

## SBE NEWS ALERT

# Passion, Freedom and Impact: The 3 Ingredients of Business Success



ARTICLE

By Clate Mask

More than 10 years ago I founded my then “small” business that today has more than 600 employees and tens of thousands of customers around the globe. I talk to small-business owners every day, and while they all come from different industries and places, it is passion, freedom and impact that have been the main drivers determining their success or failure, progress or regression.

Let’s take a closer look:

### Passion

Passion is your drive, ambition and the love of what you do and who you serve. It provides you with a very special view of the world that others often don’t see. For example, Steve Jobs had the vision of a phone with one button on the front. Jeff Bezos of Amazon had a vision for a store that sold everything.

These are well-known examples of entrepreneurs who had a unique view of the world that others didn’t see at the time. Every successful small-business owner and entrepreneur must have a passion that drives them forward -- a core belief that keeps them pressing on, even though others don’t necessarily have the same vision.

My strongest passion is serving entrepreneurs and small-business owners. In the beginning,

many people thought I was crazy for believing that a thriving company -- just focused on small-business success -- could last. Today, Infusionsoft serves more than 25,000 small businesses.

Stop and ask yourself: What is your true passion? What makes you excited about what you are doing? The difference between those who push through difficult times and those who do not is passion.

### Freedom

Freedom is the ability to spend your time and money as you see fit. Financial freedom enables you to not only grow your business and pay your employees, but to also give your family the quality of life you want for them. Freedom enables you to invest time in causes that matter to you, whether that is with your family, friends or hobbies.

My father was a teacher. Growing up, our basic necessities were always taken care of, but my father had to take additional jobs to earn extra money to supplement his teacher’s salary. As I became older, I knew that I wanted to ensure I had a career which enabled me to go beyond providing for my family’s basic needs, but to give us a lifestyle where money was not an issue.

### Impact

Impact should be at the core of your business. You might think that when your business reaches a certain stage of growth or you have a bigger budget you’ll then decide to make an impact. Don’t

wait! Start from the beginning. Very early in our business we made giving and helping others a key part of our purpose. If having an impact is a key part of your business from day one, you will make an impact on someone’s life every day.

What’s your vision for your company’s impact on the world or your local community? Is that vision big enough?

Remember, it’s OK and you should expect your vision to change and evolve over time. The key is to have a vision for what kind of impact your company can have and let that be another force to drive you forward.

Continued on page 6

**SMALL BUSINESS EXCHANGE**

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#### 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

## ATKINSON/CLARK a Joint Venture Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers  
for:

### SANDAG

(San Diego Association of Governments IFB 5007000)

**SR 15 Mid-City Bus Rapid Transit (BRT) Project**  
in Mid-City San Diego along SR 15 at El Cajon Blvd & University Ave  
**Bids Thursday, February 19, 2015 at 2:00 PM**

(Bid Date Extended per Addendum 3 issued 01/29/2015)

**Description of Work:** Aggregate Supply, Anti-Graffiti Coating, Architectural Surfacing, Asphalt Paving, Bridge/Road Joint Seals, Canopies, Cast-in-Drill Holes, Clear and Grub, Concrete Barrier, Concrete Supply, Construction Area Signs, Demolition, Dowels, Earthwork, Electrical (Roadway & Building), Elevator Work, Erosion Control, Fencing, Handrailing, HVAC, Landscaping, Metal Beam Guard Rail, Minor Concrete, Misc. Iron and Steel, Pavement Grinding, Pavement Markings, Ornamental Fencing, Potholing, Rebar, Roofing, Sawcutting, Signs, Sign Structures, Soundwalls, Station Platform Improvements, Storm Drain System, Striping, SWPPP, Tie Bars, Traffic Control, Trucking, Wet Utilities, Windows.

### Atkinson/Clark a Joint Venture

27422 Portola Parkway, Suite 250. Foothill Ranch, CA 92610  
Phone: 949-855-9755 / 949-382-7145 • Fax: 949-855-9923  
Contact: Curt Waggoner (curt.waggoner@atkn.com)

Atkinson/Clark JV will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 100% Performance & Payment Bonds from approved sureties will be required for subcontractors greater than \$100,000. Atkinson/Clark JV will pay the cost of bonds up to 1.5%.

