complete the following:

Replace the existing original boiler and associated equipment and provide an energy management system (EMS). Additionally, a range hood and exhaust flue through roof to be installed in the District Office break room. Work will include but not be limited to: full air and water balancing of heating and ventilating system; clean and make various repairs to all existing supply volume dampers and covers at floor outlets; replace existing thermostats with new zone sensors; all affected finish surfaces to be patched and finished to match existing. Contractor responsible for any needed asbestos removal from boiler equipment or pipes being removed. Asbestos removal must meet State and Federal laws and regulations. See packet for full specifications and drawings on Bidsync under contract number C1364005.

Business Credit And How To Get It

■ Continued from page 1

Therefore, once a company has been in business for a short period of time or longer, the owner can usually access his or own business credit file from one or both of the mentioned agencies to see exactly what is being reported. An individual can do a simple search on either of the above stated companies website to know if his or her company's basic information is being reported properly (ex. company name and address).

Establishing a credit history should be a gradual process. Often, new and existing business owners can be persuaded to shell out hundreds, if not thousands of dollars to expedite the creation of a business credit profile by other companies. If a business owner truly understands many of the principles and the steps involved in building a proper profile, he or she can avoid the trappings of the many so called, "business credit building" companies that guarantee \$100,000 to \$500,000 in business credit within a few months.

Growing Business Credit

Second, business owners should definitely have a business bank account if possible. By doing so, it not only helps with keeping business and personal expenses separate, but many banks report that fact to the agencies; therefore, it then becomes a plus for the business owner and helps to grow and establish your history.

The goal or main objective in developing and growing your business credit is to have other companies report favorably to the business credit agencies. This is how banks and other financial institutions make decisions on whether or not to extend credit to you and your company.

Another simple way to begin having a positive business report is to apply to vendors or companies that extend "trade credit" or "vendor credit". This is where a company will extend a new or existing business certain goods in return for prompt payment. The terms of paying back what is owed is known in the industry as "net terms". For example, a net-15 account would mean that the payment should be made within 15 days to be in good standing with the creditor company. By doing this, the creditor would report favorably and a positive history would begin to form. This is only if the company reports to the business credit agencies. There are certain companies that will extend credit but do not report. Owners should always inquire as to whether or not a company that extends business credit reports the payment history.

With trade or vendor accounts in place, an individual business can then seek "revolving lines" of credit. Revolving lines are similar to personal credit lines because payments to the creditors are usually paid on a monthly basis. These types of accounts can be found with your big box retail chains and financial institutions. With many revolving lines, often a personal guarantee (the owner is asked for his or her social security number on the application) is requested. The owner can sometimes be held liable for any late or outstanding debt that the company owes. If possible, businesses should

have at least two to three revolving accounts reporting on the business credit profile and approximately 3 to 4 of the net accounts.

This will allow for a solid profile – any extra accounts just adds to the credibility of the company in a positive way.

Using Credit to Get Capital

Applying for credit from traditional banks without a solid business credit profile can cause small business owners to fall short. When applying to banks, credit unions or other financial organization, that financial concern will sometimes require that a personal credit check or history to be taken into account. If the owner has a poor credit history and or no business credit history, he or she may be turned down for the loan or revolving account from that financial operator. In addition, if that business owner has spectacular credit with no business credit, the bank or financial concern may require that the full liability rests with the owner if the loan is granted. Ultimately, both a solid personal credit history and business profile may be needed when attempting to secure certain types of financing.

Fortunately, for small business owners who are seeking capital for their new or existing business, who may not have the proper personal credit required or business credit, many non-profit and small business organizations, are willing to train, develop and occasionally extend some form of credit to these individuals and even direct them to other partnering institutions that may be willing to assist.

Once a company that is incorporated finds itself in search of financing of any sort, that organization must have certain factors in place so it can have a more substantial chance of obtaining the necessary credit that it seeks. Again, this is done by creating the proper profile or history for the business. The goal is to have several accounts (trade and revolving) reporting favorably over time. Obtaining a score of 75 to 100 with the business credit agencies is particularly ideal. Also, Dun and Bradstreet, one of the main business credit agencies mentioned, gives out what is known as a D.U.N.S number. This number helps to identify a company in the system. All business owners should make sure that they have this number readily available. It is also required if a small business owner wishes to contract with or do business with any government agency. A business owner can apply for this number on the Dun and Bradstreet website – it is free to get.

It is imperative for the small business owner to understand that the steps mentioned above are not the absolute rule but they are meant to give a basic understanding of what is usually needed to establish a business credit history and what it takes to obtain certain types of financing. Any additional components, such as company financials and tax history, may also be required when applying for financing.

- See more at: <http://www.icic.org/connection/blog-entry/blog-the-importance-of-business-credit-and-how-to-get-it#sthash.MJU98oSS.dpuf>

Source: Initiative for a Competitive Inner City