

SMALL BUSINESS

EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984
SBE is a certified DBE publication



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Vol 28, Edition 4

April 19, 2012

BART rail extension to Silicon Valley will create jobs, provide more transit options



Left to Right, Fred Fox, Todd Sutton, Gary Winsper, George Hanible and Fernando De Leon

DOT's Federal Transit Administration understands that access to more transit options leads to more ridership, and today, FTA Administrator Peter Rogoff joined Bay Area leaders in breaking ground on a project that will provide a new choice for residents who commute to the Silicon Valley high-tech corridor each day – a 10-mile extension of the Bay Area Rapid Transit (BART) rail system.

The Silicon Valley Berryessa Extension Project will bring transit service to downtown San Jose and Santa Clara County, relieving highway congestion and giving commuters the option to leave their cars at home. The extension includes the construction of two new stations, in Milpitas and Berryessa, and the purchase of 40 new passenger rail cars.

And according to BART, the project will create more than 2,500 construction-related jobs.

This is a big win for the region – creating thousands of construction-related jobs, spurring millions of dollars in new residential, retail, and commercial development out to Silicon Valley, and reducing congestion and saving gas as more drivers decide to take transit.

As Administrator Rogoff said, “investing in transit is about putting people back to work on projects like these that will allow Americans to keep more of their hard-earned money instead of suffering pain at the pump.”

Continued on page 7

Secretary LaHood Announces DOT Mentor Protégé Pilot Program



Secretary LaHood delivers keynote remarks during the opening session of Small Business Day.

On April 10, 2012 US Transportation Secretary Ray LaHood announced the launch of a DOT Mentor-Protégé Pilot Program during DOT's Small Business Day: Moving Forward. This pilot program was created to enhance the capability of minority and small business owners to successfully compete for and perform in federal procurement opportunities. Managed by the Office of Small and Disadvantaged Business Utilization (OSDBU), the program will provide an opportunity for small businesses to create strategic alliances

Continued on page 7

SBA Says:

Tell Us Your Story!

Video contest will showcase successful small businesses; Winning videos to be highlighted during National Small Business Week

Do you have a small business story to tell? Every business has one. Tell your story to the SBA and your video may appear at **National Small Business Week**, SBA's marquee event that attracts hundreds of small business owners, Fortune 500 company executives, Members of Congress and Obama Administration officials.

In celebration of National Small Business Week 2012, SBA is looking for creative videos from small businesses that show how they have been helped by an SBA program or service. The contest will raise awareness of the importance of SBA programs, and the impact the small businesses that use them have in their local communities.

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BART groundbreaking See Page 8-9



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Banking & Finance - See Page 11



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California Small Business No. 27118

Human Rights Commission No. HRC 071410535, *Minority-Owned SF Local Business*

Department of Transportation (DOT) No. 35208, *Disadvantaged Business Enterprise (DBE)*

LBE-PUC (Public Utilities Commission) NPE No. 52662, *Minority-Owned (MBE) Firm*

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California Shorthand Court Reporter No. 3077

Registered Professional Reporter, NCRA No. 703

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Shoestring
MARKETING

by Alf Nucifora

Effective Rainmakers Can Make It Pour Sales

The constant quest for most businesses, small, medium and large, lies in generating qualified sales leads. For the company marketing to a highly targeted base of hard-to-coral prospects, the C-suite types in particular, the need becomes more pressing, the process more complex and the success more elusive.

Enter the "rainmaker", the subject of sales mythology, part-man, part-god. Like the Loch Ness Monster, rarely evidenced, but sometimes considered as a solution of last resort when business is down or flat and "for some unknown reason, our message isn't getting out to prospects and we're not getting invited to the pitch". In most cases, the hired-gun rainmaker fails to deliver. Why? The expectations are unrealistic; the time frame for the delivery of results too immediate and short term; the company is not really committed to the process; the incentive compensation basis is out of skew. The list goes on.

Rainmaking Works

In spite of the difficulties and risks associated with the process, rainmaking is a

viable process if executed with strategic discipline and managed with professional care. Rainmaking can deliver the serious pre-sales meetings with senior management and C-suite prospects. Successful rainmakers are familiar with the reconnoitering techniques that result in usable market intelligence. What are the prospect's "points-of-pain"? What are the projects on the horizon and what's the timing for associated spending decisions? Will there be RFP competition? Have preliminary budgets been developed? The professional rainmakers don't close the sale. That's not their job. Their responsibility is to profile the prospect, fill the information gaps and conduct a highly qualified pre-sell that establishes the foundation for a cost-effective and time efficient follow-up sales blitz.

For the client who uses a rainmaker, the benefits can be substantial. At a primal level, rainmaking services satisfy the needs of the client who lacks the time and/or inclination to carry out an effective call program. Dedicated rainmakers, particularly those operating on an outsourced basis, can provide a customized sales service that saves time, delivers faster results and is more effective and more accountable in generating prospect opportunities. The successful professional rainmaker tends to love the thrill of the chase, is normally more persistent as a result, and can often exercise executive judgment because of a successful business background and prior history of sales success. Bottom line, good rainmakers know how to get in the door and make a strong pre-sell. Naturally, the stronger the pre-sell, the better the ultimate close rate.

Introducing Corporate Rain

Headquartered in New York, Corporate Rain, Inc. (CRI) is one of a handful of

rainmaking consultancies servicing the corporate marketplace. The company, which boasts clients such as insurance giant AIG, Amadeus, Deloitte&Touche, E*Trade, Avaya Communications, Enron, Kroll and Cohn & Wolfe, employs 35 associates, both full-time employees and independent contractors who have had extensive experience in a corporate executive position. These high-level sales "cowboys" work the phones on behalf of CRI's clients, which run the gamut from medium to very large-sized companies.

Because the biggest obstacle in getting to the prospect decision maker is making it through the gatekeeper, persistence coated in trust and lacquered in courtesy is a must. For that reason CRI associates are experienced (over 35 of age), and carry significant business and corporate scar tissue, which allows them to exhibit executive judgment and demeanor. Most have chosen to exit the corporate rat race, yet still practice in their chosen field, executive sales.

CRI maintains that it averages a 10-20% pre-sell hit rate. CRI associates position themselves as staff members of the client they are representing, make repeated calls to targeted prospects, qualify the prospects according to client criteria, set up meetings for client top executives and glean detailed information from each prospect that will assist the client in tailor-making the pitch in each case. CRI views itself as a boutique that offers outsourced, customized sales and marketing. Clients seeking a mass telemarketing effort are neither solicited nor serviced. Compensation is on a retainer basis, with a moderate up-front initiation fee, a small back-end charge, and a month-to-month com-