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**TO DOWNLOAD BID DOCUMENTS AND PLANS:** Please go to the SanDAG Contracts web site:  
<http://www.sandag.org/contracts>. Register in SanDAG's online database to download plans and specs.

REQUESTING SUB-QUOTES FROM  
QUALIFIED LBE  
SUBCONTRACTORS/SUPPLIERS FOR:

**Site Remediation at 520 John Muir Drive**  
**Contract: WD-2750**

**Owner: City and County of San Francisco**  
**Engineers' Estimate: \$14,300,000**  
**BID DATE: February 5, 2015 @ 2:00 PM**

Items of work include but are not limited to: Trucking, Site Demolition & Concrete Removal, Clearing & Grubbing, Tree Removal, Water Pollution Control Program, Erosion Control Measures, Landscape and Irrigation, and Chain Link Fencing & Gates.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company is an equal opportunity employer.

### Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136  
Phone (408) 574-1400 Fax (408) 365-9548

**Contact: Bob Williams**

Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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Sub-Bids Requested from qualified DBE/MBE/WBE/SBE/DVBE/OBE  
Subcontractors and Suppliers For:

**IFB No. 7604**

**ELYSIAN RESERVOIR WATER QUALITY IMPROVEMENT PROJECT (ERWQIP)**

**Owner: Los Angeles Department of Water and Power**

**Location: Los Angeles, CA**

**Bid Date: February 18, 2015 @ 2:00 P.M.**

### J.F. Shea Construction, Inc.

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

Phone: (909) 595-4397 • Fax: (909) 444-4268

**Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)**

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Demolition, Dewatering, Site Clearing, Site Concrete, Rock-Fall Barrier Fence, Disinfection, Welded Steel Pipe, AC Paving, Floating Covers, Landscaping, Fencing, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Miscellaneous Metals, FRP Products, Insulation, Metal Roofing, Sheet Metal, Sealants, Steel Doors/Frames/Hardware, Metal Framing & Drywall, Painting, ID Devices, Cathodic Protection, Welded Steel Tanks, Equipment, Piping, Electrical and Instrumentation

**Plans and Specifications:** Register online with LADWP's online bidding system at: <http://www.ladwp.com/ersp>. Once registered you may download free of charge the specifications and attachments for this project. In order to receive a free CD with the plans and geotechnical reports for this project, you must sign a Confidentiality Agreement and submit to the Los Angeles Department of Water and Power, Director of Supply Chain Services, Vendor Liaison Center, 111 North Hope Street, Room L43, Los Angeles, CA 90012-2607, Phone: (213) 367-2252. The IFB provides instructions for you to receive a free CD of the plans. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE/OBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

Bid Requests from Certified SBE  
Subcontractors and Suppliers for the  
following Trades:

**Mass Excavation/Rough Grading  
and Shoring**

**HUNTER'S VIEW BLOCK 10 (SELECT TRADES)**

This is a OCII project with construction  
workforce and prevailing wage requirements.

**Hunter's View Block 10**

**146 West Point Road, San Francisco, CA 94124**

**Bid Date: 2/26/15 @ 2 PM**

Voluntary Job Walk/Pre-bid Meeting on  
2/10/15 at 11:00 AM at the jobsite,  
146 West Point Road,  
San Francisco, CA 94124.

Drawings will be issued on January 30.

**CAHILL CONTRACTORS, INC.**

**Contact: Julie Park**

[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 986-0600

# California Sub-Bid Request Ads

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 29 Overlay and Widen, St. Helena  
Caltrans #04-259404**

**BID DATE: February 18, 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, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Temporary Fencing, Health & Safety Plan, Treated Wood Waste, Noise Monitoring, Abandon Culvert, Adjust Utilities, Cold Plane AC, Cleaning, Inspecting & Preparing Culvert, Sand Backfill, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Sand Bedding, Imported Borrow, Erosion Control, Hydromulch, Hydroseed, Compost, Crack Treatment, Prime Coat, Data Core, AC Dike, Tack Coat, Jointed Plain Concrete, Structural Concrete, Minor Concrete (Minor Structure), Bar Reinforcing Steel, Roadside Signs, Underground, Drainage Inlet Marker, Inlet Depression, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Survey, Misc. Iron & Steel, Object Marker, Midwest Guardrail System, End Anchor Assembly, Alt. Flared Terminal System, Striping & Marking, Electrical, Geomembrane Liner 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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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).



