

SMALL BUSINESS

EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

NEWS • INFO • BIDS

Sacramento Mayor Kevin Johnson Responds To President Obama's State of the Union Address



Sacramento Mayor Kevin Johnson

U.S. Conference of Mayors President and Sacramento Mayor Kevin Johnson issued the following statement in response to President Obama's State of the Union Address:

"As mayors often say, 'As go cities, so goes the nation.'

"The nation's mayors are pleased that President Obama embraces proposals that make cities strong and grow local economies by helping working families and those who live in our metropolitan areas.

"The President's proposals to help working families by raising the minimum wage, increasing paid sick leave for families, ensuring pay equity, making higher education more affordable, closing tax loopholes and making new investments in infrastructure are all issues that underscore the work of the Mayors' Cities of Opportunity Task Force, which was established to identify strategies to address income inequality, promote economic mobility and create jobs in America's cities.

"The nation is strong because our cities are strong. And our cities and their metropolitan areas are only as strong as the people in our local communities."

The U.S. Conference of Mayors is the official nonpartisan organization of cities with populations of 30,000 or more. There are nearly 1400 such cities in the country today, and each city is represented in the Conference by its chief elected official, the mayor. Like us on Facebook at facebook.com/usmayors, or follow us on Twitter at twitter.com/usmayors.

Source: The U.S. Conference of Mayors

Kevin Johnson Bio

Kevin Johnson was elected as the 55th mayor of the City of Sacramento in November 2008 and re-elected to a second term in June 2012. He is the first African American to be elected to the office. His vision is for Sacramento to become "a city that works for everyone."

Since taking office, Mayor Johnson has embarked on an ambitious plan to reshape how city government serves the citizens of Sacramento. His top priorities include improving public safety, creating jobs and economic development, launching green and sustainability initiatives, reforming public education, promoting good government and enhancing the quality of life for all Sacramentans.

Beyond his policy goals for Sacramento, Mayor Johnson is committed to elevating Sacramento's profile as the capitol city of California - the 8th largest economy in the world. To that end, the Mayor has taken on a range of national leadership positions, including his current roles as President of the US Conference of Mayors, Chair of US Secretary of Education Arne Duncan's Mayors Advisory Council, Chair of the National Resilient Communities for America Campaign, and member of the White House Task Force on Climate Preparedness and Resilience.

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Stimulating Small Business Growth

Progress Report on Goldman Sachs 10,000 Small Businesses

Developed by Babson College

Executive Summary

Through participation in Goldman Sachs 10,000 Small Businesses, small business owners from across the United States are gaining valuable skills and experiences that are helping them to grow their businesses. The growth-oriented, practical, peer-to-peer driven classroom experience, linked together with business support services, is driving participants to change their attitudes and business practices, resulting in increased revenues and the creation of new jobs.

The success of small businesses is critical for a strong national economy. According to the U.S.

Small Business Administration and the U.S. Bureau of Labor Statistics, over the last two decades, small businesses have created two out of every three net new jobs and currently employ about 60 million Americans, half of the private sector workforce.

However, even with general improvement in the nation's economy, challenges persist for many small businesses.

Launched in 2009, Goldman Sachs 10,000 Small Businesses was inspired by the successes and lessons of Goldman Sachs 10,000 Women,

a global program to support women entrepreneurs in developing and emerging economies which served its 10,000th participant in 2013. 10,000 Small Businesses is a \$500 million initiative developed to help small businesses in the United States by providing entrepreneurs with an integrated program of practical business and management education, access to capital and business support services. The program is based on recommendations from leading experts that greater access to this combination of education, capital and support services best addresses the barriers to growth. 10,000 Small Businesses relies on a large network of national and local implementing partners to deliver different aspects of the program.

10,000 Small Businesses currently operates in 18 sites in both urban and rural communities across the United States. Program sites include the metro areas of Chicago, Cleveland, Detroit, Houston, Long Beach, Los Angeles, Miami, New Orleans, Philadelphia, New York, Salt Lake City and the National Cohort hosted by Babson College. In addition, 10,000 Small Businesses capital is available in the following states: Kentucky, Maine, Montana, Oregon, Tennessee, Virginia and Washington.

Continued on page 8

MESSAGE FROM THE CHIEF COUNSEL

A Bittersweet Farewell



Chief Counsel for Advocacy Dr. Winslow Sargeant

By Dr. Winslow Sargeant, Chief Counsel for Advocacy

Six years ago, in January 2009, I was in my office in Madison, Wisconsin, about to meet with my partners about our portfolio and the future of our venture capital fund. Little did I know that halfway through that same year, I would have been vetted for confirmation, testified before Congress, and faced a filibuster in the Senate for the position of Chief Counsel for Advocacy. It was a challenge to get across the confirmation finish line, but the experience was simply foreshadowing the numerous challenges I would hear

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Community Outreach

Metro and the MLK Kingdom Day Parade

By Steve Hymon

A thank you to everyone who rode Metro buses and trains to the 30th annual Kingdom Day Parade on Monday in celebration of Martin Luther King Day.

Some photos from the day are above, including Metro's entry: a replica of the bus Rosa Parks was riding in when she was arrested for refusing to give her seat to a white bus rider in Montgomery, Alabama in 1955. "The replica bus is meant to highlight transit's role in the civil rights movement and to celebrate the 60th anniversary of Park's historic stand that became the catalyst of the movement," according to Metro.

Metro also had a booth at the parade where people could pledge to participate in the Eat Shop Play campaign to help merchants impacted by Crenshaw/LAX Line construction. Other Metro officials were on hand to help explain the new Business Solution Center to help small businesses along Crenshaw Boulevard during light rail construction.

Photos by Juan Ocampo for Metro and Jose Ubaldo/Metro



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1984 **30** Years 2014



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AWARDS

• CITY OF LOS ANGELES

Black Business Association,
Outstanding Entrepreneur
Mayor's Advisory Board,
Outstanding Achievement as a Vendor/Supplier

• COUNTY OF LOS ANGELES

Black Business Association,
Outstanding Entrepreneur

• BAY AREA CONTRACT COMPLIANCE

OFFICERS ASSOCIATION
Champion of Diversity

• NAMCSC

Minority Advocate

• 2014 Black History Month Award for Commitment and Service to the African American Community

Minority Advocate

CALIFORNIA CERTIFICATIONS



- CPUC Clearing House
- San Francisco Contracts Monitoring Division

SBE is a certified DBE - CA UCP Firm #5988

MEMBERSHIP



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SOUTHERN CALIFORNIA SUB-BID REQUEST AD

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 Tuesday, February 10, 2015 at 2:00 PM

(Bid Date Extended per Addendum 2 issued 01/21/2015)

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)

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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.

DISTRICT 4 SMALL BUSINESS EVENT



January 28th, 2015 @ 10 am to 12 pm

Elihu Harris State Bldg (Auditorium)

1515 Clay St. Oakland CA

**Paid parking directly across the building
or take the 12th Street BART exit.**

In partnership with
the Alameda Small Business Development Center (SBDC) and Nor-Cal FDC
Caltrans invites you to a small business outreach.

- Are you interested in learning about the upcoming contracting opportunities with Caltrans?
- Does your business have what it takes to succeed in public works?
- Does your business need access to capital or bonding and insurance? How much does it cost?
- Are you interested in free counseling and/or training and development to market your business to Prime Contractors?
- Do you want to learn how to submit a responsive bid and get access to free plans and specs?
- Are you certified or interested in becoming certified?

If your answer is "yes" to most of these questions, this is the right event for you.

This event is free, you can register @ <http://www.dot.ca.gov/dist4/smallbusiness/>

For assistance please contact : Adriana Harris @ 510.286.7110

Caltrans Statewide Small Business Council Meeting Record

Caltrans District 7 Office – 100 S. Main Street, Los Angeles, CA 90012
September 19, 2014, 8:30 a.m. to 12:00 p.m.

