



SMALL BUSINESS

EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

What Works For Cities

Will Hospitals Become the New Vanguard in Urban Economic Development?



Martin Luther King, Jr. Outpatient Center - Los Angeles County
Los Angeles, California

The importance of hospitals to our quality of life extends well beyond the healthcare services they provide. They are also major drivers of economic growth. As an industry, healthcare has been outpacing the growth of the rest of the economy for at least 10 years. Healthcare occupations are expected to be the fastest-growing occupations in the nation between 2012 and 2022.2 In 2012, hospitals employed nearly 5.6 million people and spent more than \$757 billion on goods and services from other businesses.

Hospitals are particularly important to inner cities. They create more inner city jobs than any other sector. Hospitals have added 190,000 jobs in inner cities since 2003, and they are the largest employers in 77 of the largest 100 inner cities. They also create accessible jobs. Two-thirds of healthcare jobs require an Associate's degree or less. Twenty percent of the nation's 1,250 large, nonprofit hospitals are located in an inner city.

A number of these hospitals already engage in robust economic development initiatives in their communities. Their commitment is motivated by their mission to public health and, in an increasingly competitive industry, their self-interest in creating conditions that help attract and retain

employees and increase patient satisfaction. Over the last fifteen years, the healthcare field has also explored the potential impact of upstream investments, such as affordable housing and poverty reduction, which address the social determinants of health.

The Internal Revenue Service (IRS) creates an additional incentive for nonprofit hospitals to support economic development by requiring them to provide (and report) community benefits to remain tax exempt. The average hospital spends 7.5 percent of its budget on community benefits, which may include subsidized direct care, community health improvements and contributions (e.g., supporting childhood immunization efforts, and donations to community groups), and health professionals' education and research. At present, most hospitals meet their community benefits requirements chiefly through the provision of subsidized direct care.

New Incentives For Hospitals To Invest In Social Determinants Of Health

The Patient Protection and Affordable Care Act (ACA), passed in 2010, creates new incentives,

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Turner/PCL Awarded \$961M Contract for LAX Midfield Concourse

The modernization of Los Angeles International Airport took a major step forward Thursday with approval of the construction contract for a \$1.25-billion midfield concourse that will add 11 passenger gates to accommodate growing air travel.

City airport commissioners also initiated preliminary planning and the environmental review

for several projects included in the \$4-billion ground transportation plan for LAX.

Among the proposals are a consolidated car rental facility in nearby Manchester Square and an automated people mover that would connect to passenger terminals, the rental car center and the planned station for Metro's Crenshaw light rail line.

The new concourse will stand between the north and south runways about 1,300 feet west of the Tom Bradley International Terminal. The project is exceeded in scale only by the ongoing \$2.1-billion expansion of the Bradley, which is the centerpiece of LAX's modernization effort.

Airport commissioners awarded a \$961.3-million design and construction contract to Turner/PCL, a joint venture that airport officials say offered the most competitive bid for the northern half of the satellite concourse. The southern portion will be handled later as a separate project.

"The 11 gates will be full as they are made available for operation," said Gina Marie Lindsey, executive director of Los Angeles World Airports, the operator of LAX. "Our expectation is that growth will take us there very quickly." The nation's third busiest commercial airport is on track to handle more than 71 million passengers this year and exceed the previous peak of about 68 million in 2000.

Scheduled to be completed in 2020, the north concourse will include taxiways and a tunnel for passengers to reach the Bradley, where an annex will be added. In addition, Los Angeles World Airports will have the option of adding a baggage handling system and an extension with two more gates on the north end of the concourse.

Because of increasing costs to modernize and expand the Bradley terminal, Lindsey told commissioners that airlines would like to hold down the costs of the new midfield facility.

Airport records show that the initial estimate to complete the Bradley was about \$1.4 billion in late 2009. Due to additions and change orders, the current estimate is more than \$2.1 billion. That is in addition to a \$737-million remodel of the original Bradley building that was finished in 2010.

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Community Outreach

Giving Back to Communities

By Annie Donovan

The holiday season is an important time to give back to our communities and lend a helping hand to those who are striving to get through tough times. Yesterday, my fellow Treasury Department officials and I did just that. Secretary Lew, Deputy Assistant Secretary Jessica Milano, and I served breakfast at So Others Might Eat (SOME), a Washington, D.C. based organization helping individuals and families in need. Volunteering at SOME allowed us to see first-hand how organizations like this touch people's lives. It also provided us a glimpse of how the Treasury Department's Community Development Financial Institutions Fund (CDFI Fund) is supporting services where they are needed the most.

SOME helps break the cycle of homelessness by offering food, clothing, affordable housing, job training, addiction treatment, and counseling to the poor, the elderly, and individuals with mental illness. The services that SOME provides make a huge difference for individuals and families in this community every day, and it is an example of how the CDFI Fund provides lifelines to communities across the country.

To expand its affordable housing services, SOME received more than \$4 million in financing from the OpenDoor Housing Fund. OpenDoor is a Community Development Financial Institution that received financial assistance from the CDFI Fund to spur new investments that would shore up economic development efforts and fund services in underserved neighborhoods.



Secretary Lew, Deputy Assistant Secretary Jessica Milano, and CDFI Director Annie Donovan serve breakfast at So Others Might Eat in Washington, D.C.

In 2013 alone, SOME provided 248,875 meals out of its kitchen. SOME also provided an additional 184,936 meals through its residential program; 23,514 sets of clothing to homeless men and women; 15,657 medical visits to doctors or dentists through its clinic; and affordable housing to 140 families with 314 children as well as 577 single

Continued on page 9

Mayor Lee Announces \$5.5 Million Gift from Kaiser Permanente to Support Community-Based Organizations

Mayor Edwin M. Lee announced \$5.5 million in grants from Kaiser Permanente that will support seven local nonprofits dedicated to improving the health of at-risk populations in the San Francisco Bay Area, including a \$3 million focus on public housing residents through HOPE SF, the City's innovative initiative to revitalize San Francisco's most distressed public housing sites into mixed-income communities without displacing existing residents and while providing residents with services that will allow

them to thrive in the transformed communities.

"Kaiser Permanente has a long history of supporting organizations in our City that are critical to improving the health of our communities," said Mayor Lee. "These generous grants totaling \$5.5 million will help San Francisco reach its goal of improving the quality of life for residents who may have challenges in getting the health care and support they need to lead healthy, productive lives and ultimately succeed in our City. From improving health and wellness services for our homeless and public housing residents to violence prevention

strategies for at risk youth to preventing heart attacks and strokes, public-private partnerships like this are critical to our City."

"As part of the broader health eco-system, we fully understand the importance of collaborating with other organizations and supporting the programs and services they provide to make a deeper, more sustainable difference in the total health of our communities," said Kaiser Permanente Chairman and CEO Bernard J. Tyson.

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• CITY OF LOS ANGELES

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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

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CALIFORNIA CERTIFICATIONS



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• CPUC Clearing House

• San Francisco Human Rights Commission

Affordable Housing

Developer-driven. Buyer-centric. Smarter real estate.