**Project Name: Mission Bay Block 7 West**

**Location: San Francisco, California**

**Bid Date: February 26, 2015 @2pm**

**Pre-Bid Conference: February 12, 2015 @ 10am**

**Nibbi Office – 180 Hubbell Street, SF, CA**

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 7W (Related) housing project in San Francisco, CA. We are in receipt of the GMP Documents and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII)/ Successor to SFRA for DIV 1-33. OCII has established a subcontracting participation goal for this project at 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs. The project is approximately 230,000 sf of mixed-use residential / retail with (200) units within the western portion of Block 7 located on 4th St. between China Basin and Mission Bay Blvd North. Construction will be one level of concrete with four levels of wood construction above the western half of the building and three levels of wood on the eastern half. Level 1 consists of concrete garage, leasing / property management offices, lounges, laundry room, and exercise rooms. Open space consists of a mid-block passage mews, balconies, patios, an at-grade courtyard, and a podium courtyard. Public improvements at 4th St., Mission Bay Blvd., and China Basin St. will include site furnishings and lighting. A landscaped access easement will be provided along the east edge of the site.

To obtain bid and contract documents please email **Kristin Medwick** in the Precon & Estimating Department, [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

For information and questions regarding this project please contact **Grace Nicer**, Project Manager via email [gracen@nibbi.com](mailto:gracen@nibbi.com).

Vila Construction has been selected to remodel this office space. At this time, we are requesting BIDS from your company. The following is the project information:

**Regus Interior Project Remodel**

**4 Palo Alto Square, Palo Alto, Ca**

**Project Bid Date: 02-11-15 - Project Bid Time: 10:00 AM**

“Seeking” All subcontractor building trades: EMS, Fire Alarm Panel / Fire Life Safety, Locks, Keys, Hardware, Roofing, Security Access (Base Building), HVAC, Electrical, Plumbing, Fire Sprinkler.

Drawings & Specifications can be found on our website [www.vilaconstruction.com](http://www.vilaconstruction.com) under project List tab.

Please submit pricing to our office:

FAX: Richmond (510) 236-4979 or [bids@vilaconstruction.com](mailto:bids@vilaconstruction.com)

Please include in your proposal the costs for the following insurance requirements required by Vila Construction:

- Waiver of Subrogation for Worker's Compensation.
- Additional Insured Endorsement for General Liability - Form CG20101185 or its equivalent.

**Vila Construction**

590 South 33rd Street • Richmond, CA 94804

Phone: 510-236-9111 • Fax: 510-236-9111

Contact: **Joe Vila** - [Joevila@vilaconstruction.com](mailto:Joevila@vilaconstruction.com) or **Mike Vila** - [Mikevila@vilaconstruction.com](mailto:Mikevila@vilaconstruction.com)

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REQUESTS QUALIFIED DBE/LBE/MBE/WBE CERTIFIED SUBCONTRACTORS & SUPPLIERS FOR:

**ALAMEDA INTERCEPTOR REHABILITATION - East Bay Municipal Utility District**

**Bid Date: February 4th at 1:30 P.M.**

**\*\*Quotes need to be received by noon to give ample time to deliver bid**

We are soliciting quotes for (including, but not limited to): Trucking, Pavement Sawcutting, Paving, Sewer Flow Diversion, Manhole Lining, Pipe Suppliers. 100% Payment and Performance Bonds may be required.

