

## SBE NEWS ALERT

# 6 Options for Financing Your Small Business Marketing Plan



**By Caron Beesley**

According to LegalZoom, small businesses spend up to 50 percent of their sales on introductory or marketing launch programs, while established businesses can spend up to 30 percent.

That may sound like a considerable chunk of change, but marketing is a must for small businesses – it gets you attention, helps build brand, generates demand and wins customers. But too often, marketing is seen as an unnecessary frivolity and is often the first cut from budgets when cash flow projections aren't so healthy.

So how should you finance your small business marketing? If you can't afford to allocate a sufficient slice of your sales revenue to fund your marketing strategy, you might consider financing it just as you would new equipment or inventory. Let's take a look at your options.

### If you're starting up

Credit cards, crowd-funding and even friends and family are popular sources of financing for

new businesses. Another popular option for new businesses is a line of credit.

A line of credit is a given amount of money you can borrow when you need it, and repay back when you don't. Because you can draw on it when you need it, you can continue to finance your marketing strategy over time. Lines of credit can also be more advantageous to start-ups because you only have to pay interest on the money you use – if your credit line balance is zero one month – you pay nothing, much like a credit card.

Read more about your options in Marco Carbajo's blog: Which Unsecured Business Lines of Credit are Best for Your Business?

### If your business is established

A line of credit and the other funding sources mentioned above are still useful for established businesses, but as your business matures and becomes both profitable and cash-flow positive, you may want to consider obtaining a loan to finance your marketing.

One option is the SBA Microloan program. These loans range from \$500 to \$50,000 and are administered by microlenders (as opposed to

traditional banks who won't consider lending such small amounts). Microloans are well suited to start-up and smaller businesses such as retailers, restaurants, hair salons, and so on, that don't have huge financing needs and may or may not have great credit. Inc.com offers a great explanation of the pros and cons of microloans.

If you need more funds, consider the SBA Express loan program. A subset of SBA's flagship 7(a) loan program, SBA Express is designed for businesses with financing needs up to \$350,000. The proceeds can be used to finance a variety of business activities and no collateral is required for loans up to \$25,000 (although a business plan and strong business credit are essential).

■ Continued on page 2

## SMALL BUSINESS EXCHANGE

### SBE OUTREACH SERVICES

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

#### Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://www.sbeinc.com)

#### Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

#### Telemarketing

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

#### Computer Generated Reports

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

#### Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://www.sbeinc.com)

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

Fax: (415) 778-6255

#### Publisher of

Small Business Exchange  
weekly newspaper

# California Sub-Bid Request Ads

RGW Construction Inc. is seeking all qualified LBE (Local Business Enterprises) and SLBE (Small Local Business Enterprises) for the following project:

**I-880/SR-92 Reliever Route – Phase 1**

**City Project No. 5197**

**Engineer Estimate: \$11,960,000 - 260 Working Days**

**Goal: LBE 60%-SLBE 20%**

**Bids: January 13th, 2015 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to):** Fabric & Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear and Grub, Landscaping, Erosion Control, Irrigation, Limetreatment, Aggregate Base, Asphalt Paving, AC Dike, Grinding, Pile Driving (Sheet Pile), Soundwall-Masonry or Precast, Signs Roadside, Concrete Curb & Sidewalk Misc., Fencing, Survey Monument, MBGR, Thermoplastic Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Lighting & Sign Illumination, Surveyor, SWPPP Planning, Water Truck, Sweeper, Storm Drain (Underground), Relocate Commercial Sign, Dewatering, Pipe Supplier (Storm & Water, Sewer), Electrical (Joint Trench) & Trucker.

**Scope of Work:** Pavement widening, reconstruction & realignment, curb & gutter, sidewalk, AC dike, concrete lined ditch, grind a& overlay, catch basin, modification of traffic signals, traffic striping, pavement marking and signing.