New Affordable Homes at Thirty Five Dolores

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

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

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

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

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

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

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

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

Visit www.sf-moh.org for larger households.

Applications are due on Saturday,

January 26th by 5:00pm PST.

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

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

Visit www.sf-moh.org for program information.

Developer-driven. Buyer-centric. Smarter real estate.



New Affordable Homes at 870 Harrison

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

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

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

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

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

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

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

Applications are due on

February 2nd by 5:00pm PST.

Please contact Dilan Urin at the

870 Harrison Sales Center for an application

and more information;

dilan@870harrison.com and 415-539-9100

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

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

NEED VACANT LOT TO RENT

REQUIREMENT: AC Transit is looking to lease ground space (vacant lot) of approximately 8,000 to 10,000 square feet. The lot should have easy utility, power, and telecommunication access to enable the installation of construction trailer. Office space of 2500 SF to 3,000 SF would also meet the requirement.

The proposed property should be located in Oakland CA. In the following delineated area.

North – 14th Ave.

East – International Blvd.

South – Hegenberger Rd.

West – San Leandro Blvd. or 21st.

TERM: Lease term will be for 3 years, with one year option beginning on or about February 3, 2015.

OWNERS & AGENTS: Owners or their exclusive listing agency ONLY may submit properties.

Expressions of interest in the project can be submitted in letter form only at the address below – or electronic submission.

Forward pertinent information by January 2, 2015 to:

Fred King

300 Frank H. Ogawa Plaza, Suite 10

(510) 446-8049

fred.king@jacobs.com

Mayor Lee Announces \$5.5 Million Gift from Kaiser Permanente to Support Community-Based Organizations

Continued from page 2

"These grants demonstrate our commitment to creating communities that support the physical, emotional and spiritual well-being of those who live, work and thrive in San Francisco."

"In my two years as District 5 Supervisor, my first priority has been public housing and the quality of life of the residents," said Supervisor London Breed. "I'm very happy to see this public-private partnership with Kaiser Permanente and the City of San Francisco. This \$5.5 million grant towards health and social programs will have a big impact in the lives of our most vulnerable residents."

"Kaiser Permanente has been consistently been a strong partner for our neighborhoods in San Francisco," said Supervisor Malia Cohen. "These grants will help uplift some of our most vulnerable communities and address a broad spectrum of the needs our residents have."

The Peer Health Leadership Program at HOPE SF will receive \$3 million to improve resident health and wellness at four HOPE SF sites serving 4,000 of San Francisco's most vulnerable residents. The leadership program at HOPE SF supports broad community development to address the social aspects of health and wellness, including community engagement, economic mobility, safety, and education, during this large-scale public housing revitalization.

The Bayview HEAL Zone (Healthy Eating, Active Living) is part of the San Francisco Health Foundation and will receive \$1 million. Previous support of this initiative has helped increase access to fresh produce and safe drinking water as well as increasing the availability and use of parks and public spaces. This continued assistance will include strategies related to violence prevention, community safety, neighborhood cohesion, social and emotional health and family support.

HealthRIGHT 360 is a non-profit health-care safety-net organization serving more than 50,000 clients annually, most of them uninsured and facing additional challenges from homelessness, incarceration or poverty. It will receive \$500,000 toward its capital campaign for a new San Francisco health-care campus.

PHASE (Prevent Heart Attacks and Strokes Everyday), an award-winning Kaiser Permanente program providing evidence-based care for complex patients who are at risk for heart attacks and strokes, will be expanded through a \$400,000 grant to San Francisco General Foundation. The grant will allow PHASE to reach 30 percent more patients.

The UCSF Center for Excellence in Primary Care will also receive funding to expand PHASE. \$250,000 will be used to assess clinic readiness and capacity, develop methods to measure effectiveness, provide on-going coaching and training, assist with data analytics and create forums to share and spread best practices.

The San Francisco Community Clinic Consortium, an organization representing 11 non-profit safety-net clinics in San Francisco will receive \$250,000 to support its core services of fostering coordination across health-care delivery systems and advocating on behalf of safety-net patients.

Finally, the California Center for Youth Wellness, a health clinic and service-delivery organization located in Bayview Hunters Point will receive \$100,000 to help develop a statewide strategy to prevent adverse childhood experiences that can lead to chronic disease.

Source: City and County of San Francisco

Looking for
Subcontractors, Vendors,
and Suppliers?

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Small Business Exchange.

With a monthly readership of 75,000,
SBE reaches a diverse audience, cutting
across ethnic and gender lines as well
as traditional industry segments.



Call 1-800-800-8534
or visit us at www.sbeinc.com

California Sub-Bid Request Ads

Gallagher and Burk, Inc. is soliciting for L/SLBEs for the following project:
CITY OF HAYWARD CONSTRUCTION ON I-880/ SR - 92 RELIEVER ROUTE - PHASE 1 PROJECT
WHITESSELL ST WIDENING - BREAKWATER AVE TO ENTERPRISE AVE, WHITESSELL ST EXTENSION - ENTERPRISE AVE DEPOT ROAD, W. WINTON AVE/HESPERIAN BLVD INTERSECTION IMPROVEMENTS HESPERIAN BLVD/MIDDLE LANE/SOUTHLAND DR SIGNAL MODIFICATION WB & EB ROUTE 92/CLAWITER RD OFF- RAMP INTERSECTION IMPROVEMENTS
CITY PROJECT NO. 5197,
ALAMEDA CTC PROJECT NO. 615

OWNER:

City of Hayward - City Clerk, Fourth Floor
 777 "B" Street, Hayward, CA 94541

BID DATE: January 13, 2015 @ 2:00 PM

We hereby encourage responsible participation of local Disadvantaged/Minority/Women 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, CLEARING AND GRUBBING, CPM SCHEDULING CONSULTANT, ELECTRICAL, PERMANENT EROSION CONTROL, TEMPORARY EROSION CONTROL, FENCING, GUARDRAIL, LANDSCAPING, LIME TREATMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SHEET PILING, SOUNDWALL (MA-SONRY). STRIPING, SURVEY/STAKING, SWPPP PREP/CONSTRUCTION SITE MANAGEMENT, UNDERGROUND, VEGETATION CONTROL, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A MATERIAL)

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'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.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
 Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Steve Lippis
 Website: www.desilvagates.com
An Equal Opportunity Employer

Gallagher and Burk, Inc. is soliciting for L/SLBEs for the following project:
CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN OAKLAND FROM 0.1 MILE EAST OF BOSTON AVENUE OVERCROSSING TO 0.02 MILE WEST OF THE ROUTE 80/580/880 SEPARATION AND AT 0.2 WEST OF ROUTE 80/580/880 SEPARATION, CONTRACT NO. 04-4H2214, FEDERAL-AID PROJECT ANHPI-X001(588)E

OWNER:

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

BID DATE: JANUARY 15, 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'S (TYPE Z-2), CLEARING AND GRUBBING. CONCRETE BARRIER, CONSTRUCTION AREA SIGN, CRASH CUSHION, ELECTRICAL, EROSION CONTROL, GUARDRAIL, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, GRINDEXISTING CONCRETE PAVEMENT, PAVING FABRIC, CONCRETE PAVEMENT, ROADSIDE SIGNS, DELINEATORS & MARKERS, RUMBLE STRIP, SIGN STRUCTURE, HIGH FRICTION SURFACE TREATMENT, STRIPING, STRUCTURE CONCRETE APPROACH SLAB, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, HOT MIX ASPHALT (OPEN GRADED) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc.'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 office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
 Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Victor Le
 Website: www.desilvagates.com
An Equal Opportunity Employer

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

Restoration Of San Leandro Creek (LINE P) Between Hegenberger Road And 75 Feet Upstream of 98th Avenue in Oakland, Alameda County California Zone NO. 12 Project

Owner: Alameda County Flood Control Conservation District Hayward, CA

BID DATE: January 8, 2015 at 2:00pm.