**K.J. WOODS CONSTRUCTION, INC.**

1485 Bayshore Blvd #149 • San Francisco, CA 94124 • T 415.759.0506 F 415.468.1359

Email: [office@kjwoods.com](mailto:office@kjwoods.com)

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**SUB-BID REQUEST**

**D'Arcy & Harty Construction, Inc**

(415) 822-5200 ph • (415) 822-0747 Fx

Estimator: [willietobin@sbcglobal.net](mailto:willietobin@sbcglobal.net)

**East Bay Municipal Utility District**

**Alameda Interceptor Relocation**

**SD – 365**

**Alameda, CA**

**Bids: 02/4/2015 at 1:30 pm**

**DBE/WBE/MBE/VSOB**

sub-bids requested for:

Saw-cutting, Trucking,

Traffic Control

Manhole Rehabilitation,

Annulus Grouting

Large Diameter Pipe Cleaning

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# California Sub-Bid Request Ads

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

### Alpine Meadows Road Bridge Replacement Project

Placer County, Department of Public Works, Contract No. 1186, Bid Date: February 3, 2015 at 3:30 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (7% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Temporary Stream Diversion, Construction Area Signs, Traffic Control, Striping and Markers, Portable Changeable Message Sign, Temporary Crash Cushion, SWPPP, Temporary Hydraulic Mulch, Temporary Cover, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Temporary Gravel Bag Berm, Temporary Reinforced Silt Fence, Temporary Construction Entrance, Street Sweeping, Temporary Fence, Fish Protection, Public Safety Plan, Abandon Manhole, Abandon Pipeline, Remove MBGR, Reconstruct Rock Wall, Remove Traffic Stripe, Remove Roadside Sign, Remove Storm Drain, Remove Sewer Pipe, Cold Plane Asphalt Concrete, Remove Concrete Barrier, Furnish Polyester Concrete Overlay, Place Polyester Concrete Overlay, Bridge Removal, K-Rail, Clear & Grub, Remove Tree, Roadway Excavation, Structure Excavation, Structure Backfill, Landscaping, Erosion Control, Class 2 Aggregate Base, Hot Mix Asphalt, Temporary Shoring, Furnish Temporary Prefabricated Steel Truss Bridge, CIDH, Structural Concrete, Architectural Treatment, Furnish Precast/Prestressed Concrete Girder, Snowplow Deflector, Joint Seal, Rebar, Aluminum Sign, Roadside Sign, Plastic Pipe, Steel Pipe, Drainage Inlet, Precast Concrete Pipe, Rock Slope Protection, Minor Concrete, Misc Metal, Furnish and Install Water Main, Delineator, Object Marker, Concrete Barrier, Thermoplastic Traffic Stripe, Maintain Existing Traffic Management System, Signal and Lighting, Modify Traffic Monitoring Station, Emergency Vehicle Detector System, Construction Equipment and Rentals and 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 are available from C.C. Myers, Inc.'s Sharepoint site, please contact us for log in information.

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.

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

### Dowd Road Bridge Replacement Project

Placer County, Department of Public Works, Contract No. 1200, Bid Date: February 4, 2015 at 3:30 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (2% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade Warning Lights, Temporary Pavement Marking, Temporary Traffic Stripe, Portable Delineator, Portable Changeable Message Sign, K-Rail, SWPPP, Impermeable Plastic Membrane, Temporary Fiber Roll, Gravel-Filled Bags, Temporary Construction Entrance, Street Sweeping, Temporary Concrete Washout Facility, Temporary Silt Fence, Temporary Fence, Contractor Supplied Biologist, Remove Fence, Remove Thermoplastic Stripe, Remove Pavement Marker, Remove Roadside Sign, Remove Asphalt Concrete Pavement, Cold Plane Asphalt Concrete Pavement, Furnish Polyester Concrete Overlay, Place Polyester Concrete Overlay, Bridge Removal, Clear & Grub, Develop Water Supply, Roadway Excavation, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Imported Borrow, Erosion Control, Lime Stabilized Soil, Class 2 Aggregate Base, Hot Mix Asphalt, Steel Solidier Pile, CIDH, Steel Sheet Piling, Structural Concrete, Minor Concrete, Architectural Treatment, Furnish Precast Prestressed Concrete Deck Unit, Joint Seal, Rebar, Roadside Sign, Timber Lagging, Clean and Paint Steel Solidier Piling, Corrugated Steel Pipe, Rock Slope Protection, Fence, Survey Monument, Midwest Guardrail System, Transition Railing, Stripe and Markers, Construction Equipment and Rentals and 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 are available from C.C. Myers, Inc.'s Sharepoint site, please contact us for log in information.