Action/Task	Who is responsible/ presented	By when	Status
A. Meeting called to order at 8:35 a.m.	Angela Shell, Assistant Director, OBEO and Council Chair		
B. Action Items to Date 1	Angela Shel		
Action Item from previous meetings:			
ACTION ITEM #3: Chair Shell to take the language on insurance requirements presented by Ms. Llewellyn to Caltrans Legal and OE for review and feedback.	Chair Shell	11-21-14	ASSIGNED – work on this matter will continue with the Construction and DBE Participation Committee.
Action item from the March 2014 meeting:			
ACTION ITEM #1: I-405 utilization information requested.	Chair Shell	5-16-14	COMPLETED – report included in meeting packet.
Action Items from the May 2014 meeting:			
ACTION ITEM #2: Develop a report that tracks dollars spent on commodities.	Sherri Gastinell	9-19-14	COMPLETED – report provided to Commodities Committee by Louise Lozoya, DPAC.
Action Items from the July 2014 meeting:			
Action Item #1: Status on inclusion of commodities suppliers in pre-bid manual as a means to fulfill DBE goal.	Ramon Carlos	11-21-14	ASSIGNED – report on progress at the next SBC meeting.
Action Item #2: Provide the CUF worksheet draft to members.	Carole Ching	11-21-14	ASSIGNED – report on progress at the next SBC meeting.
Action Item #3: Design/Build breakdown of A&E numbers.	Councilmembers Rod Garcia and Richard Hernandez to work with Ray Tritt	11-21-14	ASSIGNED – report on progress at the next SBC meeting.
Action Item #4: Report on meeting with CUCP members held in August regarding application backlog.	Janice Salais	9-19-14	COMPLETED – meeting with CUCP members held in August revealed that none of the members has a backlog of over four months. Ms. Salais requested more information from Council Member Stephen McGlover on the firms reporting a backlog. Ms. Salais noted some agencies might be processing over 100 files; encouraged members to contact her if they know of any problems regarding backlog.

Northern California Sub-Bid Request Ads



C. Overaa & Co - General Building Contractor
200 Parr Blvd., Richmond, CA 94801
510 234-0926, Fax: 510 237-2435 - www.overaa.com

We request bids from all qualified subcontractors and suppliers for the following Project:

ISLAIS CREEK PHASE II - MAINTENANCE AND OPERATIONS BUILDING

Located in San Francisco, CA

Bid Date: February 10, 2015 before 3:00 PM

Estimator: Bryan Dissman

Project Description: This generally consists of the construction of a new maintenance and operations building which will supplement the existing fuel/wash and annex buildings previously constructed.

Work to be performed under the project includes, but not limited to, the following: Selective demolition, Utility work in both the public and private right of way including fire water, domestic water, fire hydrants, storm and sanitary sewer, electrical and communication work, manholes, utility boxes, gas service, etc., excavation, dewatering, shoring, site-work, Building construction including piles, pile caps, framing, exterior siding, roofing, elevators, windows, interior partitions, insulation, fireproofing, interior finishes, doors, cabinetry, painting, interior furnishings, etc. Mechanical, electrical, plumbing, telecom, communication, fire alarm, fire protection systems, system integration, solar panel system, access control, security systems, etc. fluid systems, vehicle maintenance equipment including lifts, exhaust system, shop equipment, hoists and cranes, manhole lids, construction surveying, and special inspection & testing. Complete project details are located in the drawing and specifications.

20% Small Business Enterprise participation goal has been established. In addition, Contractor is required to set-aside 100% of painting work on this contract for certified SBE firm(s).

Trade Participation Goals: Minority - 25.6%, Female - 6.9%

Project Duration: 685 Days

The estimated cost for this work is \$52 million

A pre-bid conference will be held at 1 South Van Ness, Third Floor, Civic Center Conference room, San Francisco, California, at 10:00AM, January 27, 2015 and a pre-bid site visit will be conducted starting at 1301 Cesar Chavez St. at 12:00PM on January 27, 2015.

Project Location: The project site is bounded on the north by Cesar Chavez Boulevard (formerly Army Street), the Islais Creek channel to the south, Indiana Street to the east, and Interstate 280 to the west, in the City of San Francisco.

Plans and specifications may be procured from the SFMTA on the 3rd Floor, One South Van Ness Ave., San Francisco, California 94103. Bid documents may also be obtained by mailing a request to Mr. Joon Park at the aforementioned address, faxing a request to (415) 701-4300, by calling (415) 701- 4742, or e-mailing joon.park@sfmta.com. Documents are also available for viewing in our plan room at 200 Parr Blvd., Richmond, CA, and at our iSQFT site, login is required. Contact jasonc@overaa.com for iSQFT access. Please call for additional information about project and/or project documents.

We encourage bids from all Subcontractors/Suppliers including DBE/MBE/WBE/SBE/DVBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. We are signatory to both Carpenters and Laborers. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their worker compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: www.overaa.com. Overaa utilizes the environmentally-friendly Textura electronic invoicing and payment system to streamline and expedite subcontractor invoicing and payment. Please contact our office if you would like more information.

**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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Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the Sacramento Regional County Sanitation District (SRCSD) Flow Equalization (FEQ) Project in Elk Grove, CA.

<http://www.epa.gov> / <http://www.sba.gov> / www.californiaucp.org

Subcontractors and Suppliers for the following project:

Flow Equalization Project - Contract No. 4205

Owner: Sacramento Regional County Sanitation District

Bid Date: February 5, 2015 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

Disabled Veteran Business Enterprise (DVBE) Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Asphalt Paving, Aggregates, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Clear & Grub, Grouting, Dewatering, Access Doors & Frames, Grading, Heating, Ventilating, & Air Conditioning (HVAC), Metals, Maintenance of Traffic (MOT), Paintings & Coatings, Precast Concrete, Signage, Street Sweeping, SWPPP, Support of Excavation, Temporary Power, Thermal & Moisture Protection, Trucking & Hauling, Water Truck, Quality Control & Demolition.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP, DVBE, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Quotes are due
NO LATER THAN February 3, 2015 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.

**Kiewit Infrastructure West Co.,
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina victor.molina@kiewit.com**

You can view the plans in our office during regular business hours by appointment.

100% Performance Bond and Payment Bonds are required for this project.

**An Equal Opportunity Employer
CA Lic. #433176**

SUB-BID REQUEST

D'Arcy & Harty Construction, Inc
(415) 822-5200 ph • (415) 822-0747 Fx
Estimator: 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**



Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the Sacramento Regional County Sanitation District (SRCSD) Site Preparation (SP) Project in Elk Grove, CA.

<http://www.epa.gov> / <http://www.sba.gov> / www.californiaucp.org

Subcontractors and Suppliers for the following project:

**Site Preparation Project
Owner: Sacramento Regional County Sanitation District**

Bid Date: February 3, 2015 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

Disabled Veteran Business Enterprise (DVBE) Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Reinforcement Supply & Install, Concrete Forms, Clear & Grub, Grouting, Dewatering, Access Doors & Frames, Grading, Heating, Ventilating, & Air Conditioning (HVAC), Metals, Maintenance of Traffic (MOT), Paintings & Coatings, Precast Concrete, Signage, Street Sweeping, SWPPP, Support of Excavation, Temporary Power, Thermal & Moisture Protection, Trucking & Hauling, Water Truck, Quality Control, Demolition, Masonry, Electrical, Communication Towers, Chain Link Fencing, Elevated Water Tanks and Welded Steel Pressure Tanks

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP, DVBE, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Quotes are due
NO LATER THAN January 30, 2015 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.