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

Plans and Specs are available to view and copy at our office or the City of Hayward, 777 "B" Street, 2nd Fl., Hayward, CA 94541 510-583-4730. Contact John Pitsch 925-606-2400 johnp@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. 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

Seeking MBE, DVBE, DBE, WBE, Underutilized/Disadvantaged Business Enterprise (U/DBE) subcontractors and suppliers for

**SR 15 Mid-City Bus Rapid Transit (BRT) Project**

**IFB No. 5007000 (CIP No. 1201507)**

**Project Owner: San Diego Association of Governments (SANDAG)**

**Project Location: San Diego, CA**

**Bid Date: January 28, 2015**

**Trades:** SWPPP, Traffic Control, Striping, Fence, Signage, Landscaping, AC Paving, CIDH, Rebar, Coatings, Glass/Glazing, Jack & Bore, Misc. Metal/Structural Steel, Barrier, Electrical, Elevator

## **Pulice Construction, Inc.**

591 Camino de la Reina, Suite 1250 • San Diego, CA 92108

Phone: (619) 814-3705 • Fax: (619) 814-3770

Contact: **Arinda Cale**, [acale@pulice.com](mailto:acale@pulice.com); **Kimberly Bell**, [kbell@pulice.com](mailto:kbell@pulice.com)

An Equal Opportunity Employer

## 6 Options for Financing Your Small Business Marketing Plan

■ Continued from page 1

The application process is also more streamlined and benefits businesses who need easy access to funding – loans are usually reviewed and approved within 36 hours.

Read more about what SBA loans are all about and talk to an SBA lender to help determine your eligibility for the Express program.

### The bottom line

Marketing is an investment in future sales – whether you're a freelancer in need of a new website to attract more clients or a retail store looking to generate more foot traffic. Don't ignore it. If you're not convinced, read these 10 Reasons You Can't Afford Not to Market Your Small Business from the Udemy blog.

Source: U.S. SBA

## Small Business Exchange

### The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

**Look no further. We have them all in our database**

Need construction contractors and suppliers familiar with public contracting, bondable certified by cities, states and federal, and willing to work in one or many locations?

**We have that, too.**

Want to reach them by industry-specific codes (NAIC/SIC/UNSPSC)

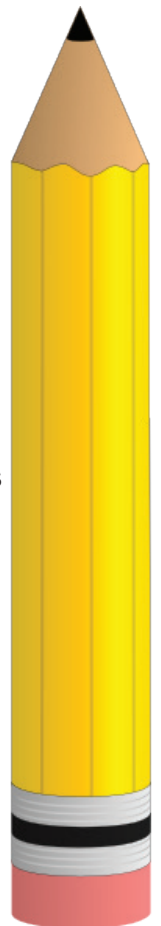
**We can do that, too**

The next time you're bidding project where time and accuracy are of the essence, call us.

**We'll make it happen.**

We are on the move to make your business better.

**Call 1-800-800-8534**



# California Sub-Bid Request Ads

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### Milpitas Station Surface Parking and Roadway Contract C740 (13002F)

Santa Clara Valley Transit Authority  
**BID DATE: December 17, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, SWPPP, Flagging, Sweeping, Temp. Hydraulic Mulch, Temp. Fence, Construction Area Signs, Clearing & Grubbing, Develop Water Supply, Erosion Control, Irrigation, Import Topsoil, Bio Retention Basin, Roadside Sign, Underground, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Bollard, Survey Monument, Striping & Marking, Signals & Lighting, Fire Hydrant, Minor Structures, Porous Paving System, Bollards, Underground, Security Infrastructure 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 DBE Participation. Plans & Specs are available for viewing at our office on the VTA's website.