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## \$477 million Sacramento Sports Complex Begins Concrete Pours



One of the most anticipated project's in Sacramento has recently reached a big milestone. Just last week, the \$477 million downtown Entertainment and Sports Center (ESC), the new home of the Sacramento Kings profession NBA basketball team, began pouring the first of eight concrete mat slabs to support the massive project.

Each pour will feature approximately 2,100 cu-yds of concrete and 1,500 tons of steel reinforcing rebar. A total of 14,000 cu-yds of concrete is expected to be used on all eight pours to support the approximately 9,000-ton future steel structure. The project's foundation will use recycled aggregate from the demolition of the Downtown Plaza.

And to keep things local, this portion of the work will be done by local contractor's, including: Concrete North of Galt, CA; Camblin Steel of Rocklin, CA; Teichert of Sacramento; and K&G Concrete Pumping, Roseville).

The pours are expected to conclude in late February, with steel installation occurring in mid-March.

The 17,500-seat arena was designed by AECOM, which has served as lead architect for 11 other NBA arenas, including Barclays Center, the home of the Brooklyn Nets. Locally, AECOM also designed Aggies Stadium at the University of California, Davis. ICON Venue Group is the project manager and Turner Construction is the lead builder.

Swinerton Builders is providing pre-construction services for the mixed-use project, while JMA Ventures will serve as master developer for the project's mixed-use project entitlement in a joint venture partnership with the Kings.

The ESC is located in the heart of downtown Sacramento and will serve as the new home for the Sacramento Kings. The state-of-the-art, indoor-outdoor, multi-use facility will also collegiate sports, concerts, ice shows, indoor rodeo, trade shows, large graduations, family shows and other indoor entertainment. It also contains a practice facility with administrative offices.

The arena is part of larger, six-block development project that will include 1.5 million sq-ft of ancillary development that will include up to 475,000 sq-ft of office, 350,000 sq-ft of retail, up to 550 new residential units, and up to 250 hotel rooms. This portion of the development has a price tag of about \$250 million.

To make up the entire \$477 million project price tag, the Kings basketball team is contributing approximately \$254 million and the City pitching in roughly \$223 million. The City will finance its contribution through the sale of bonds (\$212 million) and parking and economic development funds (\$11 million).

# California Sub-Bid Request Ads

## Small Business Exchange

### The Sub-Bid Request Specialist

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DeSilva Gates Construction, L.P. is soliciting for DBEs

**SACRAMENTO REGIONAL WASTEWATER TREATMENT PLANT ECHOWATER**

**PROJECT SITE PREPARATION (SP)**

**Contract No. 4206**

**OWNER:** COUNTY OF SACRAMENTO  
9660 Ecology Lane, Sacramento, CA 95827

**BID DATE: FEBRUARY 10, 2015 @ 2:00 P.M.**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

DESIGN/ENGINEERING, SURVEY/STAKING, TRAFFIC CONTROL MATERIAL SUPPLIER, GENERAL BUILDING, HVAC, PLUMBING, CLEARING AND GRUBBING, LIME TREATMENT, DEMOLITION AND STRUCTURE MOVING, SAWCUTTING, ROCK SLOPE PROTECTION SUPPLIER, COLD PLANE, UTILITY DEMOLITION, CHAIN LINK FENCE & GATES, DEWATERING, WATER & TEST WELLS/DRILLING AND SEALING, PROCESS PIPE SYSTEMS, INSTRUMENTATION, PROCESS SYSTEM VALVES/GATES/MOTORS, UNDERGROUND UTILITIES, CATHODIC PROTECTION, PIPE JACKING, CENTRIFUGAL PUMPS, STEEL PRESSURE TANK, AUTOMATIC GATE, ELECTRICAL, LOW VOLTAGE, COMMUNICATION TOWER, FIBER OPTIC CABLING, ACCESS CONTROL, VIDEO SURVEILLANCE, LIGHTING, METAL RAILING, HYDRO-MULCHING, RCP/DIP/STEEL/PVC/COPPER PIPE, PAVING FABRIC, STRIPING, CONCRETE PAVING/ CURB & GUTTER, CONCRETE REINFORCING, PRECAST CONCRETE, GROUTING, CMU MASONRY, METAL FRAMING, MANHOLES/Frames/COVERS SUPPLIER, STRIPING, TRUCKING, WATER TRUCKS, STREET SWEEPING, ROADSIDE SIGNS, K-RAIL SUPPLIER.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