**Kiewit Infrastructure West Co.,
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina victor.molina@kiewit.com**

You can view the plans in our office during regular business hours by appointment.

100% Performance Bond and Payment Bonds are required for this project.

**An Equal Opportunity Employer
CA Lic. #433176**

Sub-Bids Requested From Qualified
MBE, WBE, DBE, DVBE
Subcontractors and Suppliers
Security Fence

Location: Cerritos, CA 90703

Project No. 14P012

Bid Date: 1/29/2015 @ 2:00PM

Proposals Requested For The Following Trades:
Erosion Control, Concrete Curb & Gutter
and Mow Strip, Asphalt Patching, Temporary
Fence, Concrete Pump.

Raffi's Metal Design

534 E Fig Ave Monrovia CA 91016
Phone: 818-612-0769 • Fax: 626-932-1850

Name: Raffi Haneyan

Email: raffismetald@aol.com

An Equal Opportunity Employer



Northern/Central/Southern CA. Sub-Bid Request Ads

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 29 Overlay and Widen, St. Helena
Caltrans #04-259404
BID DATE: January 28, 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

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 or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 101 Petaluma – Realign & Bridge
Caltrans #04-264094
BID DATE: February 11, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Water Quality Sampling & Analysis, Temporary Fence, Health & Safety Plan, ADL Burial Location Report, Treated Wood Waste, Abandon Culvert, Destroy Well, Adjust Utilities, Cold Plane AC, Cap Inlet, Culvert Slurry-Cement Backfill, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Roadway Excavation (Type Y-1 Aerially Deposited Lead), Settlement and Monitoring, Shoulder Backing, Structure Excavation, Structure Backfill, Pervious Backfill Material, Rammed Aggregate Columns, Imported Biofiltration Soil, Underground, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Crack Treatment, Prime Coat, AC Dike, Data Core, Tack Coat, Steel Casing, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete, Minor Concrete, Steel Sheet Piling, Architectural Treatment, Joint Seal Assembly, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Bat Habitat, Prepare & Paint Concrete, Temp. Access Pad, Rock Slope Protection, Detectable Warning Surface, Misc. Iron & Steel, Rigid Rail Fall Protection System, Isolation Casing, Bridge Deck Drainage System, Fencing, Delineator, Object Marker, Midwest Guardrail System, Double Thrie Beam Barrier, Cable Railing, End Anchor Assembly, Type SCI 100GM Crash Cushion, Concrete Barrier, Striping & Marking, Traffic Operations System and Construction Materials

O.C. Jones & Sons, Inc.

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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.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 12 Repair Pavement/Overlay, Terminous
Caltrans #10-0W5604
BID DATE: February 12, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Progress Schedule, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Temp. Fencing, Treated Wood Waste, Adjust Monument to Grade, Cold Plane AC, Dust Suppressant, Shoulder Backing, Crack Treatment, Preparing Inertial Profiler, Grinding, AC Dike, Rumble Strip, Data Core, Tack Coat, Jointed Plain Concrete Pavement (RSC), Midwest Guardrail System, Alt. Flared Terminal System, Striping & Marking, Pavement Marker, Channelizers, Crash Cushions, Remove Guard Rail, Prepave Grind, Modify Vehicle Classification System, Electrical and Construction Materials

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WestCare the Specialized Treatment for Optimized Program (STOP) contracted to the Department of Corrections and Rehabilitation (CDCR), the STOP in Program Area 1 is seeking DHCS licensed/certified Residential (RES), Non-Residential (OPS), and Sober Living Environment (SLE) services to serve male (M) and female (F) parolees with specific needs in the following counties:

- Butte**-LTR/M-F, SLE/F
- El Dorado**-LTR/C, SLE/F
- Humboldt**-OPT/C, SLE/M-F
- Lake**-SLE/M-F
- Mendocino**-LTR/F-M, SLE/M-F
- Nevada**-LTR/F, LTR/C, OPT/C & SLE/M-F
- Placer**-SLE/M-F
- Sacramento**-SLE/M-F
- Shasta**-LTR/M-F, SLE/M
- Yolo**-LTR/M-F, SLE/M-F
- Yuba**-LTR/M-F, SLE/M-F

Interested Providers contact Christy Glunz
 Phone: (916) 564-4400 ext. 20404
 Email: Christy.Howell@westcare.com
 Please include mailing address and phone number.
 Deadline for completed Applications is February 13, 2015



WestCare the Specialized Treatment for Optimized Program (STOP) contracted to the Department of Corrections and Rehabilitation (CDCR), the STOP in Program Area 3 is seeking DHCS licensed/certified Residential (RES), Non-Residential (OPS), and Sober Living Environment (SLE) services to serve male (M) and female (F) parolees with specific needs in the following counties:

- Kern**-SLE-M for 290 (sex) registrants only
- Kings**-RES-M, SLE/M-F
- Merced**-OPT/C, SLE/M-F
- Tulare**-RES-M/F, SLE-M/F, OPS-C
- San Joaquin**-SLE/M-F

Interested Providers contact Geri Ramirez
 Phone: (559) 265-4800 ext. 20112
 Email: geri.ramirez@westcare.com
 Please include mailing address and phone number.
 Deadline for completed Applications is February 13, 2015



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: February 10, 2015 @ 2:00 pm.

Trades: SWPPP, Traffic Control, Striping, Fence, Signage, Landscaping, AC Paving, CIDH, Rebar, Coatings, Glass/Glazing, Jack & Bore, Misc. Metal/Structural Steel, Barrier, Electrical, Elevator, Street Sweeping, Erosion Control, Clear & Grub, Pavement Markings, Irrigation, Architectural Treatment, Staining, Jointed Plain Concrete Pavement, Asphalt Paving, Concrete Barrier, Minor Concrete, Demo, Pavement Grinding, Saw Cutting, Joint Seal, HVAC, Signal/Lighting, Pipe Supply, Aggregate Supply.

Plans are available to download on planetbids.com

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; **Kimberly Bell**, kbell@pulice.com

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TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003
Contact: Derrick Means
 Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified union DBE businesses for the following project:
CML-5952 (172) - Port of Hueneme Shore Power Substation 'SP3' Addition Project
Location: Oxnard
BID DATE/TIME: 2/2/2015

SEEKING: Medium Voltage Cable, Medium Voltage Splicing Terminations, Neta Testing, We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

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Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need. www.sbeinc.com

Northern & Southern CA. 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:

Indio Blvd. Overhead Seismic Retrofit Project

City of Indio, Department of Public Works, Contract No. BR0302, Bid Date: January 29, 2015 at 3:00 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, Railroad Flagging, Job Site Management, SWPPP, Core and Pressure Grout Dowel, Structure Excavation, Structure Backfill, Steel Casings, CIDH, Prestressing, Structural Concrete, Drill and Bond Dowel, Rebar, Structural Steel, Clean and Paint Structural Steel, Spot Blast Clean and Paint Undercoat, Minor Concrete, Misc. Metal, Rental Construction Equipment, 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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REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Roseville Road Bridge Replacement Project

City of Sacramento, Project No. T15068500, Bid Date: 2/4/15 at 2:00 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: Preconstruction Photographs, Temporary Fence, Type III Barricade, Portable Changeable Message Sign, Signal Modifications, Pollution Controls, SWPPP, Storm Water Reports, Temporary Hydraulic Mulch, Erosion Control, Temporary Earthen Dam and Diversion System, Temporary Fiber Roll, Temporary Silt Fence, Temporary Construction Entrance, Street Sweeping, Remove MBGR, Remove Stripe and Markers, Remove AC Pavement, Remove AC Dike, Bridge Removal, Planed Pavement Conforms, Clear & Grub, Roadway Ex and Grading, Imported Borrow, Class 2 Aggregate Base, HMA, Rock Slope Protection, Midwest Guardrail System, In-Line Terminal System, Stripe and Markers, Structure Excavation, CIDH, Structural Concrete, Precast Prestressed Concrete, Joint Seal, Rebar, Concrete Barrier, Tubular Hand Railing, Tubular Bicycle Railing, Structure Backfill, Wall Gutter, Irrigation Systems, Landscaping, Construction Equipment and Rentals, 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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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 Solider Pile, CIDH, Steel Sheet Piling, Structural Concrete, Minor Concrete, Architectural Marking, Furnish Precast Prestressed Concrete Deck Unit, Joint Seal, Rebar, Roadside Sign, Timber Lagging, Clean and Paint Steel Solider 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.