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### Hwy 80, 580 Overlay Oakland Caltrans #04-4H2214

**BID DATE: January 15, 2015 @ 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, Water Pollution Control Program, Sweeping, Treated Wood Waste, Noise Monitoring, Adjust Inlet, Cold Plane AC, Clearing & Grubbing, Roadway Excavation (Type Z-2, Aerially Deposited Lead), Shoulder Backing, Structure Excavation (Type Z-2, Aerially Deposited Lead), Fiber Weed Control Mat, Rolled Erosion Control Product, Hydromulch, Fiber Rolls, Hydroseed, Rapid Strength Concrete Base, Lean Concrete Base Rapid Setting, Base Bond Breaker, High Friction Surface Treatment Epoxy Resin, Preparing Inertial Profiler, AC Dike, Geosynthetic Pavement Interlayer, Rumble Strip, Data Core, Tack Coat, Jointed Plane Concrete Pavement (RSC), Drill and Bond (Dowel Bar), Isolation Joint Seal, Grind Concrete Pavement, Structural Concrete (Approach Slab), Minor Concrete, Joint Seal, Panel Sign, Roadside Sign, Misc. Iron & Steel, Delineator, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Operation System 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

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## REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

### Hwy 80 Drainage Repairs - Fairfield Caltrans #04-1SS574

**BID DATE: January 7, 2015 @ 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, Temp. Fencing, Wood Mulch, Fiber Rolls, AC Dike and Construction Materials

### O.C. Jones & Sons, Inc.

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

Contact: Donat Galicz

An Equal Opportunity Employer

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## REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

### Hwy 35 Overlay - Saratoga Caltrans #04-3E4204

**BID DATE: January 7, 2015 @ 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, Cold Plane AC, Shoulder Backing, Crack Treatment, Geosynthetic Pavement Interlayer, Data Core, Tack Coat, Striping & Marking and Construction Materials

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## With SBE you can:

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Subcontractors, Vendors,  
and Suppliers

### REACH

Diverse Audiences of Various  
Ethnicity, Race, & Gender

### ADVERTISE

Sub-Bid Request Ad

# Jesse Jackson pushes Silicon Valley to include diversity



Gerald W. Johnson, **Small Business Exchange Inc., C.E.O.**; Rev. Jesse Jackson; Valerie Voorhies, **Small Business Exchange, Inc. Outreach and Managing Editor**

Jesse Jackson's Rainbow PUSH organized a forum to "Change the Face of Technology" held at Intel's Corporate Headquarters Mission Campus in Santa Clara on Wednesday, December 10. Van Jones, CNN commentator and founder of #YesWeCode initiative to create a diversity pipeline for high tech, provided the introduction by describing the technology industry as one "based on genius...but too much genius is left on the table." Jesse Jackson, in his opening statement, emphasized the need for a PLAN to bring all genius to the table. The "table" includes employment, education and supplier diversity.

The first panel, "Diversity and Inclusion", with representatives from Microsoft, Pandora, Google and Cisco was lead by Rosaline Hudnell, Chief

Diversity Officer at Intel. Hudnell drew a "diversity model" with key elements - ATTRACT, HIRE, ENGAGE, BUILD and SUPPORT. Panelists addressed the issue, offering each company's insight on developing what is a "cultural change" within and the need for "external conversations"

(Yolanda Mangolini, Google). Panelists concurred that "inclusion" results not only in better ideas and products, but in greater sales which remains the ultimate "driver".

The second panel offered Q&A with audience participation. Jesse Jackson prompted a call out on the need for "risk capital" RIGHT NOW! The panel was followed by a presentation on "Engineering a Diverse Pipeline" by Dr. Gary May, Georgia Tech. Georgia Tech has the most diverse

engineering department in the country. Dr. May illustrated their plan and the need for "disaggregated data".

Throughout the day it was clear that the "publishing" of data has brought demand for the push for inclusion. Jackson reiterated the need for "public rules and clear goals". Gwen Houston, Microsoft, acknowledged that there had been little progress because tech leaders have not been accountable. Houston made her case to Microsoft CEO who took action to diversify. [SBE published in December 4 edition the attendance by Jesse Jackson at Microsoft annual meeting with the commitment by Microsoft to make public the EEO-1 form.

The third panel focused on "Supplier Diversity" with panelists from HP, Google, Intel and Verizon. Each company has various procurement programs and processes.

Michael McQuarry, HP, described four focus areas which includes indirect procurement and invited interested vendors to send capability statements directly to him.

HP has a 2nd tier program and a US public program which includes set asides. HP also has a value added retail program (with different certification requirements). Chris Genteel, Google, said that Google has "decentralized buying" and also urged interested suppliers to send information directly. Minnea Moore, Intel, concurred and announced that Intel is looking for "strategic partnerships", inviting businesses to "leverage" her!

Jesse Jackson concluded with a statement on the need for a follow-through mechanism. The latter will be managed by Butch Wing, Rainbow Push Silicon Valley Project Director.



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Race, & Gender

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# California Sub-Bid Request Ads

## Turner

**City of San Jose Tenant Improvements and Office Restack  
REQUEST FOR LUMP SUM PROPOSALS  
Request for Proposal and Proposals from MBE/WBE/DVBE**

Proposals and Pre-qualifications are due, January 5, 2015 at 3:00PM

Turner Construction is accepting lump sum proposals from Union Contractor's only for the City of San Jose Tenant Improvement and Office Restack.

**Project Description:**

Tenant Improvements for 37,000 s.f. over 3 floors of office build out in the existing City Hall Wing and various tenant improvements of approximately 50,000 s.f in the existing tower building.

**Project Schedule:**

Proposals and Pre-qualifications are due, January 5, 2015 at 3:00PM  
Construction is January 2015 to September 2015

**Prequalification:**

PREQUALIFICATION PACKAGES MUST BE COMPLETED AND SUBMITTED PRIOR TO OR WITH YOUR BID PROPOSALS. AWARDS WILL ONLY BE MADE TO CONTRACTORS WITH AN APPROVED PRE-QUALIFICATION. TO RECEIVE THE PRE-QUALIFICATION PACKAGE (THIS IS THE STANDARD TURNER PRE-QUALIFICATION PACKAGE, NOT PROJECT SPECIFIC), E-MAIL: turnersfbids@tcco.com

**Project Documents:**

Project Documents will be available December 15, 2014, to receive the link to the project bid site, please e-mail: turnersfbids@tcco.com

**QUESTIONS DURING PROPOSAL PROCESS**

Direct all questions to Turner Construction via fax, attention Purchasing Department at 415-705-7949 (FAX) or e-mail at: turnersfbids@tcco.com

**Bid Packages** Turner Construction is signatory to the Carpenters and Laborers Union. For this project, all trades must be Union and all contractors are required to pay at a minimum State Prevailing Wage.

- |   |  |
|---|--|
| BP#01 - Demolition: vol +/- \$200,000                   | BP#08 - Acoustical Ceiling Tile: vol +/- \$500,000 |
| BP#02 - Misc Steel / Structural Steel: vol +/- \$95,000 | BP#09 - Flooring: vol +/- \$340,000                |
| BP#03 - Millwork / Finish Carpentry: vol +/- 330,000    | BP#10 - Painting: vol +/- \$230,000                |
| BP#04 - Doors / Frames / Hardware: vol +/- \$340,000    | BP#11 - Misc Accessories: vol +/- \$10,000         |
| BP#05 - Operable Partition: vol +/- \$150,000           | BP#12 - Signage: vol +/- \$100,000                 |
| BP#06 - Glass & Glazing: vol +/- \$250,000              | BP#13 - Equipment: vol +/- \$10,000                |
| BP#07 - Drywall: vol +/- \$880,000                      | BP#14 - Window Treatments: vol +/- \$40,000        |
|   | BP#15 - Ceramic Tile: vol +/- \$10,000             |