#### DeSilva Gates Construction

11555 Dublin Boulevard  
P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
**Estimator: DAVE BAST**  
Website: www.desilvagates.com  
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DeSilva Gates Construction, L.P. is soliciting for LBEs for the following project:

**CONSTRUCTION ON STATE HIGHWAY IN MARIN AND SONOMA COUNTIES NEAR PETALUMA FROM 0.8 MILE SOUTH TO 2.0 MILES NORTH OF THE MARIN-SONOMA COUNTY LINE ROUTE 101, CONTRACT NO. 04-264094, FEDERAL AID PROJECT ACNHP-Q101-(216) N**

**OWNER:** STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidders' Exchange, MS 26,  
Sacramento, CA 95816

**BID DATE: February 11, 2015 @ 2:00 P.M.**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC Dike, ADL Burial Location Report, Bridge, Retaining Wall, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Sign, Crack Sealing, Crash Cushion, Electrical, Erosion Control, Fencing, Guardrail, Lead Compliance Plan, Minor Concrete, Minor Concrete Structure, Structural Concrete Box Culvert, Headwall, Lean Concrete Base, Ramped Aggregate Columns, Roadside Signs, Delineator, Markers, Sign Structure, Striping, Survey/Staking, Temporary Erosion Control, Underground, Vegetation Control, Settlement & Monitoring, SWPPP, Well Destroy / Capping, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material, Hot Mix Asphalt (Open Graded) Material

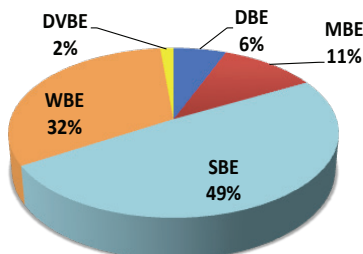
100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

#### DeSilva Gates Construction

11555 Dublin Boulevard  
P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
**Estimator: Victor Le**  
Website: www.desilvagates.com  
An Equal Opportunity Employer

#### AUDIENCE PROFILE

Small Business Exchange, Inc.



### \$477 million Sacramento Sports Complex

Continued from page 4

Construction for the ESC began in fall 2014, and the ESC will be completed in the fall of 2016, in time for the 2016-17 NBA season.

Source: ENR California

# Public Legal Notices

## Hunters Point Shipyard Phase I in San Francisco

Opportunity to Perform  
HPS1 – Dust Monitoring & Reporting  
during the development of  
Hunters Point Shipyard Phase I  
in San Francisco.

Lennar Urban is requesting qualified, interested consulting firms to respond to a public request for proposals to perform  
HPS1 – Dust Monitoring & Reporting  
for

### Hunters Point Shipyard Phase I Redevelopment

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=9074>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Consultants. Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**February 3, 2015 @ 10:00 AM**

### LENNAR URBAN

One Sansome Street, Suite 3200  
San Francisco, CA 94104

Proposals must be submitted by  
**February 17, 2015 @ 2:00 PM (PST).**

## Candlestick Point Development Request For Qualifications

Lennar Urban is soliciting Statements of Interest and Qualifications from qualified design, engineering and professional consulting firms to provide Professional Services for specific tasks associated with the design and development of Candlestick Point. Lennar Urban aims to engage locally based, small businesses to join in the endeavor to create a thriving community within the Candlestick neighborhood. Small businesses are encouraged to submit qualifications.