We hereby encourage responsible participation of D/M/WBE's Disadvantaged Minority/Women-Owned Enterprises and solicit their subcontractor or materials and/or suppliers for the following types of work including but not limited to:

Concrete, Trucking, Fencing, Hydroseeding

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or by purchasing online www.ipdservices.com/clients/easbay?ALCO

Or by contacting: Central Blue Print at 17132 E. 14th Street Hayward, CA 94541 (510) 276-3375, East Bay Blue Print and Supply at 1745 14th Avenue, Oakland, CA 94606 (510) 261-2990 or Custom Blue Print 1944 Mt Diablo Boulevard, Walnut Creek, CA 94596 (925) 932-3113 PSEC is willing to breakout any portion of work to encourage D/M/WBE's Disadvantaged Minority/Women-Owned Enterprises, and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at kdonahue@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

Pacific States Environmental Contractors, Inc.
CAL LIC. NO. 723241

11555 Dublin Boulevard • Dublin, CA 94568-2909
 Phone: (925) 803-4333 • FAX: (925) 803-4334
ESTIMATOR: Keith Donahue
EMAIL: kdonahue@pacificstates.net
An Equal Opportunity Employer

DeSilva Gates Construction, L.P.
is soliciting for DBEs
CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN LIVERMORE, PLEASANTON, AND DUBLIN FROM 0.3 MILE EAST OF AIRWAY BOULEVARD OVERCROSSING TO 0.2 MILE WEST OF SAN RAMON/FOOTHILL ROAD OVERCROSSING - ROUTE 580,
Contract No. 04-2908E4
Federal Aid Project ACIM-580-1(054)E
OWNER: STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
 1727 30th Street, Bidder's Exchange, MS 26,
 Sacramento, CA 95816
BID DATE: January 7, 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:

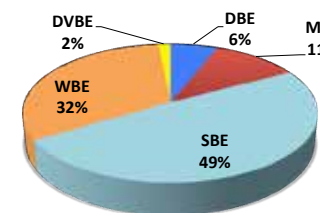
PCC PAVING

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, L.P.

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

AUDIENCE PROFILE Small Business Exchange, Inc.



NOTICE TO BIDDERS OLIVER & CO INC

an equal opportunity employer, requesting quotations from all qualified subcontractors, especially Pleasanton small businesses, Tri-Valley businesses, MBE, WBE and DBE contractors to submit bids for the

"Axis Hacienda Clinic"

located at 5925 W. Las Positas Blvd Suite 100.
 Pleasanton, Ca 94588.

Plans and specifications for the above project will be available on our FTP site
<ftp://axis:9851051322@oandco.ftppstream.com>.

Bids are due on 1/22/2015 @ 5PM.

Non mandatory pre-bid walkthrough onsite on 1/9/2015 @ 2pm-4pm. Bids may be hand delivered, mailed or sent by courier to 1300 South 51st Street in Richmond, CA 94804, faxed to 510-412-9095 or emailed to robert@oliverandco.net or mary@oliverandco.net



Proven Management, Inc.

2000 5th Street, Berkeley, CA 94710
 Phone: 415-421-9500 • Fax: 415-421-9600
 Requests proposals/quotes from all qualified certified MBE/WBE/DBE subcontractors, suppliers, and trucks for the following project:

Embankment Restoration Along Line G from Confluence of Line E to 1300 Feet Upstream in the City of Fremont, Alameda County, CA, Zone No. 6 Project
Alameda County Flood Control & Water Conservation District #FC 6-M-131
Bids: January 8, 2015 @ 2pm
Subcontracting Goal: MBE-15% WBE - 5%

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

Seeking MBE, DVBE, DBE, WBE, Underutilized/Disadvantaged Business Enterprise (U/DBE) subcontractors and suppliers for
SR 15 Mid-City Bus Rapid Transit (BRT) Project
IFB No. 5007000 (CIP No. 1201507)
Project Owner: San Diego Association of Governments (SANDAG)
Project Location: San Diego, CA
Bid Date: January 28, 2015

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

California Sub-Bid Request Ads

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in Alameda County in Oakland from 0.1 Mile East of Boston Avenue Overcrossing to 0.2 Mile West of the Route 80/580/880 Separation and at 0.2 Mile West of Route 80/580/880 Separation
Caltrans No. 04-4H2214
Federal Aid Project No. ACNHPI-X001(588)E
Engineer Estimate: \$11,600,000 - 300 Working Days
Goal: DBE 7%
Bids: January 15th, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric & Oils, Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Hydroseeding, Erosion Control, Asphalt Paving, AC Dike, Grinding, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Object Marker, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, Detector, Ramp Metering System, SWPPP Planning, Sweeper, Hazardous Substance Removal, Storm Drain (Underground) and Trucker.

Scope of Work: Cold plane and HMA/RHMA overlay, PCC slab and guard rail replacement.

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

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Dave Czech 925-606-2400 david.czech@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.
Contractors License A/B 591940
550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
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RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

Site Preparation Project
County of Sacramento Contract No. 4206
DBE – CWSRF requirements
Engineer Estimate: \$45,800,000
Bids: February 3, 2015 @ 2:00pm

Requesting Sub-quotes for (including but not limited to): Electrical Material, Demolition/Bridge Removal, Clear & Grub, Roadway Excavation, Hydroseeding, Erosion Control, Aggregate Base, Asphalt Paving, Concrete Block & Masonry Retaining Wall, Reinforcing Steel, Rock Slope Protection, Concrete Curb & Sidewalk Misc., Fencing, Thermoplastic and Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting-electrical, Surveyor, SWPPP, Water Truck, Sweeper, Trucker, Painting Structures, Industrial Electrical, Storm Drain (Underground) & Well Drilling.

Scope of Work: Roadway installation, utility installation, relocation and demo, extension of District 12k V electrical system, install new construction well, install and demo of fencing & gates, install new security guard facility, demolition and relocation of several existing buildings and other site work throughout the Sacramento Regional Wastewater Treatment Plant.

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

Plans and Specs are available to view and copy at our office or the County of Sacrament offices at 827 7th St., Room 105, Sacramento, CA 95814 916-874-6544. Contact John Pitsch 925-606-2400 johnp@rgwconstruction.com for questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in Napa County in and Near St. Helena From Mee Lane to 0.1 Mile South of Sulphur Creek Bridge
Contract No. 04-259404
Federal Aid Project No. ACSTP-P029 (014)E
Engineer Estimate: \$12,100,000 - 400 Working Days
Goal: DBE 12%
Bids: January 28, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric & Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear & Grub, Roadway Excavation, Hydroseeding, Erosion Control, Temporary Fence (ESA), Crack Seal, Jointed Plain Concrete Pavement, Geo-membrane Liner, Aggregate Base, AC Dike, Rebar, Signs Roadside, Rock Slope Protection, Concrete Curb & Sidewalk-Misc., MBGR, Thermoplastic and Painted Traffic Stripe & Marking, Lighting, SWPPP Planning, Remove Concrete Pavement & Minor Concrete, Imported Borrow, Water Truck, Sweeper, Hazardous Substance Removal (type Z-2 soil), Storm Drain & Trucker.

Scope of Work: Overlay, roadway widening and construct two-way left-turn lanes.

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

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact John Pitsch 925-606-2400 johnp@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
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RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

Embankment Restoration Along Line G from Confluence of Line E to 1300 Feet Upstream in the City of Fremont
Spec FC 6-M-131
Engineer Estimate: 950,000 120 Working Days
Goal: MBE 15% WBE 5%
Bids: January 8, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Landscaping, Hydroseeding, Erosion Control, Rock Slope Protection, Concrete Curb & Sidewalk-Misc., Fencing and Trucking.

Scope of Work: Prepare & implement water pollution control plan, design & implement de-watering system, structure excavation and backfill construction of temporary entrance, remove excess excavated materials, install filter fabric, rock slope protection, install vegetative soil lifts, planting stake and shrubs, aggregate base, remove and install new black vinyl chain link fence.

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

Plans and Specs are available to view and copy at our office or online at www.ipdservices.com/clients/eastbay?ALCO or call Central Blue Print 510-276-3375. Contact Mark Bosio 925-606-2400 mark.bosio@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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What Works For Cities

Continued from page 1

and strengthens existing incentives, for hospitals to expand their community benefits and proactively create healthy communities by catalyzing community and economic development. There are two provisions of the ACA, in particular, that encourage hospitals to revisit their approaches to preventative healthcare. The first is its greater emphasis on community benefits. The second is its treatment of reimbursements for hospital-based care.

The ACA clarified and standardized the community benefit reporting required by the IRS. It requires hospitals to report community-building activities in eight categories: physical improvements and housing; economic development; com-

munity support; environmental improvements; leadership development and training for community members; coalition building; community health improvement advocacy; and workforce development.

The ACA also requires hospitals to conduct Community Health Needs Assessments (CHNAs) at least every three years to create more informed community benefit plans. In addition, the ACA makes significant changes to the reimbursement policies of Medicare and Medicaid.

Increasingly, hospitals will be paid for keeping people healthy, not just for immediate interventions.

“We are moving to a health system and payment system that will place far greater emphasis on improving and maintaining people’s health,” says Edward Gerardo, Director of Community Commitment and Social Investments at Bon Secours Health System. “It’s not just the immediate interventions of hospitals, but the intermediate ones, that will make those direct interventions more likely to succeed.” In this issue of Reporting on What Works, we highlight four hospitals from across the country that serve as models for other institutions that now may be reconsidering their roles in their communities. Our focus in this report is on hospitals that are implementing local purchasing and workforce development programs. It is our hope that their efforts will provide guid-

ance and inspiration for other hospitals looking to create significant community benefits and expand their roles as healthcare catalysts.

Martin Luther King, Jr. Medical Campus: Los Angeles, CA

Communities that are building a new hospital have the opportunity to be intentional about the role of that new anchor in their community.

The reopening of Martin Luther King, Jr. Medical Campus in Los Angeles was one such instance. The hospital, first built after the race riots of 1969, had long been seen as a community-focused in-

Continued on page 9

SBE SERVICES

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SBE's nationwide 1.5 million certified businesses provides for targeted outreach utilizing a powerful IBM iSeries platform for complete dated and timed reporting, customized to match client needs.

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"Small Business Exchange is one of the partners we use for outreach. We solicit their help to meet our goals. SBE's expertise and thorough documentation was especially helpful during the challenge process with the Disadvantaged Business Enterprise Reconsideration Panel upholding our awarded contract."

- Skanska USA Civil West
California District Inc

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."

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- Schiavone Construction

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten years . . . and has met our specific requirements ... The Department has been more than satisfied.

- San Francisco DPW

"They are very Committed to helping us meet the necessary requirements of the many different public agencies we deal with, and deliver competent, qualified bidders at the same time. SBE has some very good resources and continues to keep there databases up to date with certified DVBE, DBE, SBE, WBE etc..."

- Robert A Bothman, Inc.



Event Registration

On-line registration tool capturing client specified information utilizing our data-base and providing daily report updates.



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Using our highly desired database, SBE can target people narrowed down to demographics, geography, or any customized list to outreach to by email.



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Lean In or Lean Together

Where the Old Economy and the New Economy Can Thrive Together

By Kim Zeuli

For older industrial cities, the pursuit of high-tech industries and a knowledge-based economy is typically positioned as an evolution away from their traditional manufacturing bases -- replacing smokestacks with startups. Entrepreneurship and innovation have become so inexorably linked to new economic sectors in the public mind that city leaders may believe that the best way to drive entrepreneurial growth is to focus most of their resources on the new economy. That would be a mistake.

New data collected by the Initiative for a Competitive Inner City (ICIC), where I am director of research, identifies high-growth companies in Rust Belt cities that represent both the legacy and the knowledge-based economies. For the past 16 years, ICIC has identified the 100 fastest-growing firms in America's inner cities as part of its annual Inner City 100 competition, which recognizes successful businesses and their CEOs as role models for entrepreneurship, innovative business practices and job creation in America's urban markets.

This year we defined 10 industry categories in two broad categories: traditional or legacy industries (construction; food and beverage; manufacturing; retail; and transportation and logistics) and creative and knowledge-based businesses (arts, entertainment and recreation; health care and biotechnology; media and communications; professional services; and software and information technology). Ten high-growth companies were identified within each category.

Overall, the 2014 Inner City 100 winners have headquarters in 53 cities and 23 states. On average,

the winners grew by 39 percent annually from 2009 to 2013. The average winning business employs 87 people, and collectively the businesses employ 8,276, hiring approximately 35 percent of them from the inner city. Not only are the winners powerful job creators in their communities, but they also help develop their employees: 73 percent provide business-skill training and 69 percent provide professional-development training.

These aren't recent, untested startups. They're established businesses that help drive economic growth. The average company is 17 years old. The average winner generated over \$42 million in 2013 revenues, and two companies reported revenues of \$1 billion or more: Diplomat Pharmacy Inc., a health-care and biotechnology winner in Flint, Mich., and Coyote Logistics, a transportation and logistics company in Chicago.

As our data shows, high-performing companies from both traditional and new economic sectors can be found in the same older industrial cities. Philadelphia is an interesting example. It claims five winners from both its manufacturing sector and from new growth in the arts, entertainment and recreation, media and communications, and professional services. Jon Pomp Studios, established by CEO John Pomputius in 2008, is a manufacturing business that specializes in luxury hand-crafted lighting made primarily from hand-blown glass. The company now employs 21 people and reported revenues of \$2.6 million in 2013. Rodriguez Consulting, founded in 2007 by CEO Louis Rodriguez, reported \$1.42 million in revenues in 2013 and employs 15 people. It specializes in engineering and geospatial solutions and creative applications of technology for large infrastructure projects.



Our diverse list of companies this year suggests that businesses in many industries benefit from competitive advantages in the inner city. In the early 1990s, ICIC's founder, Professor Michael Porter of the Harvard Business School, distinguished four competitive advantages for businesses in the inner city: strategic location, unmet local demand, links to regional growth clusters and an underutilized workforce. The majority of the 2014 winners reported that their inner city location was

an advantage to their business. Their proximity to major transportation hubs was cited as a competitive advantage by many of the winners from both the traditional and new economic sectors.

While many of the winners are taking advantage of the local labor pool by hiring at least some of their workforces locally, legacy industry winners hired a higher percentage of local residents, which

Continued on page 9

Public Policy

New Laws Impact Veterans, Fire Fee Billings, and Film Production

A number of bills sponsored by the California State Board of Equalization (BOE) have been signed into law by Governor Edmund G. Brown Jr. and will take effect January 1, 2015. They include:

Two BOE-sponsored bills will assist veterans. Vets whose 100 percent disability rating was delayed by the federal government, and are eligible for a state exemption from property taxes, will now be eligible for a refund for the previous eight years, up from four, under Senate Bill (SB) 1113 (Knight). Assembly Bill 919 (Williams) will refund sales tax, interest, and penalties paid from 2002 to 2010 for small sales by qualified itinerant veteran sellers.

AB 2031 (Dahle) will relieve those who sell small amounts of lumber products from having to collect the California Lumber Products Assessment.

California took a step to recover a portion of the \$8.5 billion lost each year to the underground

economy. BOE-sponsored AB 2681 (Dababneh) will allow the state to impose sales tax on the counterfeit goods sold by criminals convicted of trafficking in counterfeit goods at the wholesale level. Under current law, suppliers of counterfeit goods are able to avoid paying sales taxes, claiming their items are being sold to retailers who would then generally have the responsibility of remitting the sales tax to the BOE.

Another Board-sponsored bill, AB 2009 (Weber), extends BOE's self-audit program to qualified sales and use tax account holders to many of its special tax and fee payers.

Board-supported SB 1203 was signed into law and will prohibit local governments from entering into payment in lieu of taxes (PILOT) agreements with owners of low-income housing projects and refund any property taxes assessed as a result of any previous PILOT agreements.

Other legislation impacting BOE includes:

Penalties assessed on certain Fire Prevention Fee liabilities will lighten with AB 2048 (Dahle). The bill eliminates the 20 percent per month penalty and adds a provision for a one-time 10 percent penalty charge similar to those imposed in the other programs administered by BOE. It also allows CAL FIRE to consider an appeal submitted after the filing deadline, and provides for the refund of fees paid, under specified conditions, should a home become uninhabitable due to a natural disaster that occurs within the same year.

Taxpayers who report and pay use tax to the Franchise Tax Board (FTB) on income tax forms will have those payments applied directly to their use tax liability. AB 2758 (Rev and Tax Committee) says that use tax payments to the FTB will go straight to the payer's use tax liability instead of first having to be applied to underpaid income tax, corporate tax, penalties, and interest, as is current law.

AB 1839 (Gatto) replaces a film and television tax credit under the Personal Income Tax Law and Corporation Tax Law, increasing the funding from \$100 million to \$330 million per fiscal year, expanding eligibility to large-budget feature films and TV pilots, and eliminating the cap for studio and independent films. In lieu of claiming the authorized tax credit, it allows the credit to be used against qualified sales and use tax liabilities payable to the BOE.

The five-member California State Board of Equalization (BOE) is a publicly elected tax board. The BOE collects \$56 billion annually in taxes and fees supporting state and local government services. It hears business tax appeals, acts as the appellate body for franchise and personal income tax appeals, and serves a significant role in the assessment and administration of property taxes. For more information on other taxes and fees in California, visit www.taxes.ca.gov.

Website: <http://www.boe.ca.gov/>
Source: State Board of Equalization

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 2238J
(ID No. FCE14076)
SLOAT BOULEVARD PEDESTRIAN
IMPROVEMENTS II
FEDERAL AID PROJECT NO. HSIPL-5934(167)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on January 21, 2015**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at the intersections of Sloat Blvd / Everglade Dr and Sloat Blvd / 23rd Ave and includes pedestrian hybrid beacons and countdown signals, pavement renovation, curb ramp and bulb-out construction, sewer replacement, traffic routing, and all associated work. The time allowed for completion is 120 consecutive calendar days. The Engineer's estimate is approximately \$450,000. For more information, contact the Project Manager, John Thomas at 415-557-4668.

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

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

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

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions

and Caltrans Race-Conscious Disadvantaged Business Enterprise (DBE) program. CMD Bid Discount is not applicable to this Contract. The DBE participation goal is 25%. Only Caltrans certifications can be used to calculate the DBE participation. Call Selormey Dzikunu at 415-558-4059 for details.

A pre-bid conference will be held on **January 5, 2015; 11:30 a.m.**, at 30 Van Ness Avenue, 5th Floor.

Contractor shall perform not less than 30 percent of the original contract work with the Contractor's own organization.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "A" license required at time of award.

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

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

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Human Rights Commission as being in compliance with the Equal Benefits Provisions of Chapter 12B of the City's Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, Department of Public Works, setting forth with specificity the grounds for the objection.

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

12/24/14
CNS-2700443#
SMALL BUSINESS EXCHANGE

Turner/PCL Awarded \$961M Contract

Continued from page 1

"The airlines will be pushing us not to build an iconic structure like the Bradley," Lindsey said, adding that the midfield concourse will have a more functional, less elaborate design.

During discussion of the ground transportation plan, airport officials said the program should relieve traffic congestion in the central terminal area as LAX grows.

They said shuttles that now take passengers directly to the terminals might be required to drop off and pick up passengers at people mover stops outside the terminal area as well as the car rental facility in Manchester Square .

Airport officials also recommended that the people mover be built down the spine of the central terminal area rather than stop in front of each airline terminal. Passengers would board and exit at three stops on the roofs of existing parking structures.

"This program will transform how people travel to and from LAX in the future," said Sean Burton , the airport commission president. "We are committed to building a system that will relieve congestion, encourage transit use, and create a reliable, efficient and time certain arrival and departure experience."

Source: (c)2014 the Los Angeles Times

Thrive Together

Continued from page 8

isn't surprising. Traditional industries such as manufacturing have always created accessible jobs for inner city residents. However, some winners also reported that the inner city location helps them attract and retain employees. This was particularly true for winners in the creative and knowledge-economy, many of whose employees seek out the lower living costs and dynamic, creative environment associated with some inner city neighborhoods.

These diverse businesses from traditional and new economic sectors may not simply be co-existing; they may in fact be helping each other thrive. Businesses in mature industries, such as manufac-

turing and transportation and logistics, may benefit from the new technology, new capital and new business culture injected by dynamic new-economy industries. In turn, the mature industries offer an economic base and infrastructure that can support businesses in new sectors and a community culture that attracts knowledge-economy workers.

Together, these businesses are fostering a creative environment that supports innovation. City leaders who understand the dynamics between new and legacy industries will want to focus their resources on entrepreneurs -- no matter which side of the economy they come from.

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

Giving Back to Communities

Continued from page 2

adults.

Helping out at SOME reminded me of how many other organizations across the country provide vital community services, such as affordable housing units, workforce training facilities, and overall economic development in urban and rural areas. I'm proud that the CDFI Fund is a leader in

providing resources for low-income communities and allowing them access to private investments so that underserved communities can flourish.

Annie Donovan is the Director of the Community Development Financial Institutions Fund at the U.S. Treasury Department

Source: <http://www.treasury.gov>

What Works For Cities

Continued from page 6

stitution. Unfortunately, by the 1990s, it had a reputation for substandard care, and it appeared that the hospital would have to be shut down.

Fortunately, county supervisor Mark Ridley-Thomas recognized the importance of the hospital to the community, says Carolyn Hull, senior vice president of real estate at the Los Angeles County Development Corporation.

"He saw that even if the hospital came back and were redeveloped, it would be a failure if the community couldn't participate in the new economic development that would be created."33 By 2010, a master plan for the area and a technical assistance report had been completed, but, says Hull, "There was no road map for how this would be implemented."

To help bring its plans to reality, the hospital working group turned to ICIC. ICIC applied its anchor institution strategic framework to ana-

lyze opportunities for the hospital to invest in its community. Key stakeholders were convened to develop a shared understanding of priority projects and ICIC developed an implementation plan that included priorities for workforce development and local purchasing to support small business growth. The plan is still in its first phase – Hull points out that it's hard to decide on a detailed procurement strategy, for example, when the hospital has yet to hire procurement officers. In workforce development, the first step was to create a working group and to select an employer champion (this was accomplished when the hospital recently hired a head of human resources). The hospital will examine each occupation that could potentially be included, identifying participating employers and potential funders. The hospital will also identify community organizations to assist in training and to develop a curriculum for each occupation. In purchasing, the hospital has agreed to work closely with other local institutions, convening

procurement task forces made up of representatives from each. By looking at the experience of other institutions and finding categories of spending in which group purchasing organizations are less dominant, the task force should be able to identify a short list of target categories in which it would make sense to try to purchase locally, and to identify high-potential suppliers in each of those categories. It can then develop supplier support and development programs that will be ready when the hospital's spending ramps up.

Conclusion

Across the country, innovative hospitals are taking new approaches to the creation of community benefits, spurring economic growth and helping to create healthy communities with a variety of initiatives. In some cases, that means imagining a new medical campus with an eye toward creating shared economic opportunity. In others, it's about innovations that make work-

force development programs more appealing and more successful, or about committing institutional purchasing dollars more mindfully. In all cases, these groundbreaking institutions are redefining their roles as healthcare providers. By making valuable and long-lasting contributions to the social, economic, and physical health of their neighborhoods, they're helping to ensure their own economic futures, as well as the health of their communities.

Source: Initiative for a Competitive Inner City

TWENTY PERCENT OF
THE NATION'S
1,250 LARGE, NONPROFIT
HOSPITALS ARE
LOCATED IN AN INNER CITY.

Public Legal Notices

SFO

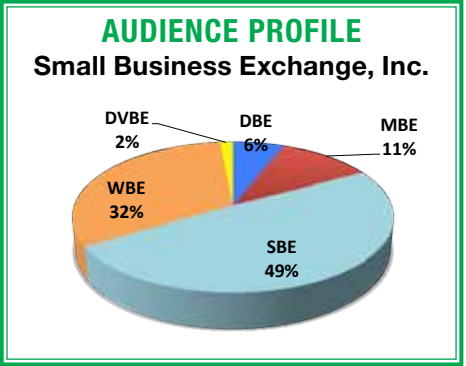
CONCESSION OPPORTUNITY AT
SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is preparing to conduct a Request for Proposals (RFP) process for the Terminal 3 West Food and Beverage Lease. The Lease is comprised of one food and beverage facility post-security of Boarding Area F in Terminal 3. The concession is intended for the sale of food and beverage items reflective of either a gourmet market, deli, or juice & smoothies bar concept. The Minimum Annual Guarantee for the first year of the Lease is \$30,816.

An informational conference will be held on Wednesday, January 14, 2015 at 10:00 a.m. at San Francisco International Airport, pre-security of Terminal 2, Partnering Conference Room, Departures Level behind Starbucks. This is a time when Airport staff discusses the desired concept, minimum qualification requirements, address any questions relating to the lease.

Please visit our website at <http://www.flysfo.com/business-at-sfo/current-opportunities> to view and download the Request for Proposals and related documents about this concession opportunity. Should you have any questions or need additional information, please contact Tomasi Toki of Airport Revenue Development and Management at (650) 821-4500.

CNS#2699673



City and County of San Francisco
December 2014 Monthly

Stay Connected To the City through SF311

The SF311 Customer Service Center is the single stop for residents to get information on government services and report problems to the City and County of San Francisco. And now, we have even more ways for you to stay connected to the City with our SF311 App and SF311 Explorer website. The SF311 App lets you get information on City services and submit service requests on-the-go right from your smartphone. You can track your service requests through the app or through our new website, SF311 Explorer. SF311 Explorer not only lets you check the status of your own requests, it enables you to see what issues are being reported throughout all of San Francisco and what the City is doing to resolve them. Download the SF311 App from your smartphone's app store and visit the SF311 Explorer at explore311.sfgov.org today!

Department of Elections

Coming in 2015: San Francisco Election Materials in Four Languages. Choose to vote in English, Chinese, Spanish, or Filipino! Beginning with the November 3, 2015, Municipal Election, San Francisco ballots, the Voter Information Pamphlet, and other elections materials will be available in Filipino, in addition to English, Chinese, and Spanish. The City has recently certified Filipino (Tagalog) as the third language required under the San Francisco Language Access Ordinance, in addition to Chinese and Spanish. If you are a San Francisco voter and want election materials in a language in addition to English, please update your language preference at elections.org/language.

Healthy Foods and WIC Nutrition Services at No Cost To You

Eating well during pregnancy is important. The Women, Infants, and Children (WIC) Nutrition Program can help. WIC serves pregnant women, new mothers, infants and young children under five years old who meet 185% or below of the federal poverty income level. WIC benefits include nutrition and breastfeeding education and support, checks to buy-healthy foods (such as fresh fruits and vegetables) and referrals to low cost or free health care and other community services. Enrolling in WIC early in your pregnancy will give your baby a healthy start. Also, WIC staff can show you how you and your family can eat healthier meals and snacks. Migrants are welcome to apply as well. San Francisco WIC has six offices throughout the City. For more information, call (415) 575-5788. This institution is an equal opportunity provider.

Board of Supervisors Regularly Scheduled Board Meetings
January and February 2015

OPEN TO THE PUBLIC – Come see your San Francisco government in action. Tuesdays, 2:00 p.m., City Hall Chamber, Room 250.

- January 8 (43rd Inaugural Meeting)
- January 13
- January 27
- February 3
- February 10
- February 24

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions

CNS#2699571

Hunters Point Shipyard Phase I in
San Francisco Opportunity to Perform
HPS1 – Hillpoint Regional Park &
Coleman Bluff Path Construction during the
development of Hunters Point Shipyard Phase I in
San Francisco.

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

HPS1 – Hillpoint Regional Park &
Coleman Bluff Path
Construction for
Hunters Point Shipyard
Phase I Redevelopment

For more information, please visit:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=8939>

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

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:
December 19, 2014 @ 10:00 AM
HUNTERS POINT SHIPYARD
Building 101
101 Horn Ave • San Francisco, CA 94124
Proposals must be submitted by
January 7, 2015 @ 2:00 PM (PST).



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

Fictitious Business Name

<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0361787-00</div><div><p>Fictitious Business Name(s): Bay Law Group Address 4087 17th Street, San Francisco, CA 94114 Full Name of Registrant #1 Dennis Lee Address of Registrant #1 4087 17th Street, San Francisco, CA 94114</p><p>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</p><p>Signed: Dennis Lee</p><p>This statement was filed with the County Clerk of San Francisco County on 11/21/2014.</p><p>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</p><p>Filed: Jeanette Yu Deputy County Clerk 12/1/2014</p><p>12/4/14 + 12/11/14 + 12/18/14 + 12/24/14</p></div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0361615-00</div><div><p>Fictitious Business Name(s): Extra Touch Maintenance + Janitorial Address 1250 Quesada Ave, San Francisco, CA 94124 Full Name of Registrant #1 Lovinsky Cheatum Address of Registrant #1 1250 Quesada Ave, San Francisco, CA 94124</p><p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 11/5/2014</p><p>Signed: Lovinsky Cheatum</p><p>This statement was filed with the County Clerk of San Francisco County on 11/18/2014</p><p>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</p><p>Filed: Jennifer Wong Deputy County Clerk 11/18/2014</p><p>12/18/14 + 12/24/14 + 12/31/14 + 1/7/15</p></div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362049-00</div><div><p>Fictitious Business Name(s): Naples Apartments Address 404 Naples, San Francisco, CA 94112 Full Name of Registrant #1 Jacques Vidrine Address of Registrant #1 2184 Sutter Street #115 San Francisco, CA 94115 Full Name of Registrant #2 Sheila Worland Address of Registrant #2 2184 Sutter Street #115 San Francisco, CA 94115</p><p>This business is conducted by A Married Couple. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 12/17/2014</p><p>Signed: Sheila Worland</p><p>This statement was filed with the County Clerk of San Francisco County on 12/17/2014.</p><p>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</p><p>Filed: Jennifer Wong Deputy County Clerk 12/17/2014</p><p>12/24/2014 + 10/31/2014 + 1/8/2015 + 1/15/2015</p></div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0360280-00</div><div><p>Fictitious Business Name(s): Insurance 101 - S.F. Address 5315 Mission Street, San Francisco, CA 94112 Full Name of Registrant #1 Christian Gatica Address of Registrant #1 20 Werner Ave, Apt. A Daly City, CA 94014</p><p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/1/2014</p><p>Signed: Christian Gatica</p><p>This statement was filed with the County Clerk of San Francisco County on 9/1/2014.</p><p>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</p><p>Filed: Maribel Jaldon Deputy County Clerk 9/4/2014</p><p>12/24/2014 + 10/31/2014 + 1/8/2015 + 1/15/2015</p></div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0362131-00</div><div><p>Fictitious Business Name(s): Bottle Zup Address Westfield SF Centre 865 Market Street, #9003, San Francisco, CA 94103 Full Name of Registrant #1 Bottles Up (CA) Address of Registrant #1 4540 Cutler Ave., Baldwin Park, CA 91706</p><p>This business is conducted by A Corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 12/23/2014</p><p>Signed: YunJian Lu</p><p>This statement was filed with the County Clerk of San Francisco County on 12/23/2014.</p><p>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</p><p>Filed: Jeanette Yu Deputy County Clerk 12/23/2014</p><p>12/24/2014 + 10/31/2014 + 1/8/2015 + 1/15/2015</p></div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT File No. A-0361691-00</div><div><p>Fictitious Business Name(s): Stanford Court Hotel Address 905 California Street, San Francisco, CA 94108 Full Name of Registrant #1 Pine & Powell Partners, LLC (DE) Address of Registrant #1 1999 Avenue of the Stars, Suite 2850 Los Angeles, CA 90067</p><p>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 Not Applicable</p><p>Signed: Michael Rosenfeld</p><p>This statement was filed with the County Clerk of San Francisco County on 11/21/2014.</p><p>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</p><p>Filed: Brian Heffern Deputy County Clerk 11/21/2014</p><p>11/26/14 + 12/4/14 + 12/11/14 + 12/18/14</p></div></div>
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Access to Capital

SMALL & MINORITY BUSINESS

Americans Optimistic About the Economy, Finances and the Future

Generations are united by optimism and strong desire to learn more money management skills in 2015

Americans will ring in the new year feeling optimistic about the economy, their personal financial situation and the future of the economy, according to the second installment of the Wells Fargo & Company (NYSE: WFC) "How America Buys and Borrows" survey.

More than three-quarters of Americans (78 percent) expect the economy to stay the same or improve and 81 percent believe their current personal situation is stable or improving. This optimism is reflected in similar levels across all generations, along with an overall desire to learn more about money management with fewer than half (43 percent) of respondents saying they know enough.

"Often when we talk about generations, we talk about how different they are," said Gary Korotzer, executive vice president with Wells Fargo's Consumer Credit Solutions group. "What we see in this survey is remarkably similar levels of optimism across the generations, led slightly by Millennials, and a united desire to continue learning how to be better money managers."

When asked about their view on the current state of the economy, 79 percent of Millennials (ages 18 to 32) say it is stable to strong, which is in line with the 75 percent of Generation X (ages 33 to 48) and 70 percent of Boomers (ages 49 to 65) who say the same thing. In addition, when asked about their expectations for the future of the economy, 85 percent of Millennials expect it to stay the same or get better, which is similar to the 80 percent of Generation X and 74 percent of Boomers with the same perception.

When it comes to personal financial situations, 84 percent of Millennial respondents characterize theirs as stable to strong, similar to the 81 percent of Generation X and 78 percent of Boomers who

say the same. Looking ahead, 94 percent of Millennials say they expect their personal financial situations to stay the same or get better with 92 percent of Generation X and 86 percent of Boomers feeling the same way.

Optimism also encompassed the topic of homeownership, with 71 percent of respondents saying they envision being homeowners five years from now.

"These levels of optimism are heartening, as is the desire to continue learning the skills needed to make these positive outcomes a reality," added Korotzer. "More than three-quarters of respondents said they have an appetite to learn even more, which is encouraging because understanding how to manage money is the foundation of financial stability and success."

The survey also revealed:

- Millennials are most interested in increasing their financial know-how, with 38 percent reporting a desire to learn more – compared to 29 percent of Generation X and 30 percent of Boomers.
- o In particular, more than half of respondents (56 percent) say they would like to learn more about managing their money, 4 in 10 feel more knowledge would increase their confidence in decision-making and 4 in 10 aren't fully confident they know enough to make good decisions about borrowing.
- According to the survey, when respondents graded their understanding and management of money:
 - o 33 percent grade their understanding of personal finances a C, D or F
 - o 39 percent grade their understanding of how credit scores work a C, D or F
- o 43 percent grade their understanding of credit and loan products a C, D or F
- o 43 percent grade their understanding of what banks consider when approving a credit product or loan a C, D or F
- 75 percent of respondents say having a good credit score is important, yet only 54 percent say they are proud of their credit score and 37 percent are concerned about their credit score.
- 56 percent believe a person's credit rating is a reflection of how responsible they are with money and 45 percent regularly monitor their credit report.
- Half of respondents agree that having some debt is normal. However, one-third say they live debt-free, half say they do not carry a credit card balance and half save for major purchases instead of relying on credit.
- Consumers are improving their financial situations. For example:
 - o 38 percent report having less debt now than they did two years ago – a slight increase over the 36 percent of respondents saying the same in last year's survey.
 - o 38 percent say that if they lost their jobs, they would be able to get by for at least a few months. In last year's survey, only 32 percent of respondents indicated this level of preparedness.
 - o 31 percent of respondents are saving more today than they were five years ago. In 2013, only 28 percent of respondents responded similarly.
 - o 27 percent feel prepared for unexpected expenses and emergencies. In 2013, only 21 percent of respondents felt prepared.

- Most respondents (81 percent) reported the need to plan for significant expenses in the next couple of years. The most common expenses mentioned were travel (35 percent), taxes (35 percent) and home improvement (30 percent).
- Most prefer to fund their significant expenses with cash savings, instead of credit. Exceptions: specific-purpose loans such as a mortgage, auto, or student and personal loans for the purpose of debt consolidation.
- Most feel that there are different kinds of debt, with 52 percent of respondents saying owing money on a mortgage is not the same as owing money on other types of purchases.
- Millennials are more likely than older consumers to consider a student loan an investment.
- On average, respondents believe their current homes to be worth \$311,000 and owe \$151,000 on their homes.

About the How America Buys and Borrows survey

On behalf of Wells Fargo, Ipsos surveyed more than 3,000 American adults ages 18 to 65 in June 2014 online to understand attitudes and perceptions of current economy and personal financial situations. Weighting on age, gender, education, diverse segments and income was applied to the results to achieve a nationally representative population. The "How America Buys and Borrows" survey was first conducted in 2013 and will be conducted annually.

Source: Wells Fargo

Puncturing the 3 Newest Myths About Small Business Loans

By Sam Hodges

The small-business lending landscape has changed dramatically in recent years. The days when you dressed in your Sunday best and nervously waited at the bank armed with 10 pounds of financial statements and profit projections are coming to a close.

Over the past decade, banks have largely pulled out of small-business lending (particularly for smaller loans, of \$25,000 to \$500,000) due to tighter regulations, high origination costs and archaic credit models that make it difficult to underwrite small business loans profitably. This has left millions of small business owners without access to the financing they need to grow, hire employees and invest in their futures.

To fill this funding gap, a new breed of online, nonbank lenders has emerged using innovative technology, alternative data and fresh credit models to offer fast and fair financing to small businesses looking for capital. As the small-business financing industry evolves, don't be fooled by the new myths about small business lending:

Myth #1: Only those with a flawless credit history can score a loan.

Lenders will always look at your credit history as an important gauge of your financial stability. But it certainly isn't the only indicator of a healthy business. Although old-line lenders' clunky underwriting technology may not have the gusto to look past an average FICO score, new lenders are using big data and technology in a more holistic approach to understanding a business' creditworthiness.

For example, some lenders (such as my company, Funding Circle) consider a range of traditional and alternative data -- from real-time cash flow to Yelp reviews -- to predict how likely an owner is to repay a loan.

While a credit score may not pull as much weight as it did in the past, keeping in good standing is important. If the credit score is low (in the 600s or below), take steps to improve it. Be prepared to discuss your company's experience with credit and clarify any late payments in the record.

Myth #2: The fate of a loan application lies in the hands of a faceless algorithm.

Technology is spearheading the disruption of the finance industry, but that doesn't mean computers and their complex algorithms have the final say. Big data and credit models provide valuable insight into a borrower's ability to make payments, but only the human touch can truly come close to assessing a borrower's willingness to.

Models and algorithms, sophisticated as they may be, simply can't judge character as well as humans can. As a result, many new lenders are combining a robust list of data points with the right balance of human and algorithmic interaction when it comes to underwriting loans.

Look for a lender that has real people available to discuss your ambitions and loan options. Be ready to present your loan request in a way that shows you're passionate about a market opportunity and can show how you're going to repay your loan.

Myth #3: Expect to wait months for a term loan.

Banks typically offer the best interest rates compared with other financing options. But for small businesses looking to borrow a smaller sum quickly, applying for a bank loan may be more trouble

than it's worth. And banks frequently won't lend to businesses that require a loan less than \$1 million, and their long and cumbersome application process can take as long as four months.

Businesses can now apply for a loan in as little as 10 minutes and, if approved, receive funds in their account in less than two weeks.

Historically, businesses looking for fast cash have been forced to turn to payday loans or merchant cash advances where speed comes with a hefty price tag and shady lending terms.

Thankfully, some emerging players are tackling this problem head on. Coupling Silicon Valley technology with Wall Street financial acumen, some new lenders have created loan applications that are fast and simple.

Research and carefully review all options before signing on the dotted line. Some new alternative lenders may offer fast, easy cash but have opaque and confusing terms. Tools such as Fundastic's annual-percentage-rate calculators can provide clarity on loan terms and the true costs of borrowing.

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