Best Contracting Services, Inc.  
Is requesting bids from all LBE, SBE Suppliers,  
Subcontractors and Truckers  
for the following Project:

**City of Richmond  
Recreation Center Roof Replacement  
Owner: City of Richmond  
Bid Date: Jan. 8, 2015 at 2:00 P.M.**

Trades included but not limited to: Material Supplier,  
Trucking, Demolition, ACM Removal  
To request plans and specs please go to city website:  
www.ci.richmond.ca.us/bids

Contact: Candys/Tom Ryan with any questions at  
P: (310) 328-6969, F: (310) 328-9176  
E: tryan@bestcontracting.com,  
cruffin@bestcontracting.com

**WE ARE  
AN EQUAL OPPORTUNITY CONTRACTOR**

Sub Bids Requested From Qualified  
DBE Subcontractors & Suppliers for

**City of Lincoln - Lincoln Blvd. Improvements  
Location: Lincoln, CA  
Bid Date: December 18, 2014 @ 3:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; street sweeping; striping; asphalt grinding; electrical; clearing/grubbing; landscaping; microsurfacing; and concrete flatwork.

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  
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19 PAMARON WAY, NOVATO, CA 94949  
PHONE: (415) 382-1188 FAX: (415) 883-7529

**CONTACT: ADRIANNE LEWIS**  
Email: Adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL  
CERTIFIED DVBE/SBE/DBE/WBE/MBE/  
LBE and ALL QUALIFIED  
SUBCONTRACTORS & SUPPLIERS  
FOR ALL TRADES  
FOR THE FOLLOWING PROJECT:

**SOTA-AAS HIGH SCHOOL  
SFUSD PROJECT NO. 11522  
SAN FRANCISCO, CA  
BID DATE: DECEMBER 16, 2014 at 2:00PM  
ESTIMATE: \$23,500,000**

Trades needed but not limited to: Hazmat, Grading, Paving, Site Utilities, Selective Demo, Site Concrete, Pavemarkings, Structural Concrete, Polished Concrete Finishing, Rebar, Chain Link and Ornamental Fences and Gates, Structural and Misc. Steel, Metal Deck, Cabinetry, FRP Paneling, Waterproofing, Insulation, Metal Roofing, Metal Wall Panels, Built Up Roofing, Sheetmetal, Firestopping, Joint Sealants, Doors Frames and Hardware, Overhead Coiling Doors, Glass, Metal Sound Control Door Assemblies, Glazing and Aluminum, Skylights, Drywall and Metal Framing, Ceramic Tile, Wood Floating Floors, Resilient Flooring and Resilient Athletic Flooring, Epoxy Flooring, Carpet Tile, Acoustic Wall Panels, Acoustical Ceilings, Cementitious Wood Fiber Wall Panels, Acoustical Tack Board, Painting, Visual Display Units and Display Cases, Toilet Compartments and Accessories, Wall Louvers, Signage, FE Cabs and Extinguishers, Stage Curtains, AV Systems, Projection Screens and Mounts, Fume Hoods, Roller Window Shades, Telescoping Bleachers, Elevators, Vertical Wheel Chair Lifts, Evacuation Chairs, HVAC, Plumbing, Electrical, FA Systems and Fire Sprinklers.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS

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## Affordable Housing

### New Affordable Homes at Thirty Five Dolores

Thirty Five Dolores is pleased to announce a new affordable homeownership opportunity in San Francisco's Mission Dolores.

The four new homes consist of 1 one-bedroom and 3 two-bedroom homes available through the Mayor's Office of Housing. Prices range from \$245,519 - \$277,958 without parking and \$370,519 - \$402,958 with parking. Three parking spaces will be made available to Below Market Rate buyers for \$125,000 each by final lottery rank. The three parking spaces will be offered to Below Market Rate buyers until three of the Below Market Rate buyers have entered into a contract to purchase one parking space. Buyers must be first-time homebuyers and buyers must not exceed the following income levels:

#### 100% of Maximum Income by Household Size derived from the Unadjusted

**Area Median Income (AMI) for HUD Metro Fair Market Rent Area (HMFA) that contains San Francisco 2014.**

A one person household can make no more than \$67,950

A two person household can make no more than \$77,700

A three person household can make no more than \$87,400

A four person household can make no more than \$104,850

Visit [www.sf-moh.org](http://www.sf-moh.org) for larger households.