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

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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 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: January 29, 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

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Public Policy

White House Rolls Out New Private Infrastructure Finance Plans

By Tom Ichniowski

The Obama administration has unveiled a new batch of proposals and initiatives aimed at drawing more private money to invest in U.S. infrastructure, with a particular focus on water projects.

The new plans, announced on Jan. 16, flesh out President Obama's Build America Investment Initiative, unveiled last July, which seeks to spur additional public-private infrastructure financing ventures.

Vice President Joe Biden, who outlined the plan in a speech at the site of a Washington, D.C., water tunnel project, noted that only 3% of U.S. infrastructure investment comes from the private sector, compared with 30% in Great Britain. He added, "So we've got to think of new ways in which to get people in the game."

A key part of the program is a proposal for new "qualified public infrastructure bonds," or QPIBs. The White House describes it as similar to private-activity bonds but aimed at public-private partnerships (P3s), to provide such ventures with the benefits of municipal bonds.

Biden said, "We're going to extend the same advantages to public-private partnerships that exist now [for] projects that are only entirely run by the government."

Another element of the program is a new Environmental Protection Agency Water Finance Center, which is to work with water agencies and private firms to use federal grants to spark more private financing for drinking-water and wastewater-treatment projects.

In addition, the Agriculture Dept. is setting up a new Rural Opportunity Investment Initiative, which is charged with helping to match private investors with rural water, energy and broadband projects.

Engineering and construction groups welcomed the administration's latest infrastructure ideas but see them as a supplement to strong, direct federal funds.

Stephen Sandherr, Associated General Contractors of America CEO, said in a statement, "The steps being taken by the administration should make it easier for state and local officials to finance a wide variety of projects designed to upgrade aging clean water systems, improve power transmission networks and keep our roads and bridges safe."

But Sandherr added that the initiatives won't solve all U.S. infrastructure needs and said AGC will work for long-term federal infrastructure legislation. The big bill on the horizon is a surface-transportation reauthorization to succeed the current stopgap measure, which expires at the end of May.

Terry O'Sullivan, Laborers' International Union of North America general president, hailed the administration's new proposals and programs. But he added that "public-private sector approaches must remain a supplement for public investment, not a substitute."

O'Sullivan urged Congress to develop and approve a multi-year surface transportation bill and legislation to authorize building the Keystone XL oil pipeline from Canada to Nebraska.

American Society of Civil Engineers President Robert D. Stevens also praised the administration's programs. He said the new EPA center and Agriculture Dept. initiative "are both strides that will help maximize the benefits from investments to improve our nation's infrastructure."

In a summary of the new plan, the White House agreed with Sandherr and O'Sullivan, saying, "Private capital is not a substitute for public investment."

It also noted that Obama last spring proposed a \$302-billion, four-year surface-transportation bill. But Congress didn't embrace the proposal, so, the White House said, Obama has been focusing on ways to attract private dollars to roads, bridges and other types of infrastructure.

Fred Kessler, a partner with law firm Nossaman, Los Angeles, pointed to the new infrastructure bond as something that is likely to increase the use of P3s.

Kessler said in an email: "Fully tax-exempt, QPIBs would put private borrowers on the same footing as traditional government purpose bonds."

He added, "From a public policy perspective it makes a lot of sense. Regardless of who the borrower is, the purpose of the financing is to fund delivery of projects that are government owned and serve the general public."

The 2005 SAFETEA-LU transportation law made highway and freight-transfer facilities eligible for private-activity bonds, or PABs, but capped the total amount of such bonds at \$15 billion.

According to the White House summary, the new QPIBs, if Congress authorizes the program,

■ Continued on page 12

Lean In or Lean Together

A Small Business Solution to Shrinking Workforce – Hire Seniors

By Mark Taylor

As the U.S. economy heats up and successful companies consider expansion and new hiring, competition for reliable, experienced and skilled employees will grow more intense, labor market experts predict.

They caution small businesses against ignoring one source of potential employees: older Americans.

Older Americans

Millions of seniors who have retired or are approaching retirement from lengthy careers still need to work to maintain their families and lifestyles. Others crave the social interaction and sense of purpose employment delivers.

Peter Cappelli, professor of management and the director of the Center for Human Resources at the Wharton School of the University of Pennsylvania, said increased life expectancy and the maturing of the largest generation in American history—the Baby Boomers—will account for increased numbers of older Americans in the workplace. Cappelli, the co-author of *Managing The Older Worker*, (Harvard Business Review Press, 2010) said today's seniors are staying older longer.

"If we think of old age as a period when people are no longer able to work, that group is shrink-

ing," he said. "Today's seniors don't want to just sit around. They want to work and they have a lot to offer. This trend is not going away."

He said that small businesses should consider hiring seniors for a variety of reasons validated by research. "They don't need much training. Business owners don't have to worry about their conscientiousness and they're less likely to switch jobs," he explained.

He said studies confirm that seniors score higher on reliability and interpersonal skills and experience lower rates of tardiness and absenteeism. And he said research dispels several myths: that seniors incur higher healthcare costs and are more prone to accidents. "Because they are older, don't have babies anymore and have fewer dependents, they have lower healthcare costs. Besides, most are on Medicare."

And Cappelli said seniors also suffer fewer safety incidents because they are more careful.

Greg O'Neill, director of the Washington, D.C.-based National Academy on an Aging Society, said research lags behind on some trends surrounding the employment of seniors.

"We know anecdotally that turnover is lower among senior workers and that some jobs are performed better by people with experience," O'Neill said. He pointed out that changing ergonomics in workplace and to accommodate older workers has shown increases in production.



Photo credit: Mark Taylor

"Someone transitioning out working with new engineers and sharing knowledge can be very effective," he said. Most companies don't think about all the knowledge walking out their doors. But they should."

Experience

O'Neill said that one of the benefits of older age is that people move into positions using crystalized

versus fluid intelligence. "That's code for experience," he said. He added that small businesses can benefit from hiring seniors in customer contact positions.

Visit link below for the full article:
www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1048&pageID=25

Source: New America Media

Stimulating Small Business Growth



Continued from page 1

Thus far, across the United States, over 2,000 small businesses have participated in 10,000 Small Businesses. In order to understand the potential long-term impact, the program is committed to the rigorous tracking of outcomes from the time participants enter the program, through graduation and at regular intervals thereafter. This report focuses on the first nearly 1,300 small business owners to have completed the education component of the program. The outcomes observed thus far have been encouraging with respect to program impact.

Only six months after graduating from the program, 44.8% of 10,000 Small Businesses participants reported adding new jobs. Notably, this change occurred during a difficult economic period. To place this into the context of the U.S. economy, between July 2012 and July 2013, 18% of U.S. small businesses surveyed by the National Small Businesses Association reported increasing their number of employees.

In addition, just six months after graduation, 63.7% of program participants increased their revenues.