Continued on page 5

CALIFORNIA SUB-BID REQUEST ADS

REQUEST FOR UDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Hwy 580 Truck Climb Lane, Livermore
Caltrans #04-4A07U4
BID DATE: April 25, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Fencing, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Biologist, Natural Resource Protection Plan, Cold Plane AC, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Lead Compliance Plan, ADL Burial Location Report, Structure Excavation, Soil Nail Assembly, Highway Planting, Erosion Control, Lean Concrete Base, Geosynthetic Pavement Interlayer, Data Core, AC Dike, Concrete Base, Tieback Anchor, Structural Concrete, Minor Concrete, Architectural Treatment, Refinish Bridge Deck, Double Twisted Wire Mesh System, Anchored Wire Mesh System, BAR Reinforcing Steel, Shotcrete, Sign Structure, Aluminum Sign, Roadside Sign, CIDH Concrete Pile, Timber Lagging, Clean & Paint Steel, Prepare & Stain Concrete, Underground, Geocomposite Drain, Geomembrane, Minor Concrete, Polyurethane Injection Grouting, Rock Slope Protection, Water Quality Weir, Misc. Iron, Steel & Metal, Object Marker, MBGR, Chain Link Railing, Thrie Beam Barrier, Crash Cushion, Concrete Barrier, Crack Existing Concrete, Grind Concrete Pavement, Striping & Marking, Electrical 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 or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Athletic Facility Improvement Project @ Independence, Mount Pleasant, W.C. Overfelt and Silver Creek High Schools East Side Union High School District, San Jose
BID DATE: April 24, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Concrete, Athletic Field Site Furnishings, Permeable Stone Base, Construction Survey, Lime Treatment of Soil 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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REQUEST FOR UDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Hwy 80 Bikeway, Oakland
Caltrans #04-292264
BID DATE: May 1, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Health & Safety Plan, SWPPP, Temporary Erosion Control, Sweeping, Storm Water Annual Report, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Adjust Utilities to Grade, Cold Plane AC, Clearing & Grubbing, Hazardous Material Management Plan, Structure Excavation, Highway Planting, Irrigation System, AC Dike, Tack Coat, Steel Soldier Pile, Structural Concrete, Minor Concrete, Architectural Treatment, Anti-Graffiti Coating, Bar Reinforcing Steel, Shotcrete Lagging, Aluminum Sign, Roadside Signs, Electrical, Misc. Iron & Steel, Fencing, Concrete Barrier, Underground, Bollards, Striping & Marking and Construction Materials

O.C. Jones & Sons, Inc.
1520 Fourth St., • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Donat Galicz

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RGW Construction Inc.
is seeking all qualified UDBE owned subcontractors and supplies for the following project:

Caltrans Contract 04-4A07U4
Re-Bid Rte 580 Truck Climbing Lane Livermore
Engineer Estimate: \$57,000,000
UDBE Goal 10%, 600 working days
Bids: April 25, 2012 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fence, SWPPP, Erosion Control, Construction Area Signs, Striping & markers, Cold Plane, Bridge Removal, Clear & Grub, Roadway Excavation, Highway Planting, Lean Concrete Base, Hot Mix Asphalt, Slab Replacement (RSC), Grind, Soil Nail, Wire Mesh System, Rebar, Shotcrete, Sign Structure, Roadside Signs, MBGR, Concrete Barrier, Lighting and Trucking.

Scope of Work: Construct truck climbing lane, retaining walls, and rehab traveled way.

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

RGW is willing to breakout any portion of work to encourage participation. Plans and Specs are available to view and copy at our office or Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Karim Massoud 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.

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REQUEST FOR UDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Hwy 121 Napa
Caltrans #04-2E6504
BID DATE: May 2, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, WPCP, Sweeping, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Noise Monitoring, Cold Plane AC, Clearing & Grubbing, Lead Compliance Plan, Data Core, AC Dike, Tack Coat, Striping & Marking, Electrical 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
An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage UDBE & DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

Requesting sub-bids from qualified
MBE/WBE/SBE/DVBE
Subcontractors and Suppliers

J.F. Shea Construction, Inc. is bidding this project and solicits your participation in preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: EROSION CONTROL, READY-MIX CONCRETE, REINFORCING STEEL, PRECAST CONCRETE VAULTS, WELDED STEEL PIPE, MASONRY, STRUCTURAL STEEL, MISCELLANEOUS METAL, PAINTING & COATINGS, CATHODIC PROTECTION, EQUIPMENT, ELECTRICAL & INSTRUMENTATION

Pipeline 4 Relining SR 52 to Lake Murray
Location: San Diego, CA
Owner: San Diego County Water Authority
Estimated Cost: \$25,500,000 - \$29,000,000
Bid Date: May 1, 2012 @ 2:00 P.M.

J.F. Shea Construction, Inc.
(An Equal Opportunity Employer)
667 Brea Canyon Road, Suite 30
Walnut, CA 91788-0489
Phone: 909-595-4397 • Fax: 909-444-4268
Contact: Lori Olivas

Plans are available from:

San Diego County Water Authority,
4677 Overland Ave., San Diego, CA 92123-1233,
Full size plans (includes CD) - \$26 + mailing,
1/2 size plans \$11 + mailing, Specifications -
\$15 + mailing, or free download at
<http://www.sdcwa.org/contracting-opportunities>.

Plans may also be viewed at the Dodge News Plan Rooms and at
J.F. Shea Construction offices,
667 Brea Canyon Road, Suite 30,
Walnut, CA 91788

Bidders are required to read and understand owner's requirements including warranty requirements. Bidder's or manufacturer's standard warranties will not be accepted unless they comply fully with owner's requirements.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE firms and intends to utilize the lowest responsive bidder.

REQUEST FOR CERTIFIED UDBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Warren Avenue Grade Separation and UPRR Relocation Fremont, CA
Santa Clara Valley Transportation Authority
Contract # C101 (12004F)
Bid Date: May 3rd, 2012 at 2:00 PM
UDBE Goal: 8%

Subcontractor/Supplier Opportunities: CAS/Roadway Signs, Bridge Demo, Clear/Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Jt. Seal Assembly, Post-tensioning, Soil Nail Walls, Erect Steel Structures, AC Dike, Underground Utilities, Fencing/Metal Railing, MBGR, Concrete Barrier, Striping, Electrical, Minor Concrete, Horizontal Drain (Jack&Bore), PCC Demo, PCC Paving, Welding, Furnish/Erect Precast Girders, Asphalt Membrane Waterproofing, Cement/Lime Treatment, Sheetpile Installation, Aggregates Supply, Supply Ready-Mix, Concrete Pumping, Supply Concrete Pile, Furn. Supply Structural Steel Bridge, Supply U/G Pipe (WSP, RCP, HDPE, DI, SDMH, SSMH), Supply Misc. Iron/Steel/Metals, Trucking, HazMat Trucking, SWPPP, Supply Geotextile Materials, Supply Paving Oil, Supply PTFE & Bridge Bearings, Street Sweeping, Traffic Control, Vibration Monitoring, Survey, Q/C Testing

Non-DBE Subs/Suppliers: You will be expected to carry 8% of 2nd-tier UDBE goal participation with your quote. 2nd-tier UDBE goal participation will be evaluated with your price.

Insurance Requirements are shown in specifications Volume 1, Special Conditions Item SC-2 Page 85 INSURANCE REQUIREMENTS. Flatiron's standard policy limits for subcontractors are Worker's Comp \$1M, General Liability \$1M per occurrence/\$2M aggregate, Umbrella \$1M/\$1M, Auto \$1M. Full copy of Flatiron's standard insurance requirements will be provided upon request.

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 required. Bonding assistance is available. Flatiron will pay bond premium up to 2.0%. Worker's Compensation Waiver of Subrogation required. Please contact Flatiron 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. Plans and specs available in Flatiron's Benicia office, local plan rooms and via Flatiron's FTP site. Email sreid@flatironcorp.com for access to our FTP site for downloading plans. Call us for assistance locating specific plans/specs.

FLATIRON WEST, INC.
2100 Goodyear Rd. • Benicia, CA 94510
Phone (707) 742-6053 • Fax (707) 746-1603
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Requests proposals/quotes from all qualified and certified UDBE/DBE subcontractors, suppliers, and truckers for the following project:

RETROFIT OF ORD FERRY ROAD BRIDGE ACROSS SACRAMENTO RIVER
Butte County Project #42071-97-1 /
FEDERAL NO. STPLZ-5912(019)
Bids: APRIL 25, 2012 @ 10AM
SUBCONTRACTING GOAL: UDBE - 2%

Proven Management, Inc.
712 Sansome Street, San Francisco, CA 94111-1704
Phone: 415-421-9500 • Fax: 415-421-9600

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

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

CALIFORNIA STATE SUB-BID REQUEST AD

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

Rt. 99 Chowchilla River Bridge
Contract # 10-415804
Merced County

Bids: April 24, 2012 at 2:00 p.m.

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: 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.



C.C. Myers, Inc

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742
(916) 635-9370 • FAX (916) 635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

AN EQUAL OPPORTUNITY EMPLOYER.