**Applications are due on Saturday, January 26th by 5:00pm PST.**

Please contact Matthew Joseph at the Thirty Five Dolores Sales Center for an application and more information; [matthew@thirtyfivedolores.com](mailto:matthew@thirtyfivedolores.com) and (415) 770.9170. For information on the building, please visit <http://thirtyfivedolores.com>

Please visit the Mayor's Office of Housing website for further program details and buyer guidelines [www.sf-moh.org](http://www.sf-moh.org). Homes are available through the San Francisco Mayor's Office of Housing and are subject to monitoring and other restrictions.

Visit [www.sf-moh.org](http://www.sf-moh.org) for program information.

### New Affordable Homes at 870 Harrison

870 Harrison is pleased to announce a new affordable homeownership opportunity in San Francisco's SOMA district.

The four new homes consist of four two-bedroom homes available through the Mayor's Office of Housing. Prices range from \$266,195 - \$269,258 without parking and \$362,265 - \$367,030 with parking. Two parking spaces will be made available to Below Market Rate buyers for \$100,000 each by final lottery rank. The three parking spaces will be offered to Below Market Rate buyers until three of the Below Market Rate buyers have entered into a contract to purchase one parking space. Buyers must be first-time homebuyers and buyers must not exceed the following income levels:

**100% of Maximum Income by Household Size derived from the Unadjusted Area Median Income (AMI) for HUD Metro Fair Market Rent Area (HMFA) that contains San Francisco 2014.**

A one person household can make no more than \$67,950

A two person household can make no more than \$77,700

A three person household can make no more than \$87,400

A four person household can make no more than \$104,850

**Applications are due on February 2nd by 5:00pm PST.**

**Please contact Dilan Urut at the 870 Harrison Sales Center for an application and more information; [dilan@870harrison.com](mailto:dilan@870harrison.com) and 415-539-9100**

For information on the building, please visit <http://870harrison.com/BMR>.

Please visit the Mayor's Office of Housing website for further program details and buyer guidelines [www.sf-moh.org](http://www.sf-moh.org). Homes are available through the San Francisco Mayor's Office of Housing and are subject to monitoring and other restrictions.

## SUB-BID REQUEST AD

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 29 Bridge Replacement, Calistoga Caltrans #04-4A0904**

**BID DATE: January 21, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Flashing Beacon (Portable), Portable Changeable Message Sign, Temp. Crash Cushion Module, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Sweeping, Water Quality Sampling & Analysis, Water Quality Monitoring Report, Temp. Wildlife Exclusion Fence, Work Area Monitoring (Bridge), Bridge Removal, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Imported Borrow, Soil Amendment, Commercial Fertilizer, Planting & Irrigation, Imported Biofiltration Soil, Hydromulch, Hydroseed, Compost, AC Dike, Tack Coat, Steel Soldier Pile, Structural Concrete, Minor Concrete, Ashlar Stone Texture, Precast Prestressed Concrete Girder, Joint Seal, Bar Reinforcing Steel, Roadside Signs, Timber Lagging, Clean and Paint Solider Piling, Prepare & Stain Concrete, Stain Galvanized Surfaces, Anti-Graffiti Coating, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron, Steel & Metal, Fencing, Delineator, Object Marker, Special Marker, Midwest Guardrail System, Tubular Bicycle Railing, Transition Railing, End Cap, Concrete Barrier, Striping & Marking and Construction Materials

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Contact: Jean Sicard

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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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

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