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=9093>

### LENNAR URBAN

One Sansome Street, Suite 3200  
San Francisco, CA 94104



## GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

### NOTICE INVITING PROPOSALS

The Golden Gate Bridge, Highway and Transportation District (District) seeks proposals for RFP No. 2015-B-14, **FLATBED SERVICE TRUCKS**. Interested Proposers must submit sealed proposals to the Office of the Secretary of the District by **Tuesday, February 17, 2015, at 4:00 p.m., PT.**

A pre-proposal conference will be held in the Board Room at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA on **Tuesday, January 27, 2015, at 10:00 a.m., PT.**

Requests for modifications or clarifications of any requirement must be submitted in writing by **Tuesday, February 3, 2015, at 4:30 p.m., PT.**

The RFP Documents are available for download on the District's website. To download the RFP Documents, go to the District's website home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Bridge Division and look for RFP No. 2015-B-14.

To inspect and obtain the RFP Documents, please contact the Contracts Office, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by email at [contractsoffice@goldengate.org](mailto:contractsoffice@goldengate.org), by telephone at (415) 923-2318, or by facsimile at (415) 923-2357.

/s/ Lori Murray, Procurement Director

Dated: 1/20/2015

1/22/15

CNS-2706427#

SMALL BUSINESS EXCHANGE

## UC SAN FRANCISCO MEDICAL CENTER

### NOTICE TO PROSPECTIVE BIDDERS

#### NEW ADVERTISEMENT REQUIREMENTS FOR THE UNIVERSITY OF CALIFORNIA

Passage of SB876, which amended PCC§ 10502(a), authorizes the University of California system to advertise construction projects on university websites as an alternative to newspapers and trade journals. For all construction projects over \$640K going out to bid, Notices will only be posted on one of the following websites:

- UCSF Campus:  
<http://contracts.ucsf.edu/contractors/bids.cfm> OR

- UCSF Medical Center:  
[http://designandconstruction.ucsfmedicalcenter.org/bid\\_add.html](http://designandconstruction.ucsfmedicalcenter.org/bid_add.html).

Note that <http://www.ucop.edu/construction-services/advertisements/index.html> lists the websites for all University California Campuses.

#### THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Francisco Campus & Medical Center  
January 2015

## Passion, Freedom and Impact: The 3 Ingredients of Business Success

### Continued from page 1

Passion, freedom and impact are not isolated -- they work together and are achieved together. Without a passion for your business, you can't have the freedom you desire or the strength to make an impact. Without freedom, you'll never make an impact and your passion is wasted. If you are not making an impact you're not experiencing the freedom entrepreneurship allows, nor are you allowing your passion to be fulfilled.

Take a step back, identify what your passion is and what freedom means for you. Ask yourself what kind of impact you want your business to have, and then weave your answers into every aspect of your business.

As you consider these three ingredients of small-business success, it's also important to consider the stage of success your business is in. At Infusionsoft, we believe in seven stages of small-business success. Your viewpoint of your vision, freedom metrics and maybe even your passion will evolve depending on what stage you are in. For instance, a solo entrepreneur might have different motivations than an entrepreneur with an established business that is a local success story.

As you grow professionally and as your business grows, take time to periodically evaluate these ingredients and ensure they're all working in harmony towards a shared vision of the success of your business at every stage.

Source: <http://www.entrepreneur.com>

## Candlestick/Hunters Point Phase 11 in San Francisco

Opportunity to Perform  
CP/HPS2 – Dust Monitoring & Reporting  
during the development of  
Candlestick Hunters Point Shipyard Phase 11  
project in San Francisco.

Lennar Urban is requesting qualified, interested consulting firms to respond to a public request for proposals to perform

CP/HPS2 – Dust Monitoring & Reporting  
for

### Candlestick/Hunters Point Shipyard Phase 11 Redevelopment

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=9075>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Consultants.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**February 3, 2015 @ 10:00 AM**

### LENNAR URBAN

One Sansome Street, Suite 3200  
San Francisco, CA 94104

Proposals must be submitted by  
**February 17, 2015 @ 2:00 PM (PST).**