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS
FOR:

Pacific Sports Complex and Burrell Field
San Leandro Unified School District
BID DATE: April 30, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Site concrete, Building Trades, Electrical, Underground, Survey, Demolition, Fencing and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: Mike Crowley

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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 DVBE participation. Plans & Specs are available for viewing at our office

Shimmick Construction Company Inc.
SBE Subcontractor/Supplier Bids
Requested For:

City and County of San Francisco –
Municipal Transportation Agency
Green Light Rail Center Track Replacement
Project
Contract No. 1249

Bid Date: May 15, 2012 at 3:00 PM
Fax all quotes to 510-777-5099

Requesting certified SBE Subcontractor and Supplier Quotes on Clear and Grub, Demolition, Earthwork, Electrical, Flatwork, Grinding-AC, Concrete, Landscape, Masonry, Railroad, Trackwork, Traffic Control, Utility Work, Aggregate, Fabric, Pipe-PVC, Pipe-Steel, Precast Utility, Railroad Products, Ready Mix, and Utility Pipe-DIP.

Plans and Specs are available from MUNI Office: One South Van Ness Ave., 3rd Floor, San Francisco, CA 94103; or may be viewed at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621; Phone (510) 777-5000.

Subcontractors and Suppliers interested in this project may contact Spencer Mullaney by phone at (510) 777-5056.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

Shimmick Construction Company Inc.

8201 Edgewater Drive #202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

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We are requesting quotation from all qualified subcontractors and materials suppliers for the following project:

Walnut Creek Pumping Plant
Roof Replacement

Bids: 4/25/2012 @ 1:30 PM

Contact: Art Alicante

PIONEER CONTRACTORS, INC.

1485 Armstrong Avenue • San Francisco, CA 94124
Phone: 415-671-1070 • Fax: 415-671-0448

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FEDERAL • STATE • CITY/COUNTY

NORTHERN CA CONSTRUCTION OPPORTUNITIES

This is a Partial Listing of Northern CA Construction Services Bids.
Visit www.sbeinc.com for a full list.

CONTRA COSTA COUNTY

SF REPLACE MED AIR BLDG 200

1st reported in SBE: 4/05/12
Location: Martinez, CA
Date: 5/11/12
Bid Date Extended from: 2/15/12
Ref#: VA26112B0685
Description available through electronic services.
Estimate: \$2,550,000 - \$5,000,000
Owner: Department of Veterans Af, 150 Muir Road, Martinez, CA, 94553-4668, William W. Hall Jr
SIC: 238220

SACRAMENTO COUNTY

IMPROVE EMERGENCY DEPARTMENT ACCESS AND

1st reported in SBE: 3/29/12
Location: Sacramento, CA
Date: 5/07/12
Ref#: W91238-12-R-0013
Description available through electronic services.
Owner: Department of the Army, 1325 J. Street, Sacramento, CA, 95814, Ryan Bayless
SIC: 236220

CALIFORNIA, UNDETERMINED

STUDENT HOUSING ROOF, BOILER, HVAC REPLA

1st reported in SBE: 3/22/12

Location: Undetermined, CA
Date: 5/01/12 4:00PM
Ref#: PW1119
Description available through electronic services.
Estimate: \$2,400,000 - \$2,400,000
Owner: CA CSU NORTHRIDGE

GATE MAINTENANCE @ CHP NEEDLES AREA OFFI

1st reported in SBE: 4/05/12
Location: Undetermined, CA
Date: 5/14/12 5:00PM
Ref#: 078CP1149R
Prebid Conf: 4/26/12 11:30AM
Description available through electronic services.
License Req'd: C-10
Estimate: \$24,999 - \$24,999
Owner: CA HIGHWAY PATROL, CALIFO

ELECTRICAL UPGRADES

Location: Undetermined, CA
Date: 5/15/12 3:30PM
Ref#: SN19207/SR1
Prebid Conf: 4/25/12 10:00AM MANDATORY
Description available through electronic services.
License Req'd: C-10
Owner: CA DEVELOPMENTAL SERVICES, SUZEE HYDE,
(707)938-6426
E:MAIL SUZEE.HYDE@SONOMA.DDS.CA.GOV

FEDERAL • STATE • CITY/COUNTY

SOUTHERN CA CONSTRUCTION OPPORTUNITIES

This is a Partial Listing of Southern CA Construction Services Bids.
Visit www.sbeinc.com for a full list.

LOS ANGELES COUNTY

EAST CAMPUS DRIVE - SAFETY IMPROVEMENTS

Location: Long Beach, CA
Date: 5/08/12 3:00PM
Ref#: 31282-SDR
Prebid Conf: 4/17/12 10:30AM
Description available through electronic services.
License Req'd: A
Owner: CA CSU LONG BEACH, PATRICIA PANTOJA,
(562)985-2224
E:MAIL PPANTOJA@CSULB.EDU

INSTALL STERILIZERS, SPD 7TH FLOOR, BLDG

1st reported in SBE: 4/05/12
Location: Long Beach, CA
Date: 5/09/12
Ref#: VA26212R0556
Description available through electronic services.
Owner: Department of Veterans Af, Suite 600,
Long Beach, CA, 90815, Steven J. Covell
SIC: 236220

INDEFINITE DELIVERY CONTRACT (IDC) MULTI

1st reported in SBE: 3/29/12
Location: Los Angeles, CA
Date: 5/07/12
Bid Date Extended from: 3/28/12
Ref#: W912PL-12-R-0015
Description available through electronic services.
Owner: Department of the Army, P.O. Box 532711,
Los Angeles, CA, 90053-2325, Pat Bonilla
SIC: 236220

664-325 EXPAND RENOVATE RESEARCH LABS, V

1st reported in SBE: 4/12/12
Location: Los Angeles, CA
Date: 5/22/12
Bid Date Extended from: 12/19/11
Ref#: W912PL-12-R-0019
Description available through electronic services.
Owner: Department of the Army, P.O. Box 532711,
Los Angeles, CA, 90053-2325, Julie Ayala
SIC: 236220

RENOVATE DOWNTOWN AMBULATORY CARE MENTAL

1st reported in SBE: 4/12/12
Location: Los Angeles, CA
Date: 5/25/12
Bid Date Extended from: 12/19/11

Ref#: VA26212R0553
Description available through electronic services.
Owner: Department of Veterans Af, Suite 600,
Los Angeles, CA, 90815, David Jacobson
SIC: 236220

FY 11 F-35 SQUADRON OPERATIONS FACILITY

1st reported in SBE: 4/12/12
Location: Los Angeles, CA
Date: 6/01/12
Bid Date Extended from: 12/19/11
Ref#: W912PL-12-R-0003
Description available through electronic services.
Owner: Department of the Army, P.O. Box 532711,
Los Angeles, CA, 90053-2325, Tracey Daggy
SIC: 236220
SBBSA

FY11 ACADEMIC TRAINING CENTER (ATC), LUK

1st reported in SBE: 4/12/12
Location: Los Angeles, CA
Date: 6/01/12
Bid Date Extended from: 2/24/12
Ref#: W912PL-12-R-0005
Description available through electronic services.
Owner: Department of the Army, P.O. Box 532711,
Los Angeles, CA, 90053-2325, Sandy Oquita
SIC: 236220

TYPE III HYDRANT FUEL SYSTEM, DAVIS-MONT

Location: Los Angeles, CA
Date: 6/07/12
Bid Date Extended from: 4/08/11
Ref#: W912PL-12-R-0016
Description available through electronic services.
Owner: Department of the Army, P.O. Box 532711,
Los Angeles, CA, 90053-2325, Ryan Rivas
SIC: 237120

ORANGE COUNTY

VARIOUS PUBLIC WORKS PROJECTS

1st reported in SBE: 2/16/12
Location: Fullerton, CA
Date: 6/30/12 6:00PM
Ref#: 1202-003
Description available through electronic services.
Owner: CA CSU FULLERTON

CALIFORNIA SUB-BID REQUEST ADS

IS SEEKING PROPERLY CERTIFIED DBE/UDBE SUBCONTRACTORS/SUPPLIERS AND OTHER INTERESTED SUBCONTRACTOR BIDS REQUESTED FOR:

**Port of Los Angeles
Berth 200 Rail Yard
Federal Project No. CML5006 (724)
Specification No. 2724**

BID SUBMITTAL DATE: Thursday, May 10, 2012 @ 2:45 p.m. (P.S.T.)

Owner: Port of Los Angeles

Performance/Payment/Supply bonds May Be Required

Herzog Contracting Corp. is seeking properly certified Disadvantaged Business Enterprises/Underutilized Disadvantaged Business Enterprises (DBE/UDBE) Subcontractors/Suppliers for participation on the above referenced project. The Work consists of: Removing existing railroad tracks and surrounding infrastructure, and constructing new railroad tracks including site development, an office building and diesel engine service facility, street and utility improvements, petroleum pipeline and protection, railroad signalization, storage tracks for the West Basin Intermodal Container Facility (ICTF) and Yang Ming Terminal, and includes Centralized Train Control (CTC) Improvements. Drawings & Specs. may be reviewed at our Long Beach Office, Monday through Friday, from 8:00 a.m. to 4:00 p.m. by appointment only, located at 3760 Kilroy Airport Way Suite 120, Long Beach, CA 90806. Please contact Nancy Lira at 562-595-7414, or obtained directly from the Port of LA at no cost by contacting the Contract Administrator at: 310-732-3522. Quotes are requested by close of business on Monday, May 7, 2012, so that all bids can be fairly evaluated. Assistance is available in obtaining bonds, lines of credit, insurance, and technical support. Assistance is also available in obtaining necessary equipment, supplies, and materials. Please submit quotes for the following pre-construction services (but not limited to):

Subcontract Services: Milling, Asphalt and Concrete Paving, Demolition/Removal (Asphalt, Roadway, Concrete), Drillers, Fencing, Irrigation, Landscaping, Minor Concrete (Sidewalks, Curb & Gutter), Rebar Installation, Striping, Signage, Storm Drainage, Structure Concrete, Utilities (Water, Sewer, gas), Earthwork, Trucking, Vertical Structures, Clearing & Grubbing, Saw Cutting, Hazardous Waste Removal & Disposal

Electrical Scope: Ductbanks, High Mast Light Poles, Street Lighting, General Electrical

Miscellaneous Services: QA/QC, Surveying, Fuel Providers, Office Cleaning, Oilers, Shoring, Construction Trailers

Material Supply: Aggregate Products, Electrical Conduit, Water, Sewer, Gas Pipe and fittings, Precast Concrete, Ready Mix Concrete, Special Track Materials, Storm Drain Materials, Track Materials, Traffic Control Materials, Rebar Supply

Please send quotes to:

Estimator, **Herzog Contracting Corp.**,
PO Box 1089 • St. Joseph, MO 64502

Phone 816-901-4911 • Fax quotes to: 816-233-6815 or E-mail to ddunham@herzog.com

CA License No. 383493



**VTA- Mission Blvd/ Warren Ave/Truck Rail Program
Contract No. C101 (12004F)**

BID DATE: May 03, 2012 @ 2:00PM

UDBE Goal: 8%

**To bid the job with the SSHJV and for general questions,
please visit the SSHJV website at:**

**<https://partners.myskanska.com/usa/clients/VTA/WMGS/Outreach>
On Bid Day Please Call 951-684-5360 and Fax Quotes to 951-788-2449**

The following is a list of anticipated potential work items include, but are not limited to: Grading/Earthwork, Drainage, Soundwalls, Retaining Walls, Concrete Barrier, Landscaping, Signing and Pavement Delineation, Signals, Lighting, Curb and Gutter/Sidewalk, PCC Pavement, Lean Concrete Base, Aggregate Base, Asphalt Concrete, Fencing, Contaminated Soil Removal, Traffic Control, Utility Work, Minor Concrete Structures, SWPP, Masonry, Hazardous Material Removal, Surveying, Construction Area Signs, CIDH Piles, SWPP Installation, Structural Steel, Reinforcing Steel, Fire Protection, Trucking, Misc Metal/Iron/Steel, Building Demo, MSE Walls, QC/QA Services, Painting/Coating, Noise Monitoring/Abatement, Dewatering/Monitoring, Deep Soil Mixing, Survey/Monitoring, Concrete Pumping, Crash Cushion, HVAC, Pre-stressing, Street Sweeping, Pre/Post Construction, Welding, First Aid (AMR), Health and Safety Monitoring, Project Progress Photographs/Video.

Skanska Shimmick Herzog, a Joint Venture (SSH, JV) is interested in soliciting in Good Faith all subcontractors as well as certified UDBE companies for this project. In order to assist UDBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate all lower tier UDBE participation offered on your quotation as it will be evaluated with your price.

Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. SSH, JV insurance requirements are \$1M GL – each occurrence, \$2M GL – Aggregate & Products/Completed Operations Agg., \$5M Excess/Umbrella, \$1M Workers Comp., and \$1M Auto. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL& WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by the Joint Venture. SSH, JV will pay bond premium up to 1.5%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. SSH, JV is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. If the Owner contract requires certified payroll then subcontractors will be required to submit certified payroll. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. Skanska Shimmick Herzog, a Joint Venture is an equal opportunity employer.

Project Information available at the following webpages:

VTA Website: <http://www.vta.org/bart/index.html>

Bart Website: <http://www.bart.gov/about/projects/index.aspx>

Contact information is provided on our website:

<https://partners.myskanska.com/usa/clients/VTA/WMGS/Outreach>

1995 Agua Mansa Road • Riverside, CA 92509-2405
Phone: (951) 684-5360 • Fax: (951) 788-2449

DISPLAY AD



A Joint Venture in Association with LANI TY Lin

**Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension
Project C700**

Procurement opportunities through
Skanska-Shimmick-Herzog
will be diverse and ongoing.

Please visit:

www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

Tell Us Your Story!

■ Continued from page 1

Three winning videos will also be shown during a Google+ Hangout hosted by the SBA and the White House with SBA Administrator Karen Mills on May 24. The winners can also participate in the event with Administrator Mills, while she answers questions from small businesses around the country. All qualifying videos will be showcased on SBA's YouTube page.

Contestants can enter the contest by producing an original video, two minutes or less, that shares their story. The list of Contest Rules provides additional details on required video content. All eligible videos will be judged by SBA senior officials on the inspirational nature of the message and the creativity or uniqueness of the video concept.

Videos will feature small business owners from across the country discussing the SBA assistance the company received, the most rewarding aspects of starting a business and how the SBA assistance benefited the business and the local community. Small businesses may have received SBA business counseling, SBA-guaranteed financing or SBA disaster assistance or participated in a SBA contracting program or in SBA's online community.

The videos can be submitted through Challenge.gov from 12pm EDT April 16 through 5pm May 11. The contest offers the opportunity to celebrate entrepreneurship and hear directly from small business owners how SBA has helped them grow and create jobs.

For more information on the Small Business Week Video Contest, visit <http://smallbizvid.challenge.gov>

Effective Rainmakers Can Make It Pour Sales

■ Continued from page 2

mitment cycle allowing the client to control the dynamics of the relationship. Contingency compensation is not an option.

The Process

The CRI process follows a logical course of action. The procedure commences with client-provided prospect lists normally culled from in-house contacts and files, selected listings from local area business journals, as well as prospects from national list brokers. CRI will offer to confirm the client-provided prospect lists by appending names, addresses and direct phone numbers of the appropriate decision makers. This cleaning up process helps to significantly drive up the appointment rate during the call cycle.

Each calling campaign is preceded by an introductory letter-mailing campaign, executed by the client, not CRI, at a suggested mailing rate of 80-100 letters per month. In this way the client controls the volume and rate of mailing. The client is also asked to appoint an internal administrative assistant to monitor response and resends. Mailing blitzes will sometimes be executed in support of trade shows and as an introduction/set-up to calls that are made seeking sales appointments during the shows.

CRI manages an up-to-the-minute prospect database utilizing MS Outlook's Access and ACT in addition to proprietary CRM software provided by the client. The monitoring system calls for immediate notification to the client as soon as an appointment has been set together with information such as time, date, location, key prospects attending, as well as background data such as prospect needs or issues, level of purchase interest and competitor involvement. Databases continue to be updated with new contacts and contact information, all of which is transmitted to the client on a regular, on-going basis.

Evidently, the process works. According to Brad Smith, CRI Executive VP, "Amadeus is a classic example of how the system works and delivers." CRI executives met with key Amadeus players to plan strategic coordination, undergo pitch training (for CRI associates) and learn company background and capabilities. In less than five months, CRI landed 70 meetings with key prospects and provided competitive feedback that helped Amadeus further fine tune its sales process.

Website: www.nucifora.com

Alf's syndicated writings appear in business publications throughout the U.S.

Visit **www.sbeinc.com**
to download
a PDF version of the latest
SBE Newspaper and
SBE Newsletter

BART Berryessa Extension Project

Ground Breaking held on April 12, 2012



Federal, state and local officials shoveling ballast (rock) at the BART Silicon Valley Berryessa Extension Project Groundbreaking, Thursday, April 12, 2012.



Left to Right: Osama Martell, Fernando De Leon, Herman Young, Chris Fassari



BART Berryessa Extension Project

Ground Breaking held on April 12, 2012



Gray Davis, former Governor of California.



Continued from page 1

It's clear that the community is excited for this project to get started – residents twice voted to approve using local sales taxes to expand transit choices in Santa Clara County. This smart decision enabled DOT to approve \$900 million in FTA funds, leveraging a \$1.4 billion commitment by the State of California to send this project over the finish line.

In addition to investing in new transit options, it is essential that we keep the transit service that's already

built in good working order so it remains dependable and desirable.

Yesterday, Administrator Rogoff toured BART's rail maintenance yard in Hayward, where he got a first-hand look at what it takes to keep BART's rail cars, which are among the oldest in the nation, in safe working order.

Preserving the integrity of entire systems like BART end-to-end is key to ensuring their future reli-

ability, and DOT is committed to fighting for continued federal funding to address the nation's \$78 million transit repair backlog.

DOT is proud to support important transit projects like the Silicon Valley Berryessa Extension, and we will continue to fund more like it that provide transportation options, create jobs, and help Americans save at the pump.

Source: The United States Department of Transportation

Secretary LaHood Announces DOT Mentor Protégé Pilot Program

Continued from page 1

with successful large or prime contractors to receive technical assistance and move their businesses to the next level.

Joined onstage with SBA Deputy Administrator Marie Johns, Secretary LaHood remarked, "This new program is an important part of President Obama's plan to create an America that's 'built to last' – an America where everyone has a fair shot, everyone does their fair share, and everyone plays by the same set of rules. We want every company, no matter how big or small, and no matter who owns it; to have a chance to do the work America needs done; and we're fighting every day to put people to work rebuilding our transporta-

tion network."

By encouraging and supporting private-sector relationships, DOT is expanding its efforts to identify and respond to the developmental needs of small and minority owned businesses. Through the pilot program, large and prime contractors will establish an agreement with small businesses to provide developmental assistance in areas such as project management, financial assistance, technical support, marketing techniques, cooperation on Joint Venture projects, and rent-free use of facilities among others. Mentor-Protégé agreements can be established for a maximum of 24 months.

The mentor can be a business that has graduated from the 8(a) Business Development program, a firm in the transitional stage of the program, or a small or large business. In addition, the mentor should be able to show that it is currently eligible for Federal contracting opportunities, is not under a suspension or debarment action, and is not in the Excluded Parties List System (EPLS) database. The program will strengthen the mentor's strategic alliances within their industry and provide them with a greater network of potential partners.

A protégé can be a Small Business (SB), HUB Zone, Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), including Economically Disadvantaged Woman-Owned Small Business (EDWOSB); Veteran-Owned Small Business (VOSB), or Service-Disabled Veteran-Owned Small Business (SDVOSB). The protégé should be able to show that it is currently eligible for Federal contracting opportunities, is not under a suspension or debarment action, and is not in the EPLS database.

"As part of our commitment to small businesses, it is our goal to find ways to increase small business participation in DOT and the federal market place. We are thrilled to launch this pilot program to provide small businesses with developmental assistance, increasing their ability to compete for and perform in federal procurement opportunities. We encourage business owners to take advantage of this program, gain procurement and marketing techniques, and foster long lasting strategic alliances," remarked OSDBU Director Brandon Neal.

Mentor and protégé firms are responsible for selecting their counterpart. The mentor is encouraged to select from a broad base of Small Businesses including SB,



Felice Gorordo from the White House Office of Public Engagement leads a workshop on the Administration's efforts to increase opportunities for small businesses.

SDB, WOSB, EDWOSB, VOSB, SDVOSB, and HUBZone firms whose core competencies support DOT's missions.

The Small Business Day event also included workshops led by Felice Gorordo from the White House Office of Public Engagement and Camille Hazeur, Director of DOT's Office of Civil Rights. During the Networking Session, participants had an opportunity to meet with over 40 representatives from government and large contractors about procurement opportunities through state and Federal agencies.

Source: U.S. Department of Transportation



SBA Deputy Administrator Marie Johns details her agency's efforts to improve access to capital for small businesses as well as SBA's ongoing partnership with DOT.

CALIFORNIA PUBLIC LEGAL NOTICES



UCLA

ADVERTISEMENT FOR BIDS

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

SEMEL - IPCN RENOVATION Project Number 944665.01

DESCRIPTION OF WORK: The Project shall renovate vacant space in the Semel tower to accommodate new clinical research functions, investigator offices, and an image processing suite. The image processing suite shall be located adjacent to an existing MRI facility on the C-level that is dedicated to IPCN research. The Project area shall include the west wing of the C-Level, and the west and south wings of Floors A and 2, and the west wing of Floor 3. The upper floors shall be dedicated to neuropsychiatric research on children and adolescents, adults and the elderly. Space on these floors shall be provided for assessment interviews, physical exams and medical procedures, electrophysiologic studies, training functions, and offices for faculty, staff and trainees. The scope of Work includes replacement and upgrades to building systems; upgrades to fire and life safety systems; accessibility improvements; and abatement of hazardous materials.

The estimated construction cost is \$13,970,000.00.

BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning

on April, 17, 2012 and will be issued at:

ARC
2435 Military Ave.
Los Angeles, CA 90064
Telephone (310) 477-6501
Website: <http://social.fordgraphics.com/>

2. Bidders may view the Bidding Documents online at the ARC PlanWell Public Plan Room, and purchase digital and/or hard copies of the Bidding Documents by contacting ARC as indicated above. All parties will make arrangements with and payment to ARC directly. (NOTE: Bidding Documents will not be issued at the University's office.)

BID DEADLINE: Bids will be received only at the following location:

Contracts Administration
University of California, Los Angeles
1060 Veteran Avenue, Suite 125
Box 951365
Los Angeles, California 90095-1365
310-825-7015

and must be received at or before:

2:00 p.m., May 30, 2012

MANDATORY PRE-BID CONFERENCE & JOB WALK: A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on April 24, 2012 beginning promptly at 10:00 a.m. Only bidders who participate in both the Conference and the Job Walk, in their entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus

(refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact William Chung at 310-267-4018.

(NOTE: Bidders are advised that parking may be difficult. Bidders should allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference/Job Walk will last at least 2 hours.)

LICENSE REQUIREMENTS: 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:

B License (General Building)

In addition, the successful Bidder (or its hazardous materials abatement subcontractor, if applicable) must also have each of the following from the State of California:

ASB (Asbestos Certification)
AND
HAZ (Hazardous Substance Removal Certification)

Bidder shall maintain or cause to be maintained Contractor Pollution Liability Insurance as specified in the Supplementary Conditions of the Contract Documents.

GENERAL CONTRACTOR & MECHANICAL SUBCONTRACTOR QUALIFICATIONS:

1. General Contractors: To be allowed to submit a bid, General Contractors must have the minimum experience set forth in the Prequalification Questionnaire (General Contractor) contained in the Bidding Documents and posted on the website listed below.

2. Mechanical Subcontractors: To be allowed to submit subcontractor bids for mechanical work, to prequalified General Contractors, Mechanical Subcontractors must have the minimum experience set forth in the Prequalification Questionnaire (Mechanical Subcontractor) contained in the Bidding Documents and posted on the website listed below.

3. General Contractors as well as Mechanical Subcontractors must submit to the above-listed location a completed applicable Prequalification Questionnaire in a sealed envelope no later than:

3:00 p.m., May 1, 2012

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 successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

FUNDING CONTINGENCY: Award of the Contract is contingent on the receipt of funding by the National Institutes of Health and the American Recovery and Reinvestment Act. While it is anticipated that such financing will be obtained within the period reserved for the Consideration of Bids, there is no assurance that such financing will be received."

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at: <http://www.capital.ucla.edu>)

UC IRVINE

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine (UCI) from General Contractors (GC) wishing to bid on MESA COURT RENOVATIONS, UNITS 1 & 2 SITE PAVING & EYEBROW REPAIR, PROJECT NO. 996265SE.

DESCRIPTION: Demolish approximately 10,200 square feet of existing asphalt paving and replace with new concrete paving. Remove existing roofing and flashing from 108 eyebrows on nine student

residence buildings including repair and replacement of eyebrow trim, framing and fascia at some locations.

PROJECT DELIVERY: Traditional

ESTIMATED DESIGN AND CONSTRUCTION COST: \$700,000

PROCEDURES: Prequalification questionnaires will be available electronically at 2 PM on 4/17/12. Send requests for forms to blduenas@uci.edu.

Mandatory Prequalification Conference will be held at 3 PM on 4/30/12 at UCI Design & Construction Services, Sullivan & Wright Conf. Rm., 5201 California Ave., Suite 250, Irvine, CA 92697.

Questionnaires must be received by 2 PM on 5/9/12 only at UCI Design & Construction Services, 5201 California Ave., Suite 250, Irvine, CA 92697.

To prequalify, GCs must agree to comply with all bidding requirements including; holding a current and active "B" General Building CA contractor's license; state prevailing wages; 10% bid bond; 100% payment and performance bonds; and insurance reqs. UCI reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem GCs prequalified to submit bids for the project.

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.

Contact Brenda Duenas, Principal Contract Administrator (949) 824-9586, blduenas@uci.edu. Bid Board: www.designandconstruction.uci.edu

CALIFORNIA DEPARTMENT OF TRANSPORTATION (CALTRANS)

DS II PUBLIC HEARING

The California Department of Transportation (Caltrans) is conducting a Disparity Study (Study) that will assist Caltrans and local governments in implementing their Disadvantaged Business Enterprise (DBE) programs in accordance with 49 Code of Federal Regulations Part 26.

The Study includes an analysis of the experiences of vendors and contractors with Caltrans and local agencies in connection with implementation of their DBE Program, and involves an analysis of whether or not there is evidence of discrimination or its effects in the transportation contracting industry in California. The California transportation contracting industry includes contracts funded by the Federal Highway Administration (FHWA) and Federal Transit Administration (FTA) which are administered by Caltrans and local agencies as a primary recipient and sub-recipient of FHWA and FTA funds.

As part of the Study, Caltrans is hosting a series of Public Hearings. The purpose of the public hearings is to obtain personal testimony and accounts of experiences and incidents by vendors and contractors in the California public transportation contracting industry. The information Caltrans is seeking includes, but is not limited to:

- Whether or not firms face difficulties or barriers when bidding as prime contractors, subcontractors, or suppliers.

- Whether or not business owners believe they have been treated fairly or unfairly based on their race, ethnicity, or gender.

- Whether or not prime contractors solicit, or fail to solicit, bids or price quotes from DBEs on non-DBE goal projects.

- Whether or not there is a level playing field for firms in access to capital, bonding, and insurance.

You are invited to participate in public hearings that will be held statewide as follows:

Tuesday, May 1, 2012: 10am-12 pm, 1727 30th St, Sacramento, CA 95816, Caltrans, Farmers Market III, First Floor Conference Room, Anna Silva; Carole Ching, (916) 324-1430

Wednesday, May 2, 2012: 2pm-4pm, 56 S. Lincoln St, Stockton, CA 95203, Small Business Development Center WIB Room 1, 2, and 3, Silvia Dayak; Lauren Pulido (209) 948-7855

Tuesday, May 8, 2012: 10am-12pm, 111 Grand Ave, Oakland, CA 94612, Caltrans District 4 Auditorium, George Crosby (510) 286-7030

Wednesday, May 9, 2012: 1pm-3pm, 1656 Union St, Eureka, CA 95501, Caltrans District 1 Office, Room

58/59, Janet Mohorovich (707) 441-3945

Thursday, May 10, 2012: 4pm-6pm, 2015 E. Shields Ave, Fresno, CA 93726, Caltrans District 6, Manchester Center Office, Sierra Room, Kelly Mertlik; Morris Caudle (559) 488-7332

Tuesday, May 15, 2012: 10am-12pm, 50 Higuera St, San Luis Obispo, CA 93401, Caltrans District 5 Office, Sycamore Room, Ann Danko (805) 549-3818

Thursday, May 17, 2012: 2pm-4pm, 1301 Butte St, Redding, CA 96001, Caltrans District 2, Lassen Training Room, West Venture, Rebecca Alexander (530) 229-0561

Tuesday, May 22, 2012: 4pm-6pm, 4050 Taylor St, San Diego, CA 92110, Caltrans District 11 Office, Garcia Room, Rose Primacio (619) 220-7343, Liz Santucci (619) 688-3151

Wednesday, May 23, 2012: 4pm-6pm, 3347 Michelson Dr., Suite 100, Irvine, CA 92612, Caltrans District 12 Office, Elizabeth Philippon (949) 724-2021

Thursday, May 24, 2012: 4pm-6pm, 100 S. Main St, Los Angeles, CA 90012, Caltrans District 7, Conference Rooms 01.040 A, B, & C, Will Blas (213) 897-0890, Marcus Atkins (213) 897-0209

Tuesday, May 29, 2012: 2pm-4pm, 464 W. 4th St, San Bernardino, CA 92401, Caltrans District 8, Rosa Parks State Building, Basement Training Room, Patti Smith (909) 383-6482

Thursday, May 31, 2012: 10am-12pm, 500 S. Main St, Bishop, CA 93514, Caltrans District 9 Office, Coffee Room, Jessica Klemencic (760) 872-0777

If you are unable to attend a public hearing to provide Caltrans your testimony, you may submit it electronically, no later than Friday, June 8, 2012, to Anna_Silva@dot.ca.gov, or by U. S. mail to Caltrans Office of Business & Economic Opportunity, Attention: Anna Silva, 1823 14th Street, Sacramento, CA 95814; or by fax at (916) 324-1949.

If you have any questions about the Caltrans Disparity Study, contact Anna Silva, Disparity Study Project Manager, at (916) 324-0964 or Anna_Silva@dot.ca.gov.

4/19/12

CNS-2294754#

SMALL BUSINESS EXCHANGE

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SBE Newsletter

CALIFORNIA PUBLIC LEGAL NOTICES



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1964J
(ID No. FCE12052)

VARIOUS LOCATIONS SLURRY SEALING 2012 CONTRACT NO. 1

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on May 2, 2012**, 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 slurry sealing of various streets in San Francisco using a type II slurry seal, and includes traffic routing, temporary pavement markings, and all appurtenant work. The time allowed for completion is 90 consecutive calendar days. The Engineer's estimate is in excess of \$1,600,000. 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. There are NO subcontracting goal or Good Faith Efforts required for this contract. Other HRC requirements shall apply. Call Selormey Dzikunu at (415) 558-4059 for details.

A pre-bid conference will be held on **April 24, 2012**, 1:30 p.m., at 1680 Mission St., 3rd Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore 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.

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

4/19/12
CNS-2296272#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1912J
(ID No. FCE12070)

SAN JOSE AVENUE PAVEMENT RENOVATION AND SEWER REPLACEMENT

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on May 9, 2012**, 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 St., Rm 420, SF, CA 94103, tel: 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 located on San Jose Avenue from Mount Vernon Ave. to Wilson St. and consists of traffic routing, paving, and sewer work. The time allowed for completion is 120 consecutive calendar days. The Engineer's estimate is in excess of \$1,600,000. 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 on **April 24, 2012**, 1:30 p.m., at 1680 Mission St., 3rd Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore 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 SFAC 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 Sec. 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 Dept of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

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

4/19/12
CNS-2296334#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1975J
(ID No. OCE12071)

AS-NEEDED PAVING CONTRACT NO. 8

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on May 16, 2012**, 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 performing paving and sewer work on an as-needed basis at locations specified in work order packages. Each work order package may include traffic routing, demolition, pavement renovation, curb ramps, side sewer repair, temporary pavement stripes and markers, and all related appurtenant work. The work will be given out in Work Order Packages throughout the term of this Contract. Each Work Order Package will include the scope of work and the maximum time of duration. The Engineer's estimate is in excess of \$3,000,000. 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 on **April 24, 2012**, 1:30 p.m., at 1680 Mission St., 3rd Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore 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.

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

4/19/12
CNS-2297102#
SMALL BUSINESS EXCHANGE

UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

ADVERTISEMENT FOR BIDS

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

PROJECT NO. 9577040 – ACC RAD CONVERT TO 1.5 WIDE BORE MRI

Description of Work: The project consists of replacing the 0.7T Open MRI, located in Room 0606D, with a GE Wide Bore 450w 1.5 MRI. Work will include, but limited to modifications to the HVAC and Electrical systems, installation of new flooring, equipment anchorage, ceiling modifications, building of PEN panel closet, fill in of floor depression, exterior planter wall cryogen vent, wall opening repairs and RF shielding repairs.

Procedures: Bidding Documents will be available at 9:00 AM on 04/20/2012, and will be issued only at:

Facilities Design and Construction
4800 2nd Avenue, Suite 3010, Sacramento, CA 95817
Tel.: 916-734-7024; Fax: 916-734-7751
contracts@ucdmc.ucdavis.edu

Bidders must attend a **MANDATORY** pre-bid conference at **10:00 AM on Tuesday, May 1, 2012**. For details, see our website (<http://www.ucdmc.ucdavis.edu/facilities/>) that provides all details including location and parking instructions.

Bids will be received only at: Facilities Design and Construction

Bid Deadline: Sealed bids must be received on or before **11:00 AM, Thursday, May 17, 2012**.

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: B – General Building Contractor.

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 the qualification documents as an attachment to the Bid Form.

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.

Estimated Construction Cost: \$382,000

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA

University of California, Davis Health System
APRIL 2012



CONCESSION OPPORTUNITY AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport has commenced the Request for Proposal process for the Airport Advertising Lease. Staff invites you to attend the informational conference on May 10, 2012 at 10:00 a.m. at San Francisco International Airport, SFO Business Center, 575 N. McDonnell Road, 2nd Floor. The Lease is comprised of multiple advertising locations at SFO. The proposed minimum acceptable financial offer, which will also be the successful Proposer's minimum annual guarantee for the first year of the Lease, is \$7,500,000. The proposed term is eight years.

The RFP document is available online at <http://www.flysfo.com/web/page/about/b2b/conces/>. For additional information, please call Gigi R. Ricasa, Senior Principal Property Manager, Revenue Development and Management, at (650) 821-4500.

CNS#2296046

SAN FRANCISCO FICTITIOUS BUSINESS NAME STATEMENT

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342602-00

Fictitious Business Name(s):

1. 50/50

Address

3157 Geary Blvd. San Francisco, CA 94118

Full Name of Registrant #1

Van Phan

Address of Registrant #1

400 Alemany Blvd. #17, San Francisco, CA 94110

Full Name of Registrant #2

Kevin Phan

Address of Registrant #2

217 Morton Drive, Daly City, CA 94015

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **April 6, 2012**.

Signed: **Van Phan**

This statement was filed with the County Clerk of San Francisco County on 4/9/2012.

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

Filed: Susanna Chin
Deputy County Clerk
4/9/2012

4/12/12 + 4/19/12 + 4/26/12 + 5/3/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342343-00

Fictitious Business Name(s):

1. A & A Hair Beauty Salon

Address

820 Stockton Street, San Francisco, CA 94108

Full Name of Registrant

Lucia Lai

Address of Registrant

820 Stockton Street, San Francisco, CA 94108

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/29/2012**.

Signed: **Lucia Lai**

This statement was filed with the County Clerk of San Francisco County on 3/29/12.

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

Filed: Susanna Chin
Deputy County Clerk
3/29/2012

4/5/12 + 4/12/12 + 4/19/12 + 4/26/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342663-00

Fictitious Business Name(s):

1. Asakichi

Address

1737 Post Street, Suite 365, San Francisco, CA 94115

Full Name of Registrant

Asakichi Sakakihara

Address of Registrant

1 Daniel Burnham Ct. #108, 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 **4/7/2012**.

Signed: **Asakichi Sakakihara**

This statement was filed with the County Clerk of San Francisco County on 4/11/12.

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: Mariedyne L. Argente
Deputy County Clerk
4/11/2012

4/12/12 + 4/19/12 + 4/26/12 + 5/3/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342109-00

Fictitious Business Name(s):

1. LDreamCase

Address

2349 3rd Street, San Francisco, CA 94107

Full Name of Registrant #1

Lina Hanoun

Address of Registrant #1

452 Lomita Avenue, Millbrae, CA 94030

Full Name of Registrant #2

Gabi Hanoun

Address of Registrant #2

452 Lomita Avenue, Millbrae, CA 94030

This business is conducted by **Husband and Wife**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/19/2012**.

Signed: **Lina Hanoun**

This statement was filed with the County Clerk of San Francisco County on 3/19/2012.

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

Filed: Jennifer Wong
Deputy County Clerk
4/9/2012

4/12/12 + 4/19/12 + 4/26/12 + 5/3/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342251-00

Fictitious Business Name(s):

1. Jubilee Montessori Internacional

Address

1300 Shrader Street, San Francisco, CA 94117

Full Name of Registrant

Virginia Clark Young

Address of Registrant

1300 Shrader Street, San Francisco, CA 94117

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2005**.

Signed: **Virginia C. Young**

This statement was filed with the County Clerk of San Francisco County on 3/26/2012.

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
3/26/2012

3/29/12 + 4/5/12 + 4/12/12 + 4/19/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342249-00

Fictitious Business Name(s):

1. KWORK

Address

28 2nd Street, Floor 3, San Francisco, CA 94105

Full Name of Registrant #1

Tai Ho Kwong

Address of Registrant #1

1525 Clement Street #3, San Francisco, CA 94118

Full Name of Registrant #2

S Jay Kuo

Address of Registrant #2

3860 Crofton Way, South San Francisco, CA 94080

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/5/2012**.

Signed: **Tai Ho Kwong**

This statement was filed with the County Clerk of San Francisco County on 3/26/12.

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

Filed: Jennifer Wong
Deputy County Clerk
3/26/2012

3/29/12 + 4/5/12 + 4/12/12 + 4/19/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342212-00

Fictitious Business Name(s):

1. Lilo Designs

Address

355 1st Street S1105, San Francisco, CA 94105

Full Name of Registrant #1

Kim Choy Imagawa

Address of Registrant #1

355 1st Street S1105, San Francisco, CA 94105

Full Name of Registrant #2

Ryan Imagawa

Address of Registrant #2

355 1st Street S1105, San Francisco, CA 94105

This business is conducted by **A Husband and Wife**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/22/2012**.

Signed: **Kim Choy Imagawa**

This statement was filed with the County Clerk of San Francisco County on 3/22/2012.

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

Filed: Maribel Jaldon
Deputy County Clerk
3/22/2012

3/29/12 + 4/5/12 + 4/12/12 + 4/19/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342551-00

Fictitious Business Name(s):

1. Momo Masala

Address

715 Hillgirt Circle Apt #5, Oakland, CA 94510

Full Name of Registrant

Tashi Wangden

Address of Registrant

2793 Whitney Drive, Fairfield, CA 94533

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

Signed: **Tashi Wangden**

This statement was filed with the County Clerk of San Francisco County on 4/5/2012.

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
3/22/2012

4/12/12 + 4/19/12 + 4/26/12 + 5/3/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342466-00

Fictitious Business Name(s):

1. T&R Automotive Center

Address

3898 California Street, San Francisco, CA 94118

Full Name of Registrant

Antoine Abdulmassih

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/1/2012**.

Signed: **Antoine Abdulmassih**

This statement was filed with the County Clerk of San Francisco County on 4/3/12.

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: Elsa Campos
Deputy County Clerk
4/3/2012

4/5/12 + 4/12/12 + 4/19/12 + 4/26/12

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342707-00

Fictitious Business Name(s):

1. Sweet Aha!**2. Sweet Aha! Bake Shop**

Address

1361 45th Avenue, San Francisco, CA 94122

Full Name of Registrant

Sweet Aha! LLC (CA)

Address of Registrant

1361 45th Avenue, San Francisco, CA 94122

This business is conducted by a **Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/12/2012**.

Signed: **Phooi Yee Ngui**

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

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

Filed: Maribel Jaldon
Deputy County Clerk
4/12/2012

4/19/12 + 4/26/12 + 5/3/12 + 5/10/12

CALIFORNIA SUB-BID REQUEST AD

Sub-Bids Requested From Qualified
SF HRC certified LBE
Subcontractors & Suppliers

Contract / RFP Number: CS-229
Project Location: San Francisco
Bid Date: 05/07/2012

Trades: Architectural Computer Aided Design
Electrical Engineering Emergency Preparedness
Services Geotechnical Engineering Hazardous
Materials Hazardous Waste and Remediation Services
Health and Safety Testing Services (OSHA)
Mechanical Engineering Public Relations Services
Regulatory Compliance Assistance Structural
Engineering Surveying Value Quality Engineering
Water Resources Engineering

RMC Water and Environment
222 Sutter Street, Suite 700
San Francisco, CA 94108
Phone: 415-321-3400 • Fax: 415-321-3401
Contact: Celine Monget

We will assist interested firms in obtaining bonds,
lines of credit and/or insurance if necessary.
An Equal Opportunity Employer

EVRA Construction is Request For
Qualified DVBE Subcontractors, Suppliers and
Truckers for the following project:

Owner: San Francisco Unified School District
Renovations Elementary School Merge at
Buena Vista/Horace Mann K-8
SFUSD Project #11480
Location: 3351 23rd Street, San Francisco, CA
Bid Date: April 24, 2012 @ 11:00 AM

Evra Construction, Inc.

100 North Hill Drive, #45 • Brisbane, CA 94005

Phone: 415-467-1336 • Fax: 415-467-1356

For more information,

please contact **Jeff Ostrovskiy**

We Are An Equal Opportunity Employer

BANKING \$ FINANCE

SBA Opens Second Round of Applications for Intermediary Lending Pilot Program

The Intermediary Lending Pilot Program (ILP), which provides long-term loans to eligible non-profit intermediary lenders to finance their lending to small businesses, has opened a second competitive application period. As a result, small businesses, especially those in underserved markets looking for loans up to \$200,000, will soon have access to twice as many community-based funding sources under the U.S. Small Business Administration program.

“Providing small businesses with the financial resources they need to start, grow and succeed is at the core of SBA’s mission,” said SBA Administrator Karen Mills. “The first round of the Intermediary Lending Pilot Program showed that we are on the right track, and now we are expanding it. These non-profit lending institutions are helping small businesses create jobs and strengthen our economy.”

Launched last year under the Small Business Jobs Act of 2010, the Intermediary Lending Pilot Program is designed to expand access to capital to small businesses and drive economic growth and job creation. Under the program, SBA makes loans of up to \$1 million to participating lenders, which use the funds to make smaller loans to startup, newly established and growing small businesses. SBA anticipates that an ILP Intermediary will relend its ILP Loan funds approximately 2.5 times over the 20-year term.

The program funded 20 ILP Intermediaries in 2011, and hopes to identify another 20 this year in the second round. If Congress appropriates additional funds for the ILP program, SBA

will select another 20 ILP Intermediaries in fiscal year 2013, for a maximum of 60 intermediaries.

Completed applications are due no later than May 25, 2012.

Eligible intermediaries must have at least one year of lending experience, and include private, nonprofit community development corporations, consortiums of private, nonprofit organizations or community development corporations, or agencies or nonprofit entities established by Native American tribal governments. Intermediaries currently participating in the Microloan program are not eligible to become ILP lenders; however, affiliates of Microloan intermediaries may apply if they can demonstrate at least one year of lending experience.

Potential applicants seeking more information about the ILP program, eligibility requirements for intermediaries and rules of competition may visit <http://www.sba.gov/content/intermediary-lending-pilot> or email ilpp@sba.gov.

Small business owners and entrepreneurs interested in more information about the ILP program can contact their local SBA District Office or send an e-mail to ilpp@sba.gov. To locate your local SBA office, visit www.sba.gov/about-offices-list/2.

Source: U.S. Small Business Administration

Why The Chamber Of Commerce Is Integral To Your Marketing Strategy

Small business owners these days are besieged by multiple offers of innovative marketing strategies, from social media to viral marketing and everything in between. While there is a lot of value in following modern online marketing trends, the Chamber of Commerce organizations around the country are often left out of the mix.

Every small business owner should be affiliated with at least one Chamber of Commerce. Membership in your local Chamber of Commerce comes with lots of benefits; this article will only focus on why active membership is integral to an effective marketing strategy.

The Importance of the Chamber of Commerce

A Chamber of Commerce listing is essential for all small business owners. Even if the business resides solely online, it is still a good idea to gain membership. The first marketing benefit is related to reliability and prestige. As business organizations, the different Chambers of Commerce in the United States and abroad enjoy a certain historical and trusted stature.

Long before the advent of the Internet, people looked up to the Chamber of Commerce as a reliable provider of local business information. The directory of local businesses kept by the Chamber of Commerce is as legendary as the old Yellow Pages telephone book. A listing with the local Chamber gives a business an aura of trust.

Many people associate the Chamber of Commerce with the Better Business Bureau, although the two are separate entities that serve different interests. Still, the Chamber’s long history in the world of American business goes a long way in terms of instilling trust.

The Chamber of Commerce Works for You

Local Chambers are always looking for ways to attract more customers and clients to their members. Chambers accomