

# SMALL BUSINESS EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984

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May 26, 2011

## SBA Introduces New Mobile Application for Small Business Owners, Entrepreneurs



**New SBA mobile application brings enhanced access to information and resources**

Smart phone users interested in starting or growing a small business can now find helpful resources at their fingertips via a new SBA mobile application from the U.S. Small Business Administration.

"Increasingly, smart phones are the vehicle through which Americans access information. This is certainly true of many entrepreneurs and small business owners and this new application ensures they will have

access to SBA's resources and programs – literally at their fingertips," said SBA Administrator Karen G. Mills. "Greater mobility fits with the new user-focused SBA.gov launched recently, and is another example of the steps we are taking to do a better job of connecting entrepreneurs and small business owners with the tools to help them start or grow their businesses and create jobs."

Developed and donated as a gift by Palo Alto Software, Inc., the SBA mobile app will make the search for extensive resources more efficient, whether users are starting a new business or taking an existing business to a new level. The app will first be available for the Apple iPhone®, with future versions for other smart phone platforms.

"Palo Alto Software's mission is to help small businesses succeed. We've developed this mobile application for the SBA because we understand the importance of having the right tools and resources when starting or growing a business," said Sabrina Parsons, CEO of Palo Alto Software. "Ideas can strike entrepreneurs at any moment, and having useful resources available through mobile devices could be the impetus that begins the next big company."

The mobile app will help users connect with SBA district office staff and SBA-affiliated counselors and mentors who can provide free, personalized small business assistance. The user-friendly format of the app will

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## Tips for Working From Home

For many people, the biggest question about working from home is not 'why', but 'how'. Everybody already knows the rewards that a home-based career offers, but some people end up having a hard time actually doing it. Often, the reason is that they have a hard time creating their work structure.

**Some Helpful Tips on Increasing Your Work Productivity from Home:**

**Have a definite schedule**

If you have some beef working the traditional 9-5 routine, then it is up to you to set your schedule at your own terms, even if it means working at three in the morning. The important thing is you have to have a schedule no matter what. Structure is important because it gives you an actionable plan that you can follow in order to stay productive. Without a schedule, you are more likely to veer off into different directions and accomplish nothing. This is especially true when working from home where items that need to be done at home can interfere with items that you need to do for your business. A definite schedule will help you separate your home items from work items.

**Treat your work as a real job**

Surely, one of the things that attract people to home-based jobs or businesses is the idea that they can get-up from bed and start making money in their pajamas. Well, forget it. If you want to earn a living from home, you have to stay sharp and be professional. You do not have to wear a tie and a suit, but at least maintain your hygiene and wear something comfortable. It is important that you "feel" like you are at work. If you feel like you are lounging then you will not be as focused on work.

If you have a room in your house that no one occupies, use that space as your office. Do not set up shop on your kitchen table or in your bedroom. Having your own dedicated space at home creates a more psychologically conducive environment for accomplishing work-related tasks. You need some segregation, a place where you can close the door when you have to. This is especially true if other people are in the house doing other things that might distract you.

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## Lucasey Manufacturing is SBA's Family-Owned Small Business of the Year

**Oakland firm in the same family since 1954**

An Oakland manufacturing plant that started in 1954 making television mounting systems has been named the Jeffrey Butland Family-Owned Small Business of the Year by SBA's San Francisco district office which covers 13 counties in Northern California. Lucasey Manufacturing Corporation was founded by Italian immigrant Joe Lucasey when he first made a television table in his Alameda garage.

An electronics technician by trade with connections to the television industry, Lucasey heard stories of hotels complaining about unsavory guests stealing the new entertainment medium and came up with the idea of a lock and mount system to prevent the theft of TVs. Since then, the company has been the leader in the TV mounting industry and has expanded its product line to wall, ceiling and pedestal mounts, audio-visual carts and truss display systems. In the past few years, Lucasey Manufacturing has also obtained federal contracts for custom-built airport screening tables.

Joe Lucasey died in 2008, with company ownership passed on to his wife, Teresa, and their children and grandchildren. When Teresa Lucasey died last year, company ownership and management was passed to Lucasey's two daughters and two grandsons. Today, Chuck Lucasey serves as chief executive officer, his mother Janet is vice president, and his brother Chris is head of sales. The company employs more than 50 machinists, welders, powder coaters, glass molders, technical writers, packers and administrative staff.

Though the Lucasey family had numerous opportunities to sell the company to buyers who would have moved operations overseas, the family declined. With an SBA government-guaranteed \$2 million loan last year through Community Bank of the Bay, the company refinanced two high interest loans into one lower-interest loan, allowing Lucasey Manufacturing to remain in Oakland for the foreseeable future.

"No doubt about it, the loan played a key role in saving our business," said Chuck Lucasey. "And to bounce back a year later and win the SBA award is quite an honor. We're optimistic about sales growth and expect to remain in Oakland manufacturing reliable products for our customers."

The SBA honored Lucasey Manufacturing Corporation with an awards ceremony at company headquarters on May 26.

Oakland Mayor Jean Quan and Councilman Ignacio De La Fuente participated. Lucasey Manufacturing Corporation is located at 2744 E. 11th St., Oakland.

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## Smart Ways TO WORK

by Odette Pollar

### Plagued with Poor Performance?: Seek Out the Hidden Causes

Poor employee performance is caused by many factors. It is not uncommon for a supervisor to blame poor performance on lack of motivation or on an initial error in hiring selection by the company. Without taking the time to identify the true causes of unacceptable work, the manager risks making a costly mistake. The simple way to solve the problem is to fire the employee and rehire. On the surface, this simple solution is actually very costly, often unfair, and a great drain on time, energy, and resources for the organization. Often performance problems are caused by poor management or inadequate systems, not bad employees. Consider the following nonperformance issues.

#### They Are Confused About What to Do

Very few people thrive in ambiguous situations. Employees who must guess what you wish them to do or are confused by unclear direction can feel as frustrated as the manager who is not getting back satisfactory work.

#### Try This

Create accurate job descriptions and update frequently. Supplementary charts and lists that explain the cycles of the work flow, i.e., certain tasks are daily, weekly, or monthly, are helpful particularly for new staff. Identify the specific behaviors you expect.

#### They Do Not Know Why They Should Do It

Many employees are unsure of the relevance of the work they do.

#### Try This

Explain the purpose of their position, and outline how it fits in with the goals of the organization. Be sure to demonstrate how their specific tasks interrelate with other departments.

#### They Do Not Think You Will Check on Progress

This is often the case with a new manager taking over from another. If the past manager rarely checked that assignments were completed or suggestions carried out, employees learned to wait before doing new things. "If no one checks, does the work

really need to be done?"

#### Try This

Always assign due dates, and be sure to check on progress. No matter how busy you may be, the employee needs to know that assigned tasks are not frivolous, transitory or unimportant.

#### They Believe Something Else is More Important

Priorities shift continually. Employees' priorities may be different from the managers'.

#### Try This

Set priorities on projects when they are assigned. A weekly review of their task lists is helpful. When your priorities shift, remember to relay that information so staff can make adjustments.

#### They Believe They Are Doing What You Requested

Performance feedback is always important. If employees hear nothing, they are likely to believe that all is fine. This is an instance where a less than glowing review at evaluation time comes as such a shock.

#### Try This

Rather than waiting for formal review times for feedback, give employees performance information regularly.

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## Shoestring MARKETING

by Alf Nucifora

### Take Notice of Trends Before They Become Apparent

The adept marketer can normally anticipate forthcoming trends. It's simply a matter of interpreting the research and reading the tealeaves with studied interest. Everything from political positions to lifestyle issues are sliced and diced ad nauseam in order to divine consumer intent. But, sometimes a natural confluence of elements results in a trend that percolates quietly under the water line. Nobody pays much attention until the trend grows to tsunami strength.

One such instance is a growing desire on the part of the more discerning American consumer to regain the quality and taste of food as they used to be. One must freely acknowledge the dominance of fast food in the time-deprived environment in which most Americans live. It's cheap, quick, requires little thought in the ordering process and fills the belly with relative ease. It is to gastronomy what the Lethal Weapon movies are to the cinema.

But a countervailing force is at play, a stirring and a reaction to the Philistinism of fast food and bad taste. Why so? For one thing, there is growing concern about the safety and composition of the nation's food supply. Eric Schlosser, in his recent best-selling book, *Fast Food Nation*, aptly put his finger on the issues

from unfit meat processing plants to cholesterol-clogging hamburgers to antibiotic-drenched meats and poultry. Tie that together with a growing fear of pesticides, and it becomes understandable that purer foods, like organic produce, are being scarfed up at an unheard of rate. Notice also, the growing interest in local food markets. And don't ignore a gnawing hunger on the part of many Americans to revisit the times when the basic commodities, a tomato, banana, apple or head of lettuce, actually bore an identifiable taste. Nowadays most of the food that hasn't been processed has been chilled, frozen, gassed or genetically altered to deliver the consistency of a bowling ball and a taste to match. Great for shipping but lousy on the taste buds.

#### Introducing Slow Food

It's a fast-growing international organization with 65,000 members in 50 countries and 5,000 scattered among 62 chapters in the US where membership has grown twenty times in the last three years alone, and most of it, incidentally, the quiet way through public relations and word-of-mouth. Like the early Christians hiding in the Catacombs, Slow Foodies find each other through mutual disenchantment with supermarket produce aisles and fast food strips. Chapters exist in every major market and the smaller ones too, from Chattanooga, Tennessee to Bozeman, Montana. One thing about the desire for good tasting food, unlike politics and religion, it always manages to transcend region, race and class. Slow Food USA professes not to be an elitist organization for the wine and cheese crowd, populated by pompous gourmands, insufferable food snobs and chefs to the affluent. Although the demographics skew upscale, membership is drawn equally from the ranks of the common people--students, farmers, and good middle-class stock, myself included.

Slow Food USA bills itself "as a non-profit organization dedicated to support-

ing and celebrating the food traditions of North America. From the spice of Cajun cooking to the purity of the organic movement; from animal breeds and heirloom varieties of fruit and vegetables to handcrafted wine and beer, farmhouse cheeses and other artisanal products." The organization believes that many of these foods, relics of small farm America, are at growing risk of succumbing to the effects of the fast life which is evident in the industrialization and homogenization of the nation's food supply.

Local chapters carry out the mission with organized educational tastings, cooking courses, trips, visits to restaurants and lectures. Inspired by Noah's Ark, the organization's ArkUSA seeks to identify, promote and protect foods in danger of extinction, such as the Delaware Bay Oyster, the Bourbon Red Turkey first bred in Tennessee, Aged Dry Jack Cheese, and naturally grown, hand-parched wild rice from the lake regions of Minnesota and Wisconsin. Members are kept current with publications including *Slow*, a quarterly journal devoted to food culture around the world and *Snail*, a newsletter dealing specifically with the US marketplace.

Ironically, as Patricia Unterman notes in the *San Francisco Chronicle*, "Slow Food started years ago as a response to the arrival of the first McDonald's on the Spanish steps in Rome by Carlo Petrini, a northern Italian food journalist lamenting the erosion of civilized dining." Continues Unterman, "the growth of Slow Food is a cry against the indignities of modernization - the irresponsible use of technology, the homogenization and standardization of food and the abandonment of the dinner table."

According to spokesman Patrick Martins, Slow Food USA "is not a protest organization." Its mission, he states, is to "celebrate American food heritage and, in doing so, document and save the food

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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
- SAN FRANCISCO BAY AREA BACCOA Champion of Diversity
- NAMCSC
- MINORITY ADVOCATE

#### MEMBERSHIPS



ISSN 0892-5992

# CALIFORNIA SUB-BID REQUEST ADS

## Hunters Point Shipyard / Candlestick Point Opportunity to Provide Shoreline Engineering Services.

Lennar Urban is requesting qualified, interested shoreline engineering firms to respond to a public request for proposals through the Redevelopment Agency of the City and County of San Francisco.

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=4425>

Respondents are encouraged to check this website regularly for updates.

**Proposals must be submitted by  
June 20, 2011.**

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

**Rt. 80 West Sacramento  
Contract # 03-3797U4  
Yolo and Sacramento County  
Bids: June 15, 2011 at 2:00 p.m.**

This is a highway project with the typical items of work associated, but not limited to: misc suppliers, landscaping & nursery, petroleum, oil, lubricants, asphalt, pilings, concrete & cement, pipe, fencing, guard railing & barriers, pavement markers, construction area signs, plane asphalt concrete, remove bridge item, clearing & grubbing, roadway excavation, grading, structure excavation, structure backfill, ditches excavation, imported borrow, highway planting, hydroseeding, erosion control, irrigation system, aggregate base, seal coat, Paving asphalt (asphalt concrete), place asphalt concrete dike & misc, clean & seal pavement joints & rout & seal cracks, groove & grind pavement, furnish & drive piling, cast-in-drilled hole concrete piling, prestressing concrete cast-in-place, minor concrete structure, concrete block & masonry retaining wall, sound wall (masonry block-concrete), joint seal water stop, reinforcing steel, Sign structure, roadside sign, edge drain, filter fabric, plastic pipe, rock slope protection, misc iron & steel frame, cover & grate, fencing, object marker, metal beam guard railing, concrete barrier, thermoplastic traffic stripe & marking, painted traffic stripe & marking, pavement marking, signal & lighting, Signal, lighting, traffic count station, speed monitoring station, ramp metering system, environmental & biological studies, environmental & water quality, trucker broker, trucker, demolition.

**Bay Cities/C. C. Myers, Inc., a Joint Venture** is willing to breakout any portion of work to encourage UDBE participation. If you are interested in any of this work, please contact us immediately. Plans and Specifications are available from [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

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.

## BAY CITIES/C. C. MYERS, INC. A Joint Venture

5029 Forni Dr  
Concord, CA 94520  
925-687-6666  
Fax 925-688-0284

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 Bay Cities/C. C. Myers, Inc., a Joint Venture for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

AN EQUAL OPPORTUNITY EMPLOYER

## REQUESTING SUB-BIDS

From Qualified CBE Subcontractors and Suppliers for the following project:

**Project ID No. RDC0015175  
Colima Road Slope Failure  
Bid Date/Time: June 7, 2011 at 10:45 a.m.**

**Owner:**  
Los Angeles County Dept. of Public Works  
Architectural Engineering Division  
900 South Fremont Avenue  
Alhambra, CA 91803

**Scope of Work Includes:  
Clearing and Grubbing, Rebar,  
Traffic Control, Soldier Beam Piles,  
Trucking, Structural Steel, SWPPP**

Plans and Specifications are available from the Owner and may be viewed at the office of **G.B. Cooke, Inc.** Monday thru Friday 8:00 a.m. to 5:00 p.m. All quotes are requested by the **COB June 6, 2011**. **G.B. Cooke, Inc.** intends to seriously consider all proposals for participation on this project. **G.B. Cooke, Inc.** is An Equal Opportunity Employer. We will assist in obtaining bonds, line of credit and insurance if necessary. **G.B. Cooke, Inc.** will also assist in obtaining the necessary equipment, supplies, and materials, if needed.

## G.B. Cooke, Inc.

580 E. Foothill Blvd. • Azusa, CA 91702  
Phone: 626-969-8736 • Fax: 626-969-7919  
Contact: **Cori Greene**  
Email: [cori@gbcookeinc.com](mailto:cori@gbcookeinc.com)



**Project Name: Madonna Residence Renovation**  
**Location: 350 Golden Gate Ave.  
San Francisco, California**  
**Bid Date: June 22, 2011 at 2:00 PM**  
**Pre-Bid Job Walk: June 2, 2011 at 10:00 AM  
(Optional)**

Nibbi Brothers is requesting design build bids for Divisions 15 & 16 from all qualified Subcontractors & Suppliers including LBE Subcontractors for the Madonna Residence Renovation project in San Francisco, CA. This project consists of a renovation to a 53,890 SF (5) story building to increase unit count from 51 units to 70 units. The SF Human Rights Commission LBE participation goal has been established for this project 18% and we highly encourage all LBE Subcontractors to bid.

To obtain bid and contract documents please email [wendyc@nibbi.com](mailto:wendyc@nibbi.com). Plans and specifications are available for viewing in Nibbi's planroom.

**FAX PROPOSALS TO NIBBI BROTHERS  
AT: 415-241-2951 or email: [wendyc@nibbi.com](mailto:wendyc@nibbi.com).**

For information regarding this project contact:  
**Phil Raymann (PhillipR@nibbi.com)**  
**or Wendy Church (WendyC@nibbi.com)**

**Nibbi Brothers Construction**  
415-863-1820 Phone • 415-241-2951 Fax

**RGW Construction Inc.**  
is seeking all qualified Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) owned subcontractors and supplies for the following project:

**Levee Remedial Work Along  
Alameda Creek North Levee  
From 250' Downstream of UPRR to  
Alvarado Blvd, Fremont  
Owner: County of Alameda (510) 670-5450  
MBE Goal 15% WBE Goal 5%,  
95 calendar days  
Bids: June 7, 2011 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Hydroseeding and Trucking.

**Scope of Work:** Levee remedial work, clearing & grubbing, dewatering, excavation, weirs and log structures, and hydroseeding.

## RGW Construction, Inc.

Contractors License A/B 591590  
550 Greenville Road • Livermore, CA 94550  
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office. Contact **David Aboujoudom 925-606-2400** for any questions, including bonding, lines of credit, or insurance. 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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## REQUEST FOR UDBE/DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Port of Stockton  
BNSF/Port of Stockton Grade Separation  
Contract Number 12-08-01  
BID DATE: June 8, 2011 @ 3:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Barricade, Striping & Marking, Cold Plane AC, Clearing & Grubbing, Lead Compliance Plan, Erosion Control, Minor Concrete, Roadside Signs, Underground, Misc. Iron & Steel, MBGR, Prestressing Cast-In-Place Concrete, Structural Concrete, Anti-Graffiti Coating, Joint Seal, Concrete Barrier, Drainage Wicks, Horizontal Strip Drains, Hydroseed, AC Dike, Pipe Gate and Construction Materials

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

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

Contact: **Jean Sicard**

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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage UDBE & DBE Participation. Plans & Specs are available for viewing at our office.

## REQUEST FOR MBE/WBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Levee Remedial Work Along  
Alameda Creek North Levee, Fremont  
Alameda County Flood Control &  
Water Conservation District  
Specification No. FC 5-205  
BID DATE: June 7, 2011 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Water Pollution Control, Sweeping, Clearing & Grubbing, Hydroseeding, Log Debris Structure and Construction Materials

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

1520 Fourth St. • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: **Russ Hague**

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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 MBE/WBE participation. Plans & Specs are available for viewing at our office.

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

**Request for Proposal (RFP) No. RFP322-11  
Los Angeles Department of Water and Power  
Sub-bid Deadline Date: June 8, 2011**

Work, as directed by **Carmen Group**, with various trade/advocacy organizations which shall include, but not be limited to: Large Public Power Council, American Public Power Association, Southern California Public Power Association, association of Metropolitan Water Agencies, and the Association of California Water Agencies.

Copies of the bid proposal are available for download at: <http://www.labavn.org>

**Carmen Group** is willing to assist all MBE, WBE, OBE subcontractors in obtaining bonds, lines of credit and/or insurance.

## Carmen Group, Incorporated

Contact Person: **Mia O'Connell**  
1899 Pennsylvania Avenue NW  
Washington, DC 20006  
(202) 785-0500 (phone) • (202) 478-1734 (fax)  
[Oconnellm@carmengroup.com](mailto:Oconnellm@carmengroup.com)

## REQUEST FOR QUALIFIED MBE AND M/WBE CONTRACTORS, SUPPLIERS & TRUCKERS FOR:

**LEVEE REMEDIAL WORK ALONG ALAMEDA  
CREEK, NORTH LEVEE,  
FROM 250' DOWNSTREAM OF UPRR  
TO ALVARADO BLVD. IN FREMONT, ALAMEDA  
COUNTY, CA. - ZONE NO 5 PROJECT  
BID DATE - 6/7/11 @ 2:00 PM**

PLEASE PROVIDE COPY OF  
CERTIFICATIONS WITH PROPOSAL.

Please contact **MARK ABUTAIR**  
for additional information

## Ferma Corporation

1265 Montecito Avenue, Suite 200  
Mountain View, CA 94043  
Phone: 650-961-2742 • Fax: 650-961-0967

Attention: **Mark Abutair**  
Email: [mabutair@fermacorp.com](mailto:mabutair@fermacorp.com)

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# CALIFORNIA SUB-BID REQUEST ADS

## BIDDING OPPORTUNITY SBE/DBE'S CERTIFIED BY THE STATE, FEDERAL OR CITY PROGRAM

Inviting qualified contractors, specifically SBE/DBE's certified by The State of California's Small Business Program with the Department of General Services ("State Program"), the California Unified Certification Program with a U.S. Department of Transportation recipient ("Federal DBE Program") or the City and County of San Francisco's LBE program with the Human Rights Commission ("City Program") to contact us regarding subcontracting opportunities in connection with the heavy construction work.

**Construct the guideway tunnels for the extension of the existing Third Street Light Rail T-Line operating segment from its current connection to the Embarcadero Line at Fourth and King Streets along Fourth Street to Market Street, and then north along Stockton Street into Chinatown**  
Contract No. 1252

**BID DATE: June 8, 2011 AT 3:00 PM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, curb and sidewalk, fencing, geotechnical and structural instrumentation, asbestos and hazardous materials handling and disposal, lead based paint abatement, slurry wall, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, steel arch support, shotcrete, concrete finishing, waterproofing, service utilities, grouting, electrical services, pest control, IT services, security, waste disposal and cleaning services.

Any business seeking to participate as a SBE/DBE in the Contract that is not on the current list of certified SBE/DBEs should contact the Municipal Transportation Agency (SMTA) Contract Compliance Office for further instructions/information.

We have set up an FTP site where you can view all plans and specifications for your convenience. Please contact Jeanette Fahey at (909) 594-0990 or Brett Campbell at (909) 594-0982 to receive instructions on accessing the FTP Site.

### Shea Traylor, JV

(J.F. Shea Construction, Inc. - Traylor Bros., Inc.)  
667 Brea Canyon Road, Suite 30 • Walnut, CA 91789  
909-595-4397 • 909-869-0827 (fax)  
Attn: Dennis Poulton  
EEO Officer

## REQUESTING CERTIFIED SBE/DBE/ LBE SUBCONTRACTORS AND SUPPLIERS FOR:

**San Francisco  
Municipal Transportation Agency  
Third Street Light Rail Program - Phase 2  
Central Subway Tunneling Project  
Contract No. 1252**

**Bid Date: June 8, 2011 at 3:00 p.m.**

**SBE/DBE/LBE Goal - 6%  
Bids must be received  
no later than June 7, 2011 at 4:00 p.m.**

**Fax bids to (707) 746-1603**

Subtrades & Suppliers requested but not limited to: AC Supply and Paving, Active Water Treatment, Aggregates and Bedding, Arch. Treatment, Arborist, Barricades, General Building, Bypass Pumping, CAS/Roadway Signs, Cathodic Protection, Cellular Grouting, Cement, CIDH/Slurry Walls, Clear/Grub, Coatings/Linings, Compensation Grouting, Minor Concrete & Flatwork, Concrete Addmixture & Flyash, Conc. Forms, Conc. Pavement Joints, Conc. Pumping, Ready-Mix, Corrosion Protection, Crane Rental, Crushing, Demo & Sawcut, Dewatering & Wtr Treatment, Diesel Supply, Divers, Drilling, Earthwork, Electrical, Instrumentation and Monitoring, Trucking, Underground Utilities, SWPPP, Q/A Q/C, Surveying, Traffic Control, U/G Pipe Products, Mechanical

Subcontractors must separate material and labor components of bid. Performance & Payment Bonds by admitted surety, naming prime contractor as the obligee, in full amount of the subcontractor's bid, subject to approval by D-F Joint Venture required. Bonding assistance is available. D-F Joint Venture will pay bond premium up to 2.0%. Worker's Compensation Waiver of Subrogation required. Please contact D-F Joint Venture for bonding and insurance requirements, or if any other assistance is needed. Quotations must be valid for same duration as specified by owner for contract award. Subcontractors must abide by the terms of the Project Labor Agreement.

To view plans and specs on our FTP site, contact Shannon Reid (Flatiron) for access instructions. Confidentiality Agreement will be required prior to viewing or copying plans.

Dragados-Flatiron JV contact info:  
Attn: Shannon Reid (Flatiron)  
2100 Goodyear Rd. Benicia, CA 94510  
Tel #707-742-6000  
Email: sreid@flatironcorp.com

### Dragados USA, Inc./Flatiron West, Inc. Joint Venture

2150 River Plaza Dr., Suite 164  
Sacramento, CA 95833  
Phone (707) 742-6000 • Fax: (707) 746-1603  
An Equal Opportunity Employer

## REQUEST FOR CERTIFIED UDDBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Bay Area Rapid Transit District (BART)  
Contract No. 15PB-110  
Aerial Structures -  
A Line North Seismic Upgrades  
Oakland, CA**

**Bid Date: June 14, 2011 at 2:00 p.m.**

Sub-Trades and Suppliers requested but not limited to: CAS/Roadway Signs, Bridge Demo, Clear/Grub, Erosion Cntrl, Landscaping, AC Paving, Cold Plane AC, CIDH/Drilling, Jt. Seal, PT, Rebar, Shotcrete, Painting/Stain, AC Dike, U/G Utilities, Fencing, Metal Railing, Striping, Electrical, Minor Conc. (Misc Const./minor struct), Pavement Fabric, Sheetpile Installation, Dewatering, Drill/Bond Dowels, Traffic Control, Biologist, Fiber Optics, (Agg's -SB, Base, SubBase), Ready-Mix, Conc Pump, U/G Pipe Products, Misc. Iron/Stl/Metals, SWPPP, Geotextile Matrls, Paving Oil, Bridge Bearing Pads, U/G Precast, Street Sweeping, Traffic Cntrl, Elastomeric Bumper Assemblies, Non-Shrink Grout, Formwork, Jt. Seal, Epoxy Adhesive, PVC Vapor Barrier, A/C, Parking Bumper, KRail, Temp. Crash Cushions, Temp. Fencing, Shot Blasting, Vibration Monitoring, Asbestos Monitoring (Abatement), Survey, Q/C Testing, Pre & Post-Construction Photos, Non-Destructive Weld Testing, Trucking (& HazMat)

**OCIP Insurance Program** - (Subcontractors must deduct costs of OCIP-covered insurance from bid. Please note on bid that costs have been deducted.)

Performance & Payment Bonds by admitted surety, naming prime contractor as the obligee, in full amount of the subcontractor's bid, subject to approval by Flatiron. Bonding assistance is available. Flatiron will pay bond premium up to 2.0%. Retention will be withheld if bonds not provided by subcontractor. Please contact Flatiron for bonding and insurance requirements, or if any other assistance is needed. Flatiron is willing to make items of work available as partial or split items to assist you in bidding. Quotations must be valid for same duration as specified by owner for contract award. Plans and specs available in Flatiron's Benicia office and in most local plan rooms.

### Flatiron West, Inc.

2100 Goodyear Rd. • Benicia, CA 94510  
Phone (707) 742-6053 • Fax (707) 746-1603

An Equal Opportunity Employer

### RGW Construction Inc.

is seeking all qualified UDDBE  
(Black Americans, Native Americans,  
Asian-Pacific Americans and Women)  
owned subcontractors and supplies for  
the following project:

**Burlington Northern Santa Fe/  
Port of Stockton  
Grade Separation Project #12-08-01  
Engineer Estimate: \$10,000,000  
UDBE Goal 8.4%, 330 working days  
Bids: June 8, 2011 @ 3:00 PM**

Requesting Sub-quotes for (including but not limited to): Fence, Signage, Striping, Cold Plane, Clear & Grub, Erosion Control, Piling, Rebar, Concrete Barrier and Trucking.

Scope of Work: Construct a two lane grade separation (overhead) and approach roadways on Port of Stockton Expressway (Daggett Road).

### RGW Construction, Inc.

Contractors License A/B 591590  
550 Greenville Road • Livermore, CA 94550  
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office. Contact Noah Lowry 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

An Equal Opportunity Employer

## DBE/UDBE

Subcontractors/Supplier Bids Requested

**BART Earthquake Safety Program Aerial Structures - A Line North  
Contract No. 15PB-110  
In the Cities of Oakland and San Leandro,  
Alameda County, CA**

**Bid Date: June 14, 2011 @ 2:00 PM**

**Owner: San Francisco Bay Area Rapid Transit District (BART)**

Drawings and specs may be reviewed in our Northern California office (2940 Monument Blvd., Ste A, Concord, CA. 925-825-2780). Monday through Friday, 7:00 AM to 4:00 PM. Quotes are requested by COB, June 10, 2011 so that all bids can be fairly evaluated. Please submit bids for the following work (but not limited to): Traffic Maintenance and Control, Demolition, Excavate and Dispose of California Hazardous Waste, Prestressed Concrete, Elastomeric Bumper Assemblies, Concrete Reinforcing, Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Electrical and Fiber Optic Cable Modifications, Temporary Traffic Signal Systems, Traffic Signal System Modifications - City of Oakland/City of San Leandro, Structural Excavation Type 1 (Deep)/Type 2, Structural Backfill, Slope Protection, Hydroseeding and Turf Installation, Shoring and Underpinning for Safeguarding Structures, Drilled Concrete Piers and Shafts (CIDH) at 48-in. Diameter, Asphalt Paving, Asphalt Concrete Overlay, Concrete Paving, Concrete Curbs, Gutters and Walks, Signage and Pavement Markings, Chain Link Fences and Gates, Planting Irrigation, Planting, Precast Concrete Splash Blocks, Support and Protection of Utilities, Sanitary Utility Sewerage Piping, Storm Drainage Utilities 12-in. to 18-in. Diameter

### Atkinson Contractors, LP

27422 Portola Parkway, Suite 250  
Foothill Ranch, CA 92610  
Phone: 949-855-9755 • Fax: 949-855-9923

Atkinson 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 will be required for subcontracts greater than \$300,000. Atkinson will pay the cost of bonds up to 1.5%.

An Equal Opportunity Employer

## New Mobile Application

■ Continued from page 2

help answer questions such as: How do I start a business? Where can I go in my area to get free help with writing a business plan? And where do I begin finding funding for my business?

The SBA mobile app also features a built-in startup cost calculator to help estimate the costs associated with getting a business off the ground, plus an SBA partner locator to help users find SBA offices, Small Business Development Centers, Women's Business Centers and SCORE.

Users will also have mobile access to SBA video content and social media alerts to provide them with tips on the go. This will include live updates from the SBA's YouTube channel and from SBA's Twitter feeds. The free mobile app can be downloaded from the SBA's website at [www.sba.gov/content/sba-mobile-app](http://www.sba.gov/content/sba-mobile-app).

Source: U.S. Small Business Administration

## Plagued with Poor Performance?

■ Continued from page 2

### They Fear to Fall Short of Impossibly High Standards

Working for a perfectionist often erodes people's self-confidence and morale. When standards are too high, no amount of work or accomplishment is ever good enough. When staff are faced with this situation, high performers can actually begin to fail.

#### Try This

Identify the acceptable level of performance for specific tasks. Everything cannot be done perfectly. Time and resource limitations impact how often an internal memo can be rewritten for style versus substance.

### They Think Their Way is Better

Some employees believe that their assignment is to reinvent their jobs.

#### Try This

Be clear about expectations. Request that people work a couple of months using the existing systems. Then request input about procedures. Accept changes that are improvements, but when their idea will not work, sell them on yours.

### They Get Rewarded for Not Doing It

Poor performers can often skate by because the manager only gives them easy assignments.

#### Try This

Hold all staff accountable to a work standard. When assigning difficult tasks, monitor progress more often.

*Odette Pollar is a nationally known speaker, author, and consultant. Her most recent book is Take Back Your Life. President of Smart Ways To Work based in Oakland, CA. She hopes you will share your comments and questions by e-mail: [Odette@SmartWaysToWork.com](mailto:Odette@SmartWaysToWork.com) or 1-800-599-TIME.*

# CALIFORNIA SUB-BID REQUEST ADS

## WEST BAY BUILDERS INC.

is requesting Subcontractor and Supplier bids from Small-LBE and Micro-LBE subcontractors, suppliers, & truckers for the following project:

### HYDRE STREET HARBOR JOINT OPERATIONS AND SECURITY BUILDING

City and County of San Francisco

**Bid Date: June 10th @ 10:30AM**

**Estimate: \$1.75M**

**Goals: 25% Small/Micro-LBE**

**SCOPE:** Construction work includes, but is not limited to: selective site and building demolition; building alterations (new building envelope tenant build out with offices, restrooms, showers, break room and drinking fountain); existing parking and walkways to be reconfigured, repaved and restriped.

**TRADES NEEDED (but not limited to):** Selective Demolition; Earthwork; Cement Concrete Pavement; Rebar; CIP Concrete; Cement-Based Underlayment; CMU; Structural Steel; Metal Framing; Carpentry; Woodwork; Plastic Paneling; Insulation; Weather Barriers; Roofing; Flashing; Joint Sealants; Doors, Frames and Hardware; Overhead Doors; Panel Wall Systems; Glazing; Plaster; Drywall; Tile; Acoustical; Flooring; Painting; Solid Surface Panel System; Display Cases and Surfaces; Toilet Compartments & Accessories; Louvers and Vents; Signs; Plumbing; HVAC; Electrical.

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

Please call to discuss how West Bay Builders, Inc. can assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services. Plans may be viewed at local Builders Exchanges, in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA, or you may download a set at <http://mission.sfgov.org/OCABidPublication/ReviewBids.aspx>. Please call if you are interested in submitting a bid for this project.

Contact: **Nickole Denney**

Ph. (415) 456-8972 • FAX: (415) 459-0665  
EMAIL: [nickoled@westbaybuilders.com](mailto:nickoled@westbaybuilders.com)

WEST BAY BUILDERS, INC.  
IS AN EQUAL OPPORTUNITY EMPLOYER



1301 Ygnacio Valley Road  
Walnut Creek, CA 94598  
925-658-1600; Fax - 925-658-1604  
[www.welyons.com](http://www.welyons.com)

An Equal Opportunity Employer

W.E. Lyons Construction Co. is requesting quotations from all qualified and certified SMALL or EMERGING subcontractors and suppliers in Alameda County for the following project:  
**Alameda GSA - BHGS Jackson Street Remodel**  
**Bids Due: June 3, 2011 by 12:00 Noon**  
**(fax or e-mail preferred)**

For all trades Engineers estimate is \$1.5mil

Project is subject to CA Prevailing Wage requirements and Alameda County Small and Emerging Business participation.

For plans and additional information contact  
Raj Goyal at 925-658-1600 x107 or  
[rgoyal@welyons.com](mailto:rgoyal@welyons.com) (plans will be provided in electronic form only).

Subcontracts shall be executed on W.E. Lyons Construction Co. standard subcontract agreement and all subcontractors must meet insurance requirements. These documents are available for viewing at our main office.

W.E. Lyons Construction Co. believes in offering fair opportunities to all companies. Smaller companies may contact us to discuss dividing certain portions of work, bonding, and/or insurance assistance.

AEOE Requesting sub-bids from qualified DBE subcontractors/suppliers for:

**Santa Clara Valley Transportation Authority**  
**Pavement Maintenance Contract**  
**FY2012 through FY2016**  
**Contract # M11050**

**Bid Due Date: June 9, 2011 @ 1:30 PM**

Items of work include but are not limited to:  
**Traffic control, Freight, PCC work (concrete), Striping, Aggregate supply, Emulsion Hauling**

Plans, Specs & Requirements available at Graham Contractors, Inc. at the address listed below. 100% Performance and Payment Bonds may be required. Please call for assistance with bonding, insurance, lines of credit or obtaining necessary equipment, supplies or material for this project.

### GRAHAM CONTRACTORS, INC.

P O Box 26770, San Jose, CA 95159

Contact: **Tony Gulbraa**

PHONE: 408-293-95168 • FAX: 408-293-3633

## Tips for Working From Home

Continued from page 1

### Stay free from distractions

Sometimes, working from home can tempt you to engage in activities that can ruin your productivity. That can include having people over for lunch or heading out to the store to pick up some groceries. Working from home does not require you to lock yourself from civilization, but when you are working, do not let yourself get sidetracked from your goals. Even slight distractions can create a lot of disruptions to your schedule. It is really important that you separate your personal home activities from your work activities. The more you blend them the worse your productivity and focus will be.

### Take a break

Staying productive does not mean that you have to be on the job around the clock. Do not be afraid to sit back and relax once in a while. Your output will not suffer if you give time for yourself to recharge your batteries. In fact, you are more likely to accomplish things stay focused if you are well-rested and mentally prepared.

### Take the effort to socialize

Social skills are just as important to home-based workers as it is to other people. And if you are working from home, you are not very likely to encounter that many people, if at all, on a normal day. That is why you must actively seek ways on how you can stay connected to the world. You will need a network of people to find work opportunities and, in most cases, to help you stay sane. Most people need some form of human interaction.

### The Home-based Worker's Biggest Barrier to Productivity:

Working from home offers you the full liberty to design not just a career, but your entire lifestyle. The catch, however, is that in order to become successful; you must expend twice as much effort than you would at a traditional job just to make a living. As tough as it is to accept, sometimes, the biggest barrier that people face when working from home is themselves. How you schedule your time, separate your work from home activities, interact with others, reduce distractions, and have an office environment all will affect your productivity and ultimate success.

Lady luck may have a hand in your success, but most of it is determined by you and your ability to take the necessary measures to succeed.

Before having children, Loretta Pleasant worked full time for a reverse phone lookup service in Los Angeles. She now spends her time with her family and, when the kids are asleep, writing and working from home.

Website: [www.sbaloans-123.com](http://www.sbaloans-123.com)

## SMALL BUSINESS EXCHANGE

### Diversity Outreach

#### SERVICES

- \*WIN the bid
- \*ACHIEVE goals
- \*DEMONSTRATE Good Faith Efforts

### Outreach Professionals

- Review and analyze specific requirements to ensure compliance with regulations
- Provide customized reports upon request
- Quick turnaround to ensure deadlines are met efficiently

### An Outreach Standard

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

### One Location... Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "Pro-Net" listed businesses (nationwide)
- SBE maintains businesses certified by more than 50 local agencies

SMALL BUSINESS EXCHANGE, INC

p. (415) 778-6250  
f. (415) 778-6255  
e. [sbe@sbeinc.com](mailto:sbe@sbeinc.com)



WWW.SBEINC.COM

## Take Notice of Trends

Continued from page 2

traditions" that existed before Wendy's, Taco Bell and Swanson's held sway. As of yet, the movement is too small and too silent to provoke a response from the big agricultural conglomerates and food processors. In all likelihood, the movement won't demand their attention until it gets big enough to be stamped out or bought out. According to Slow Food leadership, they're more than happy to remain a micro economy, providing support where necessary by matching producer with consumer albeit on a slow, small scale. The real question is whether Slow Food will remain a movement or develop into a fully-fledged force to be reckoned with. The American public finally rebelled against the Detroit-made automobile. Don't be surprised if it takes up arms against the mega-supermarket and the fast food chain.

Contact Slow Food USA at 212-988-5146 or [www.slowfood.com](http://www.slowfood.com).

Website: [www.nucifora.com](http://www.nucifora.com)  
Alf's syndicated writings appear in business publications throughout the U.S.

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# NORTHERN CALIFORNIA PUBLIC LEGAL NOTICES

## CAHILL CONTRACTORS, INC.

1075 Le Conte Ave  
Project No. 230  
Location: San Francisco  
Bid Date: 6-3-2011 @ 2:00 pm

Cahill is requesting bids for all trades except for:  
Shoring & Underpinning  
Exterior Building Maintenance  
Fire Sprinklers  
Plumbing  
Solar Panels – PV & Hot Water

**Bids are due by 2:00 p.m. on Friday, June 3, 2011.**

Address all bids and questions to:

Cahill Contractors, Inc.:  
425 California St., Suite 2200  
San Francisco, CA 94104  
Attn: Leadron Koo  
Phone (415) 986-0600  
Fax (415) 986-4406  
Email lkoo@cahill-sf.com

There will be a Voluntary Pre-Bid Conference on **Friday, May 20, 2010 at 10:00 a.m.**, at Cahill's office, located at 425 California Street, Ste. 2200, San Francisco, CA 94104 (at the corner of California & Sansome).

### Project Description

The 1075 Le Conte Ave project involves the construction of a 5 story, wood frame and post-tension concrete building. The enclosed area of the building is approximately 87,000 sf. The ground floor includes offices and common gathering spaces. The upper floors include 73 units of various sizes

(Studios, 1, 2 & 3 Bedroom). The project includes a large courtyard / garden area for tenant use. The units are NOT for sale (i.e. these are NOT condos), but affordable apartments.

The project is slated to break ground in December of 2011 and be complete in 17 months.

This is a San Francisco Redevelopment Agency (the "Agency") project. The Agency's Small Business Enterprise (SBE), Construction Workforce and Prevailing Wage policies apply. Plans & Specifications

A complete set of plans and specifications are available for review in Cahill's main office located at 425 California Street (Suite 2200) and also at:

#### • Cahill's Oakland office

1111 Broadway, Suite 2130  
Oakland, CA 94607  
(510) 250-8500

#### • Cahill's Yard\*

1599 Custer St.  
San Francisco, CA  
(415) 824-9100

#### • Builders Exchange of San Francisco

850 So. Van Ness Ave.  
San Francisco, CA 94110  
(415) 282-8220

#### • Ford Graphics' Public Planroom

www.fordgraphics.com  
Select the "Northern California" division  
Click "Enter Planroom" Below "Public Planroom", click "Go"

#### • Dodge Plan Room (McGraw Hill)

11875 Dublin Blvd., Suite A118  
Dublin, CA 94568  
(925) 833-9751

#### • Builders Exchange of Alameda County

3055 Alvarado St.  
San Leandro, CA 94577  
(510) 483-8880

#### • Asian Inc.

1167 Mission St.  
San Francisco, CA 94103  
(415) 928-5910

#### • Bayview Hunters Point Builders Exchange

3450 Third St., Suite 4-A  
San Francisco, CA 94124

#### • Hispanic Contractors Assoc.

1601 Cortland Ave.  
San Francisco, CA 94110  
(415) 647-4010

#### • Women Construction Owners & Executives c/o NCCI

390 Selby St.  
San Francisco, CA 94124  
(415) 974-0947

#### • Business Development, Inc.

1485 Bayshore Blvd., Suite 210  
San Francisco, CA 94124  
(415) 671-2150

#### • Marin Builders Assoc.

660 Las Gallinas Ave.  
San Rafael, CA 94903

(415) 462-1220

#### • Peninsula Builders Exchange

735 Industrial Rd., Suite 100  
San Carlos, CA 94070  
(650) 591-4486

#### • Sacramento Regional Builders Exchange

1331 T. St. Sacramento, CA 95811  
(916) 442-8991

\*Just off of Hwy 280 near Army St. Plenty of free parking. Open from 7 a.m. – 3:30 p.m. / M - F

Plans may also be purchased at:

• **Ford Graphics:**  
981 Mission Street, San Francisco /  
(415) 777-9346 / www.fordgraphics.com

Plans can be downloaded from Cahill's FTP site by following the instruction below:

- Using Microsoft Explorer, go to www.fordgraphics.com
- Select the "Northern California" division
- On the bottom left-hand side of the page, click on "Connect to FTP"
- Username: cahill
- Password: 8136
- FTP server: Mission Street
- Click "Submit"
- On the following screen, click on the "Page" tab on the upper toolbar and select the "Open FTP site in Windows Explorer" option
- Select the "1075 Le Conte Ave" folder to access the bid documents

## UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

### PRECONSTRUCTION/CONSTRUCTION MANAGEMENT SERVICES – CM02011

The University of California, Davis Health System (UCDHS) Sacramento, California requests Statements of Qualifications (SOQ) on or before **5:00 PM, Monday, June 6, 2011**, to provide Preconstruction/Construction Management Services for a variety of major and minor construction projects. This selection process will create a pool of up to three (3) firms.

Preconstruction services shall include but not be limited to cost estimating, construction document review, preparation of contractor qualification and prequalification documents. Construction management services shall include but not be limited to construction project management, construction

administration, coordination for multiple projects, scheduling using Microsoft Project and Primavera, construction inspections, review of change orders, responding to contractor requests for information, reviewing contractor schedules, attendance at construction meetings, monitoring construction progress, working out strategies to avoid delays and claims.

Contract time shall be for five (5) years with a not-to-exceed fee including reimbursables of \$5,000,000 for each selected firm. Fees will be negotiated based on specific project requirements. Each selected firm will be expected to sign a blanket Professional Services Agreement that will include hourly rates for provision of all services.

Firms responding to this SOQ must have significant and successful experience in providing the services above and have experience in delivery of healthcare

agency construction management.

A Project Information Document, including selection criteria, will be available to firms beginning **Friday, May 20, 2011**, and will be issued only at Facilities Design & Construction. The Project Information Document is available in digital format upon request. Please email your requests to dorothy.irwin@ucdmc.ucdavis.edu.

Qualified firms are required to submit two (2) hard-copy sets of qualification materials to the following address:

Facilities Design & Construction  
UC Davis Health System  
4800 2nd Avenue, Suite 3010  
Sacramento, CA 95817

All statements of qualifications must be received on or before **5:00 PM, Monday, June 6, 2011**, at the

above address. Firms may deliver their materials to the above address or mail them sufficiently in advance of the due date to ensure delivery and receipt by the required time and date. Electronic submittals are not acceptable. Questions may be addressed via email only to Eduardo Avellaneda, Contracts Manager, Facilities Design & Construction at eavellaneda@ucdavis.edu. Statements of Qualifications will not be received after the date and time stipulated above.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Candidate Firm may be required to show evidence of its equal employment opportunity policy.

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA May 2011

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR CONTRACTOR PREQUALIFICATION

Subject to conditions prescribed by the University of California, San Francisco (University), responses to the University's prequalification documents for a LUMP SUM contract are sought from bidders for the following:

654 MINNESOTA ST UCPD  
RENOVATION PROJECT  
Project No.: M0521  
UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO

### PREQUALIFICATION OF PROSPECTIVE BIDDERS:

The University has determined that bidders who submit bids on this project must be prequalified. Prequalified bidders will be required to have the following California Contractor's license classification:

### B - GENERAL BUILDING

#### GENERAL DESCRIPTION OF WORK:

Renovate the existing first and third floor shell spaces into new offices and a 911 Center for the UCSF Campus Police Department. The approximate square footage of the total project is 9000 square feet. Scope of the work may include but is not limited to installation of partitions, ceilings, flooring, painting, sprinklers, new mechanical duct work, electrical outlets, lighting, data, and fire alarms.

Estimated construction cost is **\$1,200,000**.

#### PREQUALIFICATION SCHEDULE:

Prequalification Documents will be available beginning **May 23, 2011 at 10AM** by requesting via e-mail to prequal@ucsf.edu with the following information: Company name, address, phone and fax nos. Please reference Project No. M0521 in the subject line.

Sealed questionnaires are to be received on **June 7, 2011 at 3 PM** at the office of Campus Life, Facilities & Administrative Services, FAS Finance Ser-

vice Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94143. Phone: (415) 476-5343

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

The dates, times, and location set for receiving and opening of bids will be set forth in an Advertisement for Bids.

The University reserves the right to reject any or all responses to Prequalification Questionnaires and to waive non-material irregularities in any response received.

All information submitted for prequalification evaluation will be considered official information acquired in confidence and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy.

THE REGENTS OF THE UNIVERSITY OF  
CALIFORNIA  
University of California, San Francisco  
May, 2011

**BUSINESS**  
EXCHANGE

# NORTHERN & SOUTHERN CALIFORNIA PUBLIC LEGAL NOTICES

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco, sealed bids for a lump sum contract are invited for the following Work:

#### MILLBERRY UNION EAST ROOF REPLACEMENT

Project No.: M0551 / Contract No.: SL0248

### DESCRIPTION OF WORK:

Work includes the replacement of existing roof coverings:

A. Removal of existing roof coverings, related flashings and roof insulations down to concrete deck.

1. Containment of hazardous substances in the roof assembly and proper disposal.

2. Repair of the concrete deck as needed.

B. Replacement of existing roof coverings with an external class A fire rated, watertight, wind resistant, long lasting SBS modified bitumen roof covering and rigid roof insulation assemblies with related work:

1. Adhered rigid roof insulation consisting of:

a. Tapered rigid roof insulation board to provide minimum 2% slope at main roof and a minimum insulation R-Value of 14.

b. Tapered rigid roof insulation board countersloped crickets.

c. Flat rigid roof insulation boards at penthouse roofs.

2. Adhered, pre-primed ¼ in. gypsum core, fiberglass facer roof cover board.

3. Membrane roof covering consisting of:

a. Two ply modified bitumen roof covering with reflective cool roof coating.

b. Liquid applied reinforced flashing at main roof perimeter and select penetrations.

4. ANSI/SPRI ES-1 compliant wind resistant edge metal flashings.

5. Replacement of louvers adjoining roof with wind-driven rain resistant louvers.

6. Two-piece reglets with removable counterflashing at walls.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary In-

structions To Bidders. Bidders must submit qualification documents as an attachment to the Bid Form.

### PROCEDURES:

Bidding Documents will be available at **10:00 AM, May 26, 2011** and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)

1855 Folsom Street, Room 135

San Francisco, CA 94103

Contact Persons: Ben La (415) 476-5030 (9:00 AM - 5:00 PM)

Gene Kahn (415) 680-8741 (before & after working hours)

Fax No. (415) 476-8278

Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>

Click on the UCSF Documents, Media & Mail button

Bidders must attend a **mandatory** pre-bid conference at **10AM, June 2, 2011**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm> (Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Bids will be received and opened only at Campus Life, Facilities & Administrative Service FAS Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343. Bid Deadline:

Sealed bids must be received on or before **3:00 PM, Friday, June 17, 2011**.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

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

**LICENSE CLASSIFICATION:**  
**General Building and Roofing Contractor**

**LICENSE CODE: B and C39**

Estimated construction cost: **\$350,000 - \$375,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Francisco  
May, 2011

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco, sealed bids for a lump sum contract are invited for the following Work:

#### MILLBERRY UNION EAST AIR HANDLING UNIT REPLACEMENT

Project No.: M0562 / Contract No.: SL0249

### DESCRIPTION OF WORK:

Work includes materials, products, equipment, labor, devices, and incidentals necessary for the AC unit replacement and related work in the Millberry Union East Building.

Work includes, but is not limited to, coordination of delivery, rigging, and installation of owner-furnished AC unit and curb, modification to the existing supply and return ductwork on the roof, cleaning of existing ductwork on the roof, sealing of existing ductwork on

the roof, modification of the existing direct digital control system, and addition of new roof overflow drain in conjunction with roof replacement work.

Work of the contract for this project includes, but is not limited to, selective demolition of mechanical and electrical work.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualification documents as an attachment to the Bid Form.

### PROCEDURES:

Bidding Documents will be available at **10:00 AM, May 26, 2011** and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)

1855 Folsom Street, Room 135

San Francisco, CA 94103

Contact Persons: Ben La (415) 476-5030 (9:00 AM - 5:00 PM)

Gene Kahn (415) 680-8741 (before & after working hours)

Fax No. (415) 476-8278

Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>

Click on the UCSF Documents, Media & Mail button

Bidders must attend a **mandatory** pre-bid conference at **10AM, June 6, 2011**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm> (Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Bids will be received and opened only at Campus Life, Facilities & Administrative Service FAS Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343. Bid Deadline: Sealed bids must be received on or before **3:00 PM, Monday, June 20, 2011**.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race;

color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

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

**LICENSE CLASSIFICATION: Wa r m -  
Air Heating, Ventilating and Air-Conditioning  
(HVAC) Contractor**

**LICENSE CODE: C20**

Estimated construction cost: **\$180,000 - \$190,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, San Francisco  
May, 2011

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz sealed bids for a lump-sum contract are invited for the following work:

#### BIOMEDICAL SCIENCES FACILITY - NIH VIVARIUM IMPROVEMENT PROJECT

Project Number: 6701-002

**Description of Work:** Furnishing and installation of Vivarium equipment.

Estimated Construction Cost: \$1,500,000.00

**Bid Deadline:** Sealed bids must be received on or before **Thursday, June 30, 2011 at 3:00 PM**.

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-2366

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on **Thursday, June 9, 2011** beginning promptly at **1:30 PM**.

**PLEASE VISIT OUR WEBSITE AT:  
<http://ppc.ucsc.edu> FOR THE TEXT OF THE  
FULL ADVERTISEMENT AND INFORMATION  
ON HOW TO OBTAIN BID DOCUMENTS.**

## TARGET CORPORATION

### REQUEST FOR PROPOSAL General Contractor Services

Target Store T-2766  
San Francisco Central (Metreon)

Target Corporation is seeking proposals from qualified Bay Area General Contractors to provide professional General Contractor services to manage the interior construction build out of the Target Store to be located in the Metreon Building at 4th and Mission Streets in San Francisco, CA. When finished, the tenant improvement will be the first Target Store in San Francisco proper.

1. A pre-submittal meeting will be held at the Metreon building on Thursday, June 2. Room location and meeting time to be determined.

2. The deadline for proposals is Friday, June 17, 2011 at 2 PM PDT.

3. Proposals should be submitted via .pdf and/or Word (.docx is acceptable) file form to Steve Hauser at [steve.hauser@target.com](mailto:steve.hauser@target.com) by no later than Friday, June 17, 2011 at 2 PM PDT.

4. Questions regarding this RFP should be directed to Steve Hauser at the same e-mail address.

5. Newspaper advertisements for the RFP are abbreviated to save space. The full RFP is available on the SFRA website or upon request from [steve.hauser@target.com](mailto:steve.hauser@target.com). E-mail requests should list the following in the e-mail subject line: "RFP Full Document for Target Metreon is Requested"

Target Corporation reserves the right to reject any and all proposals.

### PROJECT DESCRIPTION

Project is a tenant build out of the second floor of the Metreon building, along with limited build out of first floor space. Work will include partitions, doors & hardware, finishes, and mechanical, plumbing, refrigeration and electrical work. Extensive coordination with the shell contractor will be necessary, including interface with building enclosure work and vertical transportation.

### CONTRACT STRUCTURE and SFRA REQUIREMENTS

The contract will be a guaranteed maximum with a fee as a percentage of the GMAX.

San Francisco Redevelopment Agency's Equal Opportunity Program Applies to this project. Prevailing Wage, Construction Workforce Policy and the MBE/WBE Program. The goals for the construction phase of this project are 31% MBE and 10% WBE.

5/19, 5/26/11

CNS-2104705#

SMALL BUSINESS EXCHANGE



CALIFORNIA LOTTERY  
Invitation for Bid (IFB) 3767  
Security Guard Service

The California Lottery (Lottery) is releasing Invitation for Bid (IFB) 3767 to invite qualified firms to provide continuous, unarmed uniformed security guard services at Lottery facilities and on an as-needed basis at special events at various locations throughout California. Qualified bidders must have a minimum of 5 years experience performing security guard services in accordance with the scope of services and have an office in California at the time of contract award and for the duration of the contract.

To get a better understanding of the locations, all prime bidders must participate in a **Mandatory Job Site Walk-Through** of the Lottery at **10:00 a.m. on Thursday, June 9, 2011**, located at, 600 North Tenth Street, Sacramento, California.

The IFB is tentatively scheduled for release the week of May 30, 2011 and will be available to be downloaded on the Lottery website at [www.calottery.com](http://www.calottery.com) under "Vendor Opportunities". **The Lottery will not distribute paper copies of the IFB.** For information contact **John Muise** by email at [jmuise@calottery.com](mailto:jmuise@calottery.com).

Visit [www.sbeinc.com](http://www.sbeinc.com)  
to download a PDF version of the latest  
**SBE Newspaper** and **SBE Newsletter**

# NORTHERN CALIFORNIA PUBLIC LEGAL NOTICES

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0335382-00

Fictitious Business Name(s):  
**1.) Hot Cafe**  
 Address  
**520 Leavenworth Street, San Francisco, CA 94102**  
 Full Name of Registrant  
**Cuc Thu Huynh**  
 Address of Registrant  
**871 Turk Street, Apt. 24, San Francisco, CA 94109**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/4/2011**

Signed: **Cuc Thu Huynh**

This statement was filed with the County Clerk of San Francisco County on **5/4/2011**

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: **Marielyne L. Argente**  
 Deputy County Clerk  
 5/4/2011

5/5/11+ 5/12/11 + 5/19/11 + 5/26/11

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0335782-00

Fictitious Business Name(s):  
**1.) Sharla Gillard + Design**  
 Address  
**1905 Lincoln Way, San Francisco, CA 94122**  
 Full Name of Registrant  
**Sharla Gillard**  
 Address of Registrant  
**1905 Lincoln Way, San Francisco, CA 94122**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/19/2011**

Signed: **Sharla Gillard**

This statement was filed with the County Clerk of San Francisco County on **5/20/2011**

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: **Magdalena Zevallos**  
 Deputy County Clerk  
 5/20/2011

5/26/11 + 6/2/11 + 6/9/11 + 6/16/11

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0335863-00

Fictitious Business Name(s):  
**1.) A Big Wow in Artwork & Graphic Images**  
 Address  
**275 5th Street, Suite 420, San Francisco, CA 94103**  
 Full Name of Registrant  
**Grace Fung**  
 Address of Registrant  
**5032 Saint Dunstan Ct, Concord, CA 94521**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/15/2002**

Signed: **Grace Fung**

This statement was filed with the County Clerk of San Francisco County on **5/24/2011**

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: **Marielyne L. Argente**  
 Deputy County Clerk  
 5/24/2011

5/26/11 + 6/2/11 + 6/9/11 + 6/16/11



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1787J  
 (ID No. FCE11085)

### VARIOUS LOCATIONS PAVEMENT RENOVATION NO. 15A

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 P.M. on June 22, 2011**, after which they will be publicly opened and read. Digital files of Bid Documents may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents download site at <http://bsm.sfdpw.org/contractadmin>, or purchased on a CD format from 875 Stevenson Street, Room 420, 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".

Addenda and other bid changes will be distributed by email only to plan holders with email addresses, and will be posted on the Bids and Contracts page at the City's Office of Contract Administration website address: <http://mission.sfgov.org/OCABidPublication/>

The work is pavement renovation at various locations in San Francisco, including asphalt grinding, concrete base repair, asphalt concrete paving, sidewalk, curb ramp, utility boxes and poles adjustments, traffic routing, and all other related work.

The time allowed for completion is 90 consecutive calendar days. The Engineer's estimate is in excess of \$1,200,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

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 Unit Price basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to HRC Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held **June 7, 2011, 1:30 p.m.**, at 1680 Mission Street, 3rd Floor.

For information on the City's Surety Bond Program, call Nancy Owens at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of

San Francisco to include performance and payment bonds for 100% of the contract award.

Class "A" license required to bid.

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. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

**This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy")** as set forth in Section 6.22(G) of the San Francisco Administrative Code. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

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

5/26/11

CNS-2108252#

SMALL BUSINESS EXCHANGE

## ABANDONMENT OF FICTITIOUS BUSINESS NAMES

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

File No. 0331864

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

**1.) Becch's Genre Mien**  
 Located at **5630 Mission Street, San Francisco, CA 94112**

This fictitious business name was filed in the County of San Francisco under file # **0331864** on: **December 6, 2010**.

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1  
**Mattie M. Mabry**  
**5630 Mission Street**  
**San Francisco, CA 94112**

This business was conducted by **AN INDIVIDUAL**.

Signed: **Mattie M. Mabry**

This statement was filed with the County Clerk of San Francisco County on **May 9, 2011**

Filed: **Jennifer Wong**  
 Deputy County Clerk  
 5/9/2011

5/26/11 + 6/2/11 + 6/9/11 + 6/16/11

## UNIVERSITY OF CALIFORNIA SAN FRANCISCO

### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, San Francisco, sealed bids for a lump sum contract are invited for the following Work:

### MISSION BAY WIRELESS INFRASTRUCTURE PROJECT

Project No.: **M0556** / Contract No.: **S00434**

### DESCRIPTION OF WORK:

The scope of work includes but may not be limited to: Installation of new wireless access points and associated equipment for wireless data network connectivity throughout existing buildings at the UCSF Campus - Mission Bay location, in the City of San Francisco, California. All telecommunications rooms and cabling are existing. All Wireless access points (WAPs) are furnished by the University and installed by the contractor. Total quantity of WAPs is approximately 330.

**BIDDER QUALIFICATIONS:** To be eligible for consideration of award, bidders must have the minimum experience set forth in the Supplementary Instructions To Bidders. Bidders must submit qualification documents as an attachment to the Bid Form.

### PROCEDURES:

Bidding Documents will be available at **10:00 AM, May 26, 2011** and will be issued only at:

UCSF Documents, Media & Mail (UCSF-DMM)  
 1855 Folsom Street, Room 135  
 San Francisco, CA 94103

Contact Persons: Ben La (415) 476-5030 (9:00 AM - 5:00 PM)  
 Gene Kahn (415) 680-8741 (before & after working hours)  
 Fax No. (415) 476-8278

Log into <http://www.cpfm.ucsf.edu/contracts/index.htm>

Click on the UCSF Documents, Media & Mail button

Bidders must attend a **mandatory** pre-bid conference at **10AM, May 31, 2011**. For details, see <http://www.cpfm.ucsf.edu/contracts/index.htm> (Use the same website above to view complete Advertisement for Bids - Project Bidding Information).

Bids will be received and opened only at Campus Life, Facilities & Administrative Service FAS Finance Service Center, University of California, San Francisco, 654 Minnesota Street, 2nd Floor, San Francisco, CA 94107. Phone: (415) 476-5343. Bid Deadline: Sealed bids must be received on or before **3:00 PM, June 10, 2011**.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

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

**LICENSE CLASSIFICATION: ELEC-TRICAL**

**LICENSE CODE: C10**

**ESTIMATED CONSTRUCTION COST: \$100,000 - \$150,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
 University of California, San Francisco  
 May, 2011

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**BUSINESS SERVICES OPPORTUNITIES**

This is a Partial Listing of Business Services bids visit [www.sbeinc.com](http://www.sbeinc.com) for a full listing.



**SANTA CRUZ COUNTY**

**JANITORIAL SERVICES, MARINE WILDLIFE VET**  
1st reported in SBE: 5/12/11  
Location: Santa Cruz, CA  
Date: 7/06/11 4:00PM  
Ref#: P1175010  
Prebid Conf: 6/02/11 11:00AM MANDATORY  
Description available through electronic services.  
Owner: CA FISH AND GAME DEPARTME, HEATHER SIRONEN, (916)324-6252  
E:MAIL HSIRONEN@OSPR.DFG.CA.GOV



**SACRAMENTO COUNTY**

**VIDEO PRODUCTION AND POST PRODUCTION SER**  
1st reported in SBE: 5/19/11  
Location: Sacramento, CA  
Date: 6/13/11 4:00PM  
Ref#: 10058513  
Prebid Conf: 6/02/11 10:00AM MANDATORY  
Description available through electronic services.  
Estimate: \$400,000 - \$400,000  
Owner: CA WATER RESOURCES DEPART, LARRY KROGSTAD, (916)653-5526  
E:MAIL LKROGSTA@WATER.CA.GOV

**SAN MATEO COUNTY**

**ARTWORK FOR BLDG. 520 VAPA**  
1st reported in SBE: 5/12/11  
Location: Palo Alto, CA  
Date: 6/17/11  
Bid Date Extended from: 1/31/11  
Ref#: VA26111RP0275  
Description available through electronic services.  
Owner: Department of Veterans Af, 3801 Miranda Ave, Palo Alto, CA, 94304-1207, Bill Ulibarri  
SIC: 711510



**SAN JOAQUIN COUNTY**

**ORTHOPEDIC/PHYSICIAN SERVICES**  
1st reported in SBE: 5/19/11  
Location: Stockton, CA  
Date: 6/15/11 4:30PM  
Ref#: 6000000588  
Description available through electronic services.  
Owner: CA CORRECTIONS AND REHABI, RICHARD ZEUNGES, (916)255-6161  
E:MAIL RICHARD.ZEUNGES@CDCR.CA.GOV

**CALIFORNIA, UNDETERMINED**

**RADIOLOGY/PHYSICIAN SERVICES**  
1st reported in SBE: 5/19/11  
Location: Undetermined, CA  
Date: 6/14/11 4:30PM  
Ref#: 6000000547

Description available through electronic services.  
Owner: CA CORRECTIONS AND REHABI, RICHARD ZEUNGES, (916)255-6161  
E:MAIL RICHARD.ZEUNGES@CDCR.CA.GOV

**CA CHILDREN'S SERVICES DEMONSTRATION PRO**  
1st reported in SBE: 5/05/11  
Location: Undetermined, CA  
Date: 7/15/11 5:00PM  
Ref#: 11-84022  
Prebid Conf: 5/10/11 9:30AM  
Description available through electronic services.  
Owner: CA HEALTH CARE SERVICES D, BRIAN QUACCHIA, (916)552-8006  
E:MAIL BQUACCHI@DHCS.CA.GOV



**SAN DIEGO COUNTY**

**PRE-SOLICITATION SYNOPSIS, N66001-11-R-0**  
1st reported in SBE: 4/14/11  
Location: San Diego, CA  
Date: 8/01/11  
Bid Date Extended from: 3/30/11  
Ref#: N66001-11-R-0048  
Description available through electronic services.  
Owner: Department of the Navy, 53560 Hull Street Bldg A3, San Diego, CA, 92152-5001, Sarah Munoz-Marquez  
SIC: 541330

**VARIOUS-NORTHERN CA**

**ON-SITE SHREDDING NORTHERN CA (AREAS 1 A)**  
1st reported in SBE: 5/12/11  
Location: Various-North, CA  
Date: 6/07/11 2:30PM  
Ref#: 11-022  
Description available through electronic services.  
Estimate: \$57,126,363 - \$57,126,363  
Owner: CA MOTOR VEHICLES DEPARTM, ANITA COUNT, (916)657-8728  
E:MAIL AACCOUNT@DMV.CA.GOV

**CALIFORNIA, UNDETERMINED**

**RAY YANG CONSULTING, INC.**  
1st reported in SBE: 4/21/11  
Location: Undetermined, CA  
Date: 6/13/11 6:00PM  
Ref#: 5258  
Estimate: \$33,060 - \$33,060  
Owner: CA PESTICIDE REGULATION D, TERRY HARRISON, (916)445-2511  
E:MAIL THARRISON@CDPR.CA.GOV

**WATER RIGHTS CEQA EFFICIENCY PILOT PROJECT**  
1st reported in SBE: 5/19/11  
Location: Undetermined, CA  
Date: 6/15/11 5:00PM  
Ref#: RFQ 11-026-300  
Prebid Conf: 5/25/11 1:00PM  
Description available through electronic services.  
Owner: CA WATER RESOURCES CONTRO, CAROL SCHINBINE, (916)341-5067  
E:MAIL CSCSCHINBINE@WATERBOARDS.CA.GOV



**VARIOUS, CA**

**DOJ - LEGAL DIVISIONS - ATTORNEY SRVC.**  
1st reported in SBE: 5/19/11  
Location: Various, CA Date: 6/10/11 6:00PM  
Ref#: 420101762  
Estimate: \$184,000 - \$184,000  
Owner: CA JUSTICE DEPARTMENT OF, SHERRIE NAGAFUCHI, (916)323-8516  
E:MAIL SHERRIE.NAGAFUCHI@DOJ.CA.GOV

**CALIFORNIA, UNDETERMINED**

**AUDIT OF BASIC FINANCIAL STATEMENTS**  
1st reported in SBE: 5/12/11  
Location: Undetermined, CA Date: 6/30/11 4:00PM  
Ref#: 2010-5694  
Estimate: \$100,000 - \$100,000  
Owner: CA PUBLIC EMPLOYEES' RETL, MICHELLE CRUZ, (916)795-2733  
E:MAIL MICHELLE\_CRUZ@CALPERS.CA.GOV

**COURT REPORTER SERVICES**  
1st reported in SBE: 4/21/11  
Location: Undetermined, CA  
Date: 5/12/12 4:00PM  
Ref#: LSOB COURT REPORTERS  
Owner: CA JUSTICE DEPARTMENT OF, SHERRIE NAGAFUCHI, (916)323-8516  
E:MAIL SHERRIE.NAGAFUCHI@DOJ.CA.GOV



**ORANGE COUNTY**

**IBM FILENET P8 UPGRADE**  
1st reported in SBE: 5/19/11  
Location: Fullerton, CA Date: 6/15/11 3:00PM  
Ref#: AW10009  
Owner: CA CSU FULLERTON, ANGELA WARREN, (657)278-4532  
E:MAIL AWARREN@FULLERTON.EDU

**SACRAMENTO COUNTY**

**INTERGRATED EMERGENCY NOTIFICATION SYSTEM**  
1st reported in SBE: 5/19/11  
Location: Sacramento, CA Date: 6/28/11 3:00PM  
Ref#: B100021  
Prebid Conf: 6/01/11 2:00PM  
Owner: CA CSU SACRAMENTO, CHRIS WESSENDORF, (916)278-7333  
E:MAIL CWESSEND@CSUS.EDU



**LOS ANGELES COUNTY**

**WANTED TO LEASE BY THE STATE OF CALIFORN**  
1st reported in SBE: 5/19/11  
Location: Los Angeles, CA  
Date: 6/13/11 3:00PM  
Ref#: 132678  
Owner: CA GENERAL SERVICES DEPAR, MARIA BRITO, (916)375-4171

## FEDERAL • STATE • CITY/COUNTY

## NORTHERN CALIFORNIA CONSTRUCTION OPPORTUNITIES

This is a Partial Listing of Northern California Construction Services Bids – visit [www.sbeinc.com](http://www.sbeinc.com) for a full list of bid opportunities

## ALAMEDA COUNTY

## REPAIR AND RESTRIPE PARKING LOTS

1st reported in SBE: 5/19/11  
Location: Hayward, CA  
Date: 6/16/11 3:00PM  
Ref#: C100117  
Prebid Conf: 6/02/11 9:00AM MANDATORY  
Description available through electronic services.  
License Req'd: A  
Estimate: \$1,300,000 - \$1,300,000  
Owner: CA CSU EAST BAY,  
LAURA LEARNED, (510)885-3607  
E:MAIL LAURA.LEARNED@CSUEASTBAY.EDU

## MERCED COUNTY

## NEW HUNTER CHECK STATION

1st reported in SBE: 4/21/11  
Location: Los Banos, CA  
Date: 6/07/11 3:00PM  
Ref#: WC-1065PP  
Prebid Conf: 5/26/11 10:00AM  
Description available through electronic services.  
License Req'd: A  
Estimate: \$700,000 - \$700,000  
Owner: CA FISH AND GAME DEPARTMENT,  
AMY PEEPLES, (916)323-1587  
E:MAIL PLANROOM@DFG.CA.GOV

## SACRAMENTO COUNTY

## FOLSOM POINT BLF REHABILITATION

1st reported in SBE: 5/19/11  
Location: Folsom, CA  
Date: 6/14/11 11:00AM  
Ref#: 820  
Description available through electronic services.

License Req'd: A  
Estimate: \$640,000 - \$640,000  
Owner: CA BOATING AND WATERWAYS,  
ERIK OLSEN, (916)263-8153  
E:MAIL EOLSEN@DBW.CA.GOV

## BLDG 650, WOMEN'S HEALTH CENTER (WHC), V

1st reported in SBE: 5/05/11  
Location: McClellan, CA  
Date: 6/06/11  
Bid Date Extended from: 2/25/11  
Ref#: VA26111RP0245  
Description available through electronic services.  
Estimate: \$20,000,000 - \$50,000,000  
Owner: Department of Veterans Af, NCA - Bldg 209,  
McClellan, CA, 95652-1012,  
Thomas Hart  
SIC: 236220

## RE-PAVE ENTRANCE ROAD

1st reported in SBE: 5/19/11  
Location: Sacramento, CA  
Date: 6/09/11 3:00PM  
Ref#: P1099026  
Description available through electronic services.  
License Req'd: A  
Estimate: \$70,000 - \$70,000  
Owner: CA FISH AND GAME DEPARTMENT, AMY  
PEEPLES,  
(916)323-1587  
E:MAIL PLANROOM@DFG.CA.GOV

## REPLACE PCC SLAB AND GRIND PCC PAVEMENT

1st reported in SBE: 9/02/10 Last changed: 5/19/11  
Location: Sacramento, CA  
Bid Date Extended from: 10/06/10  
Ref#: 03-0A8004  
Description available through electronic services.

License Req'd: A  
Estimate: \$10,300,000 - \$10,300,000  
Owner: CA TRANSPORTATION DEPARTM, LIZ BYBEE,  
(916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV  
GRANITE CONSTRUCTION COMP  
\$12,823,518.90  
TEICHERT CONSTRUCTION  
\$12,962,879.00  
R G W CONSTRUCTION INC  
\$13,737,241.00

## SAN MATEO COUNTY

## PREPARE X-RAY ROOM F1-201 BLDG. 100, PRO

1st reported in SBE: 5/19/11  
Location: Palo Alto, CA  
Date: 6/15/11  
Bid Date Extended from: 5/13/11  
Ref#: VA26111RP0209  
Description available through electronic services.  
Owner: Department of Veterans Af,  
5342 Dudley Blvd. Bldg 98, Palo Alto, CA, 95652-1012,  
Tracy A Marasco  
SIC: 236220

## SOLANO COUNTY

## RESIDENCE HALL ROOFING

1st reported in SBE: 5/19/11  
Location: Vallejo, CA  
Date: 6/06/11 3:00PM  
Ref#: URHR.HSG.11/12  
Prebid Conf: 5/19/11 10:00AM  
Description available through electronic services.  
Owner: CA CSU MARITIME ACADEMY,  
VINEETA DHILLON, (707)654-1086  
E:MAIL VDHILLON@CSUM.EDU

## SONOMA COUNTY

## SONOMA COAST SB JENNER BLF

1st reported in SBE: 5/12/11  
Location: Sonoma, CA  
Date: 6/09/11 3:00PM  
Ref#: 799  
Description available through electronic services.  
License Req'd: A  
Estimate: \$430,000 - \$430,000  
Owner: CA BOATING AND WATERWAYS,  
ERIK OLSEN, (916)263-8153  
E:MAIL EOLSEN@DBW.CA.GOV

## VARIOUS, CA

## POSITIVE LOCATION OF UNDERGROUND UTILITY

1st reported in SBE: 5/12/11  
Location: Various, CA  
Date: 6/07/11 3:15PM  
Ref#: 05A1462  
Description available through electronic services.  
License Req'd: C-12  
Owner: CA TRANSPORTATION DEPARTM,  
ADRIENNE TAYLOR, (916)227-6117  
E:MAIL ADRIENNE\_TAYLOR@DOT.CA.GOV

## PLACE HMA, AB AND WIDEN ROADWAY

1st reported in SBE: 5/05/11  
Location: Various, CA  
Date: 6/07/11 3:00PM  
Ref#: 10-2A4204  
Description available through electronic services.  
License Req'd: A  
Estimate: \$5,800,000 - \$5,800,000  
Owner: CA TRANSPORTATION DEPARTM,  
LIZ BYBEE, (916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV

## FEDERAL • STATE • CITY/COUNTY

## SOUTHERN CALIFORNIA CONSTRUCTION OPPORTUNITIES

This is a Partial Listing of Southern California Construction Services Bids – visit [www.sbeinc.com](http://www.sbeinc.com) for a full list of bid opportunities

## LOS ANGELES COUNTY

## B500 CORRECT FIRE AND SAFETY DEFICIENCIES

1st reported in SBE: 11/04/10  
Location: Los Angeles, CA  
Date: 12/03/11  
Ref#: VA26211RP0038  
Description available through electronic services.  
Owner: Department of Veterans Af, 5901 E. 7th Street,  
Long Beach, CA, 90822, Jeff Gray  
SIC: 236220

## RIVERSIDE COUNTY

## BELARDO ROAD BRIDGE &amp; ROADWAY PROJECT

1st reported in SBE: 5/12/11  
Location: Palm Springs, CA  
Date: 6/21/11 4:00PM  
Ref#: CP 87-49  
Description available through electronic services.  
License Req'd: A  
Estimate: \$3,450,000 - \$3,450,000  
Owner: CA CITY OF PALM SPRINGS,  
CRAIG L GLADDERS, (760)322-8368  
E:MAIL CRAIG.GLADDERS@PALMSPRINGS-CA.GOV

## INSTALL CENTERLINE RUMBLE STRIP

1st reported in SBE: 5/19/11  
Location: Riverside Co, CA  
Date: 6/16/11 3:00PM  
Ref#: 08-0M4904  
Description available through electronic services.  
License Req'd: A  
Estimate: \$330,000 - \$330,000  
Owner: CA TRANSPORTATION DEPARTM,  
LIZ BYBEE, (916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV

## TRIM, REMOVE &amp; HAUL BURNT PLANT MATERIAL

1st reported in SBE: 5/19/11  
Location: Riverside Co, CA  
Date: 6/16/11 3:00PM

Ref#: 08-0N8704  
Description available through electronic services.  
License Req'd: A  
Estimate: \$790,000 - \$790,000  
Owner: CA TRANSPORTATION DEPARTM,  
LIZ BYBEE, (916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV

## PLANTS AND MULCH WITH CENTRALIZED REMOTE

1st reported in SBE: 5/19/11  
Location: Riverside County, CA  
Date: 6/16/11 3:00PM  
Ref#: 08-456624  
Description available through electronic services.  
License Req'd: A  
Estimate: \$920,000 - \$920,000  
Owner: CA TRANSPORTATION DEPARTM,  
LIZ BYBEE, (916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV

## SAN BERNARDINO COUNTY

## REPLACE TWO ELECTRICAL PANELBOARD WITH O

1st reported in SBE: 4/07/11  
Location: Cadiz, CA  
Date: 7/29/11  
Ref#: N331911T0003  
Description available through electronic services.  
Owner: Department of the Navy, Cadiz,  
Aurora Parra 34956823103  
SIC: 238210

## INSTALL DDC CONTROLS

1st reported in SBE: 5/19/11  
Location: Loma Linda, CA  
Date: 7/17/11  
Ref#: VA26211RP0142  
Description available through electronic services.  
Owner: Department of Veterans Af, 5901 E. 7th Street,  
Long Beach, CA, 90822, Jeff Gray  
SIC: 236220

## SAN DIEGO COUNTY

## P-750, CONSTRUCT HELICOPTER MAINTENANCE

1st reported in SBE: 5/12/11  
Location: San Diego, CA  
Date: 6/15/11  
Ref#: N624731R2817  
Description available through electronic services.  
Owner: Department of the Navy, N62473 NAVFAC  
SOUTHWEST, San Diego, CA,  
MICHAEL SCHRIEFER 619-556  
SIC: 236220

## 10/11 BLANKET MINER CAP ADVERTISEMENT

1st reported in SBE: 7/29/10  
Location: San Marcos, CA  
Date: 6/15/11 3:00PM  
Ref#: 1007-025  
Description available through electronic services.  
Owner: CA CSU SAN MARCOS, DAVID TAYLOR,  
(760)750-4554  
E:MAIL DTAYLOR@CSUSM.EDU

## SAN LUIS OBISPO COUNTY

## MORRO BAY KAYAK LAUNCHING RAMP

1st reported in SBE: 5/12/11  
Location: Morro Bay, CA  
Date: 6/07/11 11:00AM  
Ref#: 792  
Description available through electronic services.  
Estimate: \$200,000 - \$200,000  
Owner: CA BOATING AND WATERWAYS,  
ERIK OLSEN, (916)263-8153  
E:MAIL EOLSEN@DBW.CA.GOV

## VARIOUS, CA

## POSITIVE LOCATION OF UNDERGROUND UTILITY

1st reported in SBE: 5/12/11  
Location: Various, CA  
Date: 6/07/11 3:15PM

Ref#: 05A1462  
Description available through electronic services.  
License Req'd: C-12  
Owner: CA TRANSPORTATION DEPARTM,  
ADRIENNE TAYLOR, (916)227-6117  
E:MAIL ADRIENNE\_TAYLOR@DOT.CA.GOV

## PLACE HMA, AB AND WIDEN ROADWAY

1st reported in SBE: 5/05/11  
Location: Various, CA  
Date: 6/07/11 3:00PM  
Ref#: 10-2A4204  
Description available through electronic services.  
License Req'd: A  
Estimate: \$5,800,000 - \$5,800,000  
Owner: CA TRANSPORTATION DEPARTM,  
LIZ BYBEE, (916)227-6261  
E:MAIL LIZ\_BYBEE@DOT.CA.GOV

## VARIOUS-SOUTHERN CA

## HAZARDOUS MATERIALS CLEANUP

1st reported in SBE: 5/12/11  
Location: Various-South, CA  
Date: 6/07/11 3:15PM  
Ref#: 07A3043  
Description available through electronic services.  
License Req'd: A  
Owner: CA TRANSPORTATION DEPARTM,  
KEVIN PEREZ, (916)227-1951  
E:MAIL KEVIN\_PEREZ@DOT.CA.GOV

## HVAC MAINTENANCE - INLAND DIVISION OFFICE

1st reported in SBE: 5/19/11  
Location: Various-South, CA  
Date: 6/10/11 5:00PM  
Ref#: 078CP0238R  
Description available through electronic services.  
Estimate: \$49,999 - \$49,999  
Owner: CA HIGHWAY PATROL CALIFOR,  
DONNA MANGUM, (916)375-2948  
E:MAIL DMANGUM@CHPCA.GOV

# BANKING \$ FINANCE

## Small Business Funding From The SBA

### Follow the 3 steps to getting an SBA Loan for a small business

The biggest challenge facing the economy today is how to get SBA funding for financing a small business. SBA Loans or Microloans is where the owner can receive funds to keep his or her operation going. The environment today has seen many banks that funded SBA Loans go under. We can solve that by educating potential borrowers about the Small Business Administration and the different programs available. Follow the 3 steps to getting a small business loan or a SBA Loans. Get Started here

#### Step 1 Learn about the different SBA loans:

What SBA Loan could you qualify for? Which loan would best fit your needs? Visit the different loans on this website to narrow down your search. Make sure that you look at the eligibility and what you would be expected to include on your application.

#### Step 2 Get prepared to have some paperwork ready:

Although this is not a complete list this is a good start. The intention is to get you thinking about what the SBA will want to see from you to give you a guarantee. If you do not have all of the items because you are a start up that's ok the lender will help you put together projections.

#### Step 3 Find the lenders that have already funded SBA Loans:

The best place to get a SBA Loans is from someone who has already funded one. That is where we come in. A free list of lenders who have already funded a SBA loans. It's significant to understand, nevertheless, that the SBA is principally a warrantor of loans established through banks and other institutions, and doesn't provide loans to small or medium sized businesses. Some banks on this short list are no longer lending or have been sold or out of business.

Visit this link to see the complete list of SBA Lenders.

<http://www.sbaloans-123.com/sba-loan-lender>

#### Small Business Administration

This is some background on the SBA. FUNCTION: The program is to help competent owners secure funding. While they may not be eligible for financing by typical loaning means, they are also the SBA's most promising commercial loan platform, because business loans under these programs could constitute security for an assortment of ecumenical business enterprise aims. SBA Loans made could be applied to nearly any sensible business aims including working capital, machinery and equipment, pieces of furniture and fixtures, ground and construction (including purchase, refurbishment and fresh building), leasehold advances, and debt refinancing (under particular circumstances). SBA Loans maturity date is upwards of 1 decade for start up, and more often than not upwards of twenty-five years for secured assets.

#### SBA Loans | The Authority

A self-governing authority of the Executive Office of the President by the national government. They are appointed with the obligation of allowing four main areas of help for American Small business concern. These are: Advocacy, direction, procurement, and fiscal help. Fiscal help is presented mainly by SBA Loans invest-

ing plans, SBA Loans plans, tragedy SBA Loan plans, and Bonding for Contractors. Visit the SBA.gov website for more information.

SBA Loans Lenders: More information about the Small Business Administration.

Like everything the government writes, this can be difficult to understand and you may need to read this twice. (or 5 or 6 times) SBA administers many but evenly crucial lending plans. Including SBA 504 loans, the SBA 7(a) loans, smaller loan amounts with the SBA Microloan, and the ARC Loans. Small Business Administration arranges the road map for the financing while Small Business Administration

collaborates with Local Lenders, community of interests exploitation organizations, and Micro lending foundations produce the financing for small business enterprises. Small Business Administration Guarantees those loans with a guaranty that will do away with much of the risk of exposure for the contributing partners.

This can make SBA Loans a friendly loan for the banks to lend. Federal appropriations are accessible for the Small Business Administration to allow for guaranties upon financing integrated under the Agency's prerequisites. On a loan guarantee, the actualized monies are furnished through sovereign loaners who obtain the guarantee from the federal

Government on a percentage of the loan they arrange for small business enterprise.

What this is saying. The government will guarantee the SBA Loans that are underwritten according to the guidelines. This is done by a commercial bank or lender. If a borrower defaults on the SBA loans then the lender will receive the money from the government. The commercial bank will then have the funds replaced and be able to continue lending on the SBA loans Program. SBA Loans | The biggest challenge facing the economy today is Small Business having means to obtain capital. Learn about the different SBA Loans Programs, SBA 504, SBA 7(a), Microloans, and the ARC Loan.

### Learn More About the SBA Loan programs and How to Get Funding

<a href="#">Arc loan</a>	Small business that need help now to get back on tack
<a href="#">Microloans</a>	Smaller loan amounts that can used for many thing
<a href="#">504 Loan</a>	How it works to help the owners and create job
<a href="#">7a Loan</a>	Most popular Loans program. Capitalize your business.
<a href="#">SBA Lender</a>	Find a lender in your state that have funded loans

### A few of the items you may need for funding SBA loans

Federal Income Tax for previous 3 years	Personal Financial Statement
Cash flow projections for one year	Resume of all owners
Copy of business lease	3 years business Federal Income Tax returns
Profit and loss statements	Certificate of Doing Business
Accounts receivable aging	History of business   How The SBA loan can help

### Find the lender that have funded loans

Wells Fargo Bank	Capitol National Bank	UPS Capital Business Credit
1st Source Bank	Business Lenders	United Bank of Michigan
Zions First National Bank	Branch Banking and Trust	U.S. Bank
Huron Community Bank	Bank of Michigan	Temecula Valley Bank
Huntington National Bank	Bank of Auburn Hills	Stearns Bank
Fifth Third Bank	Bank of America	PNC Bank
Community Shores Bank	Banco Popular	Paragon Bank & Trust
Comerica Bank	Associated Bank	Northwestern Bank
Citizens Bank	1st State Bank	Newtek Small Business Finance
CIT Small Business Lending	KeyBank	National City
Chase	CF Bancorp	Michigan Commerce Bank
Charter One Bank	MainStreet Lender	Mercantile Bank of Michigan