To again provide context, between July 2012 and July 2013, 37% of U.S. small businesses surveyed by the National Small Businesses Association reported increasing their revenues.⁴

Finally, fully 80% of program participants report one or more types of collaboration with

their classmates by the time they graduate, including developing new business opportunities, contracting directly or providing referrals.

Overall, 10,000 Small Businesses maintains a 99% graduation rate and holds a Net Promoter Score of 90.4, demonstrating participants' extremely high satisfaction and the very high likelihood they will recommend the program to other small businesses.

As participants progress through 10,000 Small Businesses, and move beyond as program alumni, they make substantial behavioral changes to the way they run their businesses which builds and supports their foundation for growth. The business behavioral changes are varied. They include an increased understanding of, and ability to use, various financial statements to make operational and strategic business decisions and an increased use of a formal growth plan, a key program deliverable.

Many participants also report launching new products or services, discontinuing ineffective ones and expanding into new markets. They also report changes in the way they attract, manage and retain employees. Additionally, participants report increased use of formal boards of advisors and mentors.

Based on these outcomes, Goldman Sachs 10,000 Small Businesses is demonstrating the power of investing in small business owners; given the right mix of training and support, America's small businesses can grow their companies and create jobs in the communities where they live and work.

Small Businesses in the United States Drive Economic Growth and Job Creation

Entrepreneurship is increasingly recognized around the world as a critical force in creating a strong, stable economy and society. This is true in the United States, where entrepreneurship is an important component of economic development, and where small businesses are the primary source of new job creation. However, exactly which U.S. small businesses create jobs is less well understood.

The actual economic context for the United States is quite different than what is commonly believed. Despite the prominence of large corporations, the vast majority of companies that comprise the U.S. economy are small and medium-size businesses.

In fact, less than 1% of the 28 million firms in the U.S. have more than 500 employees.

Below that level, firms are classified as small and medium-sized businesses according to the U.S. Small Business Administration. Overall, 22 million firms (78%) have no employees other than the business owner; an additional 13% employ between one and four people and another 8% employ between four and 20 people. In summary, the majority of businesses in the U.S. economy (approximately 98%) have fewer than 20 employees. Together, these small businesses make up the overwhelming majority of U.S. firms and also account for the majority of job creation in the U.S.

In 1979, economist David L. Birch first asserted that small businesses are the job creators and consistently create the majority of net new jobs.¹⁰ A variety of reports from the U.S. Small Business Administration support that assertion, showing that since the 1970s, small businesses have accounted for 55% of all jobs and 66% of all net new jobs.¹¹

And while the much-publicized, high-growth "start-up" enterprises may, often deservedly, claim headlines for creating jobs, the U.S. Small Business Administration reports that about 60% of the private sector's net new jobs were created by existing establishments, with the remaining 40% attributed to start-up companies.¹²

However, whether they be existing or start-up companies, "growth companies" are rare. While the definition of a so-called "growth company" varies, annual revenue benchmarks for "growth companies" typically range between 30% and 50%. Regardless of the absolute definition, most experts agree that these firms are relatively rare, representing only 2% to 3% of U.S. employer firms.¹³ Goldman Sachs 10,000 Small Businesses supports the development of these growth companies, as well as those seeking any measure of growth, as the U.S. economy and labor market rely on them. Any job creation, be it one new job or five hundred new jobs, is to be celebrated and contributes to overall economic growth.

Data about the U.S. economy, small businesses and growth companies is shared with every 10,000 Small Businesses participant during the pro-

gram's orientation. Rarely do participants arrive to the program aware of the crucial role they play in the national or global economy. It is a role to be understood, supported and celebrated.

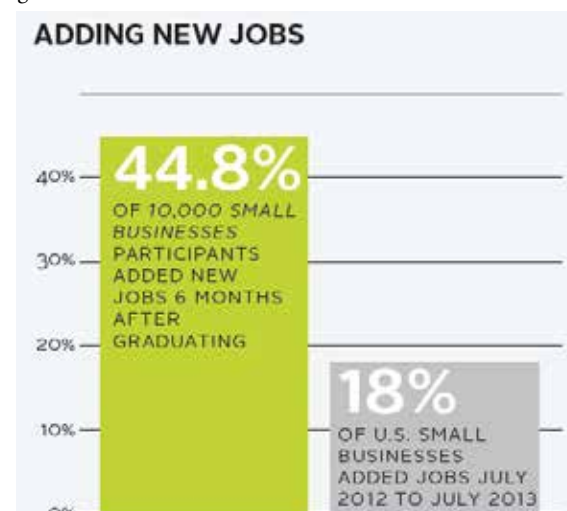
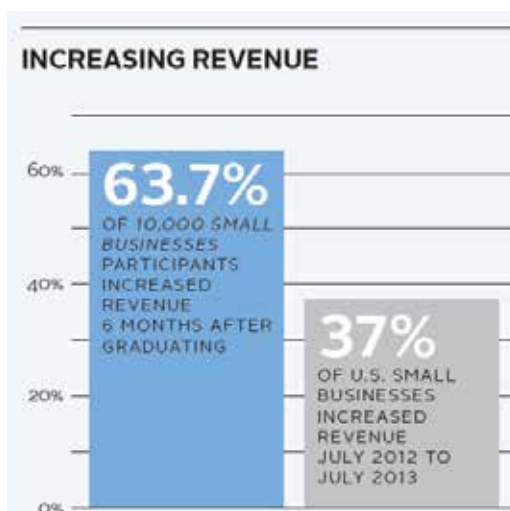
What is 10,000 Small Businesses? An Investment in Growth

Announced in November 2009 and with the first class held in April 2010, 10,000 Small Businesses is a \$500 million commitment by Goldman Sachs and The Goldman Sachs Foundation to unlock the job-creation potential of small businesses across the United States. The program is based on the broadly held view of leading experts that greater access to a combination of education, capital and business support services best addresses the barriers to business growth.

For the education component, The Goldman Sachs Foundation has committed \$200 million to fund business owner training at partner community colleges and other educational institutions, as well as faculty training and technical assistance to help build the capacity of each program partner. Through these partners the small business owners receive a practical education that focuses on skills they can apply immediately.

Visit link below for the full article:
www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1044&pageID=25

Source: 2015 Goldman Sachs



Public Legal Notices

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).

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).



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, 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

CITY OF ONTARIO

NOTICE INVITING BIDS Project No. P150-1415-02

The City of Ontario ("City") will receive bids for the City of Ontario, HOUSING AND MUNICIPAL SERVICES, QUIET HOME PROGRAM Project in the City of Ontario, California by electronic submission only no later than **February 12, 2015, at 5:00 P.M.** The Project, which involves modifying ninety-nine (99) units (including single and multi-family properties) will insulate dwellings against aircraft noise and must be completed within one hundred twenty (120) calendar days, as provided in the Bid and Contract Documents. Typically, sound insulation work includes installation of acoustic doors and windows, new central heating and ventilation air conditioning systems, with split (up flow or horizontal) equipment, attic insulation, vent baffles and other noise reducing improvements. Existing doors and windows are replaced with acoustically rated ones. Primary acoustical doors shall have a minimum Sound Transmission Coefficient (STC) of 32, and acoustical window products shall have a minimum STC of 40.

ARCHITECT PROBABLE CONSTRUCTION COST: \$3,255,188.31

Bids must be submitted electronically through the City's Planet Bids system. Bid Forms are available to registered vendors at www.ci.ontario.ca.us under Bids and Proposals on the home page. There is no charge to download the contract documents. The electronic bid management system will not accept late bids. A mandatory Pre-Bid Conference will be held on January 22, 2015 at 10:00 a.m. at 208 W. Emporia Street, Ontario, CA 91762 (Quiet Home Display Room, 1st floor). All bidders must attend. Anyone arriving late will not be allowed entry. (Optional Site Visit will follow conference)

Bids shall be valid for 60 days after the bid opening date. Bids must be accompanied by cash, a certified

or cashier's check, or a Bid Bond, in favor of the City in an amount not less than ten percent (10%) of the submitted Total Bid Price. Prior to award of the Contract, the successful bidder will be required to furnish a Performance Bond and a Payment Bond, each in the amount of one hundred percent (100%) of the Total Bid Price, on the forms provided and in the manner described in the Bid Documents. Contractor shall comply with PCC '4108 with respect to subcontractor bond requirements.

Pursuant to B&P Code '7028.15 and PCC '3300, Contractors shall possess the following California Contractor's license(s) in order to perform the Work: General Building "B" and Subcontractors must possess the appropriate licenses for each specialty subcontracted. Bidders are advised that this Contract is a public work for purposes of the California Labor Code, which requires payment of prevailing wages. City has obtained from the Director of the Department of Industrial Relations the general prevailing rates, and will place them on file at the City's office and make them available to any interested party upon request.

Since this Project involves federal funds, the successful contractor and its subcontractors must comply with federal DBE requirements, as specified in the Bid Documents. At this time City will meet the DBE goal on federally assisted projects through race neutral measures. City supports the use of race neutral measures to facilitate participation by DBEs and other small businesses, and encourages prime contractors to subcontract portions of their work that they might otherwise be performed with their own forces to DBEs.

Pursuant to PCC '22300, the successful Contractor may substitute securities equivalent to monies withheld by the Owner.

The City reserves the right to reject any or all Bids, to waive any informality or irregularity in any Bid received, and to be the sole judge of the merits of the respective Bids received.

CITY OF ONTARIO, CALIFORNIA

Sacramento Mayor Kevin Johnson Responds To President Obama's State of the Union Address

Continued from page 1



Before taking public office, Mayor Johnson led a diverse career as a professional athlete, entrepreneur and nonprofit executive. Johnson served as Chief Executive Officer of St. HOPE (Helping Others Pursue Excellence), a nonprofit organization he founded in 1989 and led until January 2008. Originally focused around providing afterschool programs

to at-risk youth in the Mayor's native Oak Park neighborhood, St. HOPE expanded to pursue a broader program of urban revitalization through public education, civic leadership, economic development, and the arts. Today St. HOPE consists of three divisions: St. HOPE Academy, St. HOPE Development Company, and St. HOPE Public Schools.

In his prior career, Johnson played professional basketball in the National Basketball Association. After earning a B.A. in Political Science from the University of California at Berkeley, he was drafted as the 7th pick in the 1987 NBA Draft by the Cleveland Cavaliers. He went on to play twelve seasons with the Cavaliers and Phoenix Suns, earning honors as a three-time All-Star, and five-time selection to All-NBA teams. The Mayor was inducted into the Phoenix Suns Ring of Honor in 2001, and is a member of the UC Berkeley Athletic Hall of Fame, Pac-10 Hall of Honor, Sacramento Sports Hall of Fame, Bay Area Sports Hall of Fame, Sac-Joaquin Section Hall of Fame, National High School Hall of Fame, and World Sports Humanitarian Hall of Fame.

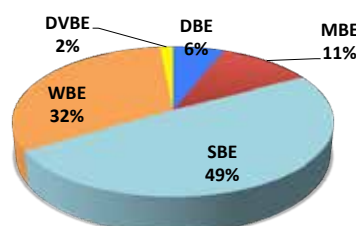
Mayor Johnson has served on the Board of Directors for LISC National, the California Charter School Association, the UC Berkeley Foundation, Teach for America, the Institute of Governmental Studies National Advisory Council and the Harvard Divinity School SLI Advisory Board. His concern and compassion for children and education prompted President George H. W. Bush to honor Johnson with the 411th Point of Light. In addition, Johnson was selected as one of the "15 Greatest Men on Earth" by McCall's Magazine and has received the NBA's J. Walter Kennedy Citizenship Award, the Good Morning America Award from Sports Illustrated, NCAA Silver Anniversary award, and the "Most Caring American" award by the Caring Institute.

Mayor Johnson has appeared on several national television programs including CNN Newsroom, The Oprah Winfrey Show, Dateline NBC, Larry King Live, The Colbert Report, Fox Business Network, and Tom Brokaw's "American Character."

Source: <http://portal.cityofsacramento.org>

AUDIENCE PROFILE

Small Business Exchange, Inc.



For more news/press release visit www.sbeinc.com/resources/news.cfm

Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362246-00

Fictitious Business Name(s):
Alex Lexson Photography
Address
**274 Lexington Street, Unit A
San Francisco, CA 94110**
Full Name of Registrant #1
Alejandra Lexson
Address of Registrant #1
**274 Lexington Street, Unit A
San Francisco, CA 94110**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/1/2014**

Signed: **Alejandra Lexson**

This statement was filed with the County Clerk of San Francisco County on **12/31/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Morgan Jaldon**
Deputy County Clerk
12/31/2014

1/8/2015 + 1/15/2015 + 1/22/2015 + 1/29/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362397-00

Fictitious Business Name(s):
VistaVida
Address
1607 18th Street, San Francisco, CA 94107
Full Name of Registrant #1
Stephen S. Francis
Address of Registrant #1
**18910 Bellgrove Cir.,
Saratoga, CA 95070**
Full Name of Registrant #2
SSKGS Investments LLC (CA)
Address of Registrant #2
**1607 18th Street,
San Francisco, CA 94107**
Full Name of Registrant #3
Leslie H. Francis
Address of Registrant #3
18910 Bellgrove Cir., Saratoga, CA 95070

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/9/2015**

Signed: **Gary Stolzoff**

This statement was filed with the County Clerk of San Francisco County on **1/9/2015**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Susanna Chin**
Deputy County Clerk
1/9/2015

1/15/2015 + 1/22/2015 + 1/29/2015 + 2/5/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0361859-00

Fictitious Business Name(s):
Construct Art
Address
**1129 Balboa Street,
San Francisco, CA 94118**
Full Name of Registrant #1
Khanh Le Tran
Address of Registrant #1
**1129 Balboa Street,
San Francisco, CA 94118**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/4/2014**

Signed: **Khanh Le Tran**

This statement was filed with the County Clerk of San Francisco County on **12/4/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jeanette Yu**
Deputy County Clerk
12/4/2014

10/31/2014 + 1/8/2015 + 1/15/2015 + 1/22/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362182-00

Fictitious Business Name(s):
Cleanliness Is Heavenly...
Address
**1977 20th Avenue,
San Francisco, CA 94116**
Full Name of Registrant #1
Sara Carmina Tinoco
Address of Registrant #1
**1977 20th Avenue,
San Francisco, CA 94116**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/11/2014**

Signed: **Sara Carmina Tinoco**

This statement was filed with the County Clerk of San Francisco County on **12/26/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jeanette Yu**
Deputy County Clerk
12/26/2014

1/22/2015 + 1/29/2015 + 2/5/2015 + 2/22/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362336-00

Fictitious Business Name(s):
Grouffit Apparel
Address
**144A Vicksburg Street,
San Francisco, CA 94114**
Full Name of Registrant #1
Anne E. Kearns
Address of Registrant #1
**144A Vicksburg Street,
San Francisco, CA 94114**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Anne E. Kearns**

This statement was filed with the County Clerk of San Francisco County on **1/7/2015**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**
Deputy County Clerk
1/7/2015

1/8/2015 + 1/15/2015 + 1/22/2015 + 1/29/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362572-00

Fictitious Business Name(s):
Angel Health Center
Address
**1347 Divisadero Street,
San Francisco, CA 94115**
Full Name of Registrant #1
Shen Ying Jian
Address of Registrant #1
1741 Detroit Ave #32, Concord, CA 94520

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **not applicable**

Signed: **Ying Jian Shen**

This statement was filed with the County Clerk of San Francisco County on **12/26/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sally Chung**
Deputy County Clerk
1/20/2015

1/22/2015 + 1/29/2015 + 2/5/2015 + 2/22/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362366-00

Fictitious Business Name(s):
Lio Studio, Inc.
Address
**1661 Tennessee Street 3p
San Francisco, CA 94107**
Full Name of Registrant #1
Lio Studio, Inc. (CA)
Address of Registrant #1
**1661 Tennessee Street 3p
San Francisco, CA 94107**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/7/2015**

Signed: **Flavia Dawson**

This statement was filed with the County Clerk of San Francisco County on **1/8/2015**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**
Deputy County Clerk
1/8/2015

1/15/2015 + 1/22/2015 + 1/29/2015 + 2/5/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362546-00

Fictitious Business Name(s):
Amy Barboro Design
Address
**2806 Union Street #1,
San Francisco, CA 94123**
Full Name of Registrant #1
Amy Barboro
Address of Registrant #1
**2806 Union Street #1,
San Francisco, CA 94123**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **not applicable**

Signed: **Amy Barboro**

This statement was filed with the County Clerk of San Francisco County on **1/16/2015**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jennifer Wong**
Deputy County Clerk
1/16/2015

1/22/2015 + 1/29/2015 + 2/5/2015 + 2/22/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362041-00

Fictitious Business Name(s):
**1. RNB Entertainment
2. Warren Foster Insurance Services
3. Fos-Glo Music
4. Rite Turn Parking**
Address
**150 Executive Park #4700,
San Francisco, CA 94134**
Full Name of Registrant #1
Warren E. Foster
Address of Registrant #1
**150 Executive Park #4700,
San Francisco, CA 94134**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1999-7-1**

Signed: **Warren Foster**

This statement was filed with the County Clerk of San Francisco County on **12/16/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jeanette Yu**
Deputy County Clerk
12/16/2014

1/15/2015 + 1/22/2015 + 1/29/2015 + 2/5/2015

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362216-00

Fictitious Business Name(s):
Walton's Solutions
Address
**1063 Geneva Avenue,
San Francisco, CA 94112**
Full Name of Registrant #1
Shamann Walton
Address of Registrant #1
**1063 Geneva Avenue,
San Francisco, CA 94112**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Shamann Walton**

This statement was filed with the County Clerk of San Francisco County on **12/30/2014**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jennifer Wong**
Deputy County Clerk
12/30/2014

1/8/2015 + 1/15/2015 + 1/22/2015 + 1/29/2015

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 14-550755

PETITIONER OR ATTORNEY

Kenneth Gerrit Lau
3439 Vicente Street
San Francisco, CA 94116

TO ALL INTERESTED PERSONS:

1. Petitioner **Kenneth Gerrit Lau** for a decree changing names as follows:

Kenneth Gerrit Lau changed to
Kent Gerrit Lew

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING

Date: **February 5, 2015** Time: **9:00 AM**
Dept.: **514** Room: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102

VICTORIA GONZALEZ, Clerk
DATED - November 21, 2014

12/18/14 + 12/24/14 + 01/01/15 + 01/08/15

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SMALL & MINORITY BUSINESS

6 Capital Funding Sources for Minority Businesses

By Carolyn M. Brown

It takes money to make money. That is the plain and simple truth in business. A shortfall of capital is one of the most commonly cited reasons why a company is unable to expand business and succeed. The prospect of getting financing for a start-up even in a growing economy is very difficult due to the fact that business owners lack operating experience and solid credit history.

America's credit crunch environment is making it tougher than ever for entrepreneurs to raise money to start or grow their businesses, particularly minority-owned firms. A study released by the Minority Business Development Agency found that minority-owned firms are less likely to receive loans than non-minority-owned firms, especially businesses with gross receipts less than \$500,000. The tightening of lending standards on traditional loans means minority businesses have to become more vigilant about their funding sources.

Today, only 59 percent of small businesses are able to obtain adequate financing, reports the National Small Business Association (NSBA). That number has steadily decreased in the last five years. Banks don't finance dreams, says Todd McCracken, president of NSBA. They finance businesses that are likely to be successful. Your company has to have a good financial track record and a solid business plan, he adds.

Business owners must look past the SBA and beyond traditional lending sources, says Kedma S. Ough, business director of AVITA Business Center, a small business consulting firm headquartered in Portland, Ore., which offers targeted funding resources and grant opportunities. When working with its clients AVITA often examines non-traditional funding sources first, says Ough. For instance, minority entrepreneurs can consider participating in business plan competitions or industry specific contests.

Take Leah Brown, founder and president of A10 Clinical Solutions in Cary, N.C. In 2007, Brown was named a Make Mine a Million \$ Business winner. In addition to a cash prize, her award package included marketing and technology tools, mentoring and coaching to help grow her business. Make Mine a Million \$ Business is powered by OPEN from American Express and Count Me In for Women's Economic Independence, a national not-for-profit provider of resources, business education and community support.

Brown's innovative-driven firm manages clinical trials to get drugs approved by the FDA for Merck, GlaxoSmithKline, and other clients. Brown's company also does work for the National Institute of Health and other government agencies. The 48-year-old onetime lawyer was inspired to start the company in 2004 when a close relative passed away from AIDS. A10 focuses on ailments prominent within minority communities and has started opening medical "check-up centers" at businesses, airports and bus stations.

What's more, A10 ranked first on Inc. Magazine's 5000 Fastest-Growing Companies' list of the Top 10 Black-Run Companies in the country and placed in the top 500 of the list of Fastest-Growing Privately-Owned Companies in America at No. 92 overall, with a three-year growth rate of 2,714.3 percent. The firm employs more than 300

people, generating nearly \$20 in revenues reportedly in 2010. Brown is among thousands of women entrepreneurs to benefit from the Make Mine a Million \$ Business and M3 Race contests. Since its inception, the program has hosted over 20 "elevator pitch" competitions in cities around the country. Cash awards have ranged from \$1,000 to \$100,000.

Ough suggests checking out competitions or grants that are specific to a particular minority group, industry, sector, or region. For Native American entrepreneurs, some tribes provide grants up to \$100,000 towards a business, Ough explains. "Women and minority business owners should examine their background to see how that may play a role." For example, "you might have a disability and struggling to get a loan. In that instance, we would look at collaboration to piece a couple of things together to get multiple funding. Various agencies, everything from vocational agencies to the Veterans Administration, have funding sources for small businesses," she explains. In addition, check with your state economic development agency to see if there are specific programs or grants associated with your particular industry cluster, adds Ough.

Here are five other funding sources worth investigating.

1. Individual Development Accounts (IDAs)

These are grants with strings attached. The way it works is that IDAs are savings accounts that match the deposits of individuals with modest financial means. For every dollar saved in an IDA, savers receive a corresponding match. Savers agree to complete financial education classes and use their savings for an asset-building purpose such as to capitalize a business. There is no limitation on how long you can be in business but there are income requirements which vary by county. Typically revenues for business owners fall under \$50,000. In addition to earning matching dollars, savers learn about budgeting and receive additional training before purchasing an asset. For example, programs in Oregon let participants save \$3,000 and the agency can match them with \$9,000, allowing them to use a combined total of \$12,000 towards building their business and without having to repay the funds. For more info, review the IDA directory.

2. Capital Assistance

The U.S. Department of Commerce's Minority Business Development Agency (MBDA) recently announced \$7.8 million in funding for 27 MBDA Business Centers (MBCs). These centers help minority firms with access to markets, contracts, capital and other strategic business consulting services. MBCs interface directly with minority business owners and managers at the local level. Whether it's securing working capital from a lender, applying for an SBA loan, or responding to a grant proposal, MBCs help business owners prepare a funding package. Last year, MBCs helped their clients gain access to more than \$800 million in financial packages, including working capital, equity investments, and bonding.

3. Forgivable Loans

This type of loan is made with the understanding that if the borrower meets certain requirements, repayment of the loan will not be required. A forgivable loan is actually a grant, says Ough, "because if you do everything right you don't have



Photo credit: www.commerce.gov

to pay the money back." A stipulation may be that you are required to hire and train employees, Ough explains. She cites for example a particular forgivable loan program that allowed recipients to hire up to five employees. "For every employee you hired you were given \$5,000 for each. So, you had up to \$25,000 you could use for anything related to supporting the growth of your business." As a growing business, you are going to be hiring employees anyway. This program gives you an incentive to do so, adds Ough. The Regional Investment Board manages lottery funds in Oregon which are used for economic development purposes. These monies are available to entities in the form of grants or loans to support projects that will create jobs in the region. Just as well, you may be able to take advantage of other state loans programs and loan guarantees.

4. Micro Loans

Poor credit history is a barrier for many entrepreneurs seeking traditional financing. "If you have not positioned your personal credit such that a bank will find you to be a strong enough credit risk, they won't lend to you," says Jennifer Spaziano, vice president of business development at ACCION USA, a microfinance institution that lends to 48 states across the U.S., providing loans to upstarts, especially women and minority businesses. ACCION New York is one of hundreds of regional and national nonprofit groups that make micro loans from as little as \$500 up to \$35,000. Many of these groups are funded by The U.S. Small Business Administration. Cities like San Francisco and New York City have expanded or introduced their own microfinance programs. Each organization has its own lending requirements. ACCION USA has provided over \$119 million in over 19,000 micro loans since inception in 1991. To learn more, visit the Association for Enterprise Opportunity's website.

5. SBIR Grants

There is a lot of talk and excitement around technology, particularly coming from the Obama Administration. Review the possibility of obtaining a Small Business Innovation Research (SBIR) grant or Small Business Technology Transfer Program (STTR) funding. You might not be in a position to go after venture capital, yet you may need initial funding for early stage research and development, says Ough. For instance, "we are working with a client who has developed a new process for providing a better educational tool for kids with autism. We pulled out an application to apply for the grant through the National Institute for Health." The SBIR program was established

by Congress in 1982 as a means of stimulating innovation with more than \$ 2.2 billion dollars set aside annually with first phase funding of up to \$100,000. Phase two is a \$750,000 award. The SBIR/STTR program reaches out to socially and economically disadvantaged firms. The participation rate of minority- and women-owned firms in SBIR/STTR just within the Department of Defense is roughly 21 percent. Two sites to check out are Zny and SBIR.gov.

6. New Market Tax Credit

For companies looking for commercial ownership or to own their own facility, Ough suggests exploring new market tax credits. This federal program is administered by the U.S. Department of Treasury Community Development Financial Institutions Fund. Designed to provide investments to projects and businesses in low-income communities, the program has expanded to include investments in minority business. NMTC permits taxpaying investors to receive a credit against their federal income tax liability for making qualified equity investments in designated Community Development Entities (CDEs). The credit is spread over seven years, amounting to roughly 39 percent of the investment made in a qualified entity. Many states have passed a tax credit for minority business. The provisions and limitations of these credits vary from state to state. Many of them resemble the New Market Tax credit and give tax credits against state income tax to investments that are used to support minority building projects or encourage minority business ownership, which includes women-owned businesses. However, these credits are extremely tough to get and are highly competitive.

In addition, contact your National Chamber of Commerce. There are a number of national chambers of commerce specific to women and minority sectors that offer access to funding sources, including the National Women's Chamber of Commerce, the Hispanic Chamber of Commerce, the National Black Chamber of Commerce and the Native American Chamber of Commerce.

"To find all the funding sources available in your community, you need to become a great connector so that you get familiar with all the programs available for starting and growing your business," says Ough. "If that's not possible, then the next best thing is to find those connectors that can guide you." Connectors are the top ten businesses, organizations or key players in your community that you get referred to when you are trying to find resources and funding for your specific business.

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

SUB-BID REQUEST ADS

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
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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.

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Email: office@kjwoods.com

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K.J. WOODS CONSTRUCTION, INC.

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

EAST BAYSHORE RECYCLED WATER PIPELINE

- PHASE 1A

East Bay Municipal Utility District

Bid Date: February 11th 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.

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SMALL BUSINESS EXCHANGE

New Private Infrastructure Finance Plans

Continued from page 7

could also be used for a wider range of projects, including airports, ports, mass transit, solid waste, sewer, water and surface-transportation projects.

The envisioned QPIBs would have no expiration dates, no volume caps and their interest wouldn't be subject to the alternative minimum tax.

QPIBs would have some limitations—they could not be used for privately owned facilities or privatizing public facilities.

The bonds would require approval from Congress, but the Obama administration can adopt much of the rest of the collection of plans by presidential executive order or administrative actions by individual or multiple federal agencies.

The plans spotlight water infrastructure. Biden said that the new EPA center will not provide "a whole lot of new money."

He added, "What it is, is the one thing the federal government can do better than any municipal

or local or state government—It can find and pull together the best practices in the country and it can make them available to people in other states and communities."

EPA Administrator Gina McCarthy, who also spoke at the D.C. Water event with Biden, noted that water infrastructure needs are estimated at \$600 billion over 20 years. Biden said the new office could attract \$6 billion to \$28 billion "off the sideline."

The Agriculture Dept., Biden said, has devoted \$10 billion to rural water projects since 2009 and the new office will allow the department agency to "be more proactive" regarding projects in local communities.

Visit link below for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1047&pageID=25

Source: <http://enr.construction.com>

A Bittersweet Farewell

Continued from page 1

about from America's small businesses for the next four years.

As Chief Counsel for Advocacy, I was not only the voice for America's small businesses, but I was required to listen to the regulatory burdens imposed on entrepreneurs. As the enforcer of the Regulatory Flexibility Act, I had to continually strive to create a foundation for acceptable regulations through sound research. The position is multifaceted, but the mission is accomplished with the support of some of the best employees inside the federal government.

When I started with Advocacy, I wanted to make sure that our research was both timely and actionable, the most solid foundation possible for regulations and small business economic growth. I believe our office is fulfilling this goal every day. My first day on the job, I talked about spreading the word about our office and I am pleased to see that our Regional Advocates played an exceptional part in advancing the views of America's small businesses all across the country. Advocacy is not only heard about inside the Beltway, but also in small towns around the nation, from Coeur d'Alene, Idaho, to Buras, Louisiana.

As a small business advocate, I understand how regulations need to accomplish their goal without placing a disproportionate burden on small business. I am happy to report that during my time

with Advocacy, we have shared small business concerns through 145 comment letters and saved small businesses more than \$20 billion in first-year regulatory costs. We are supporting America's small businesses every day and we do this with the support of our Congressional leaders.

To advance the mission of the Office of Advocacy, I hope the 114th Congress will continue to value the important role Advocacy plays on behalf of American entrepreneurs.

For Advocacy to remain on a path forward, a new Chief Counsel will enable the office to function at full capacity. I hope Congress will swiftly confirm nominee Gilberto de Jesús for this valuable position for our nation's small business owners.

As I leave this position, I know the office will continue as a voice in tune with the issues important to small businesses across this country.

Throughout my tenure, I have repeatedly said the entrepreneur seeks to do the unprecedented. So, I do not know what this next chapter in my life will bring, but I know my experience with the Office of Advocacy will help shape my future endeavors.

Source: Office of the SBA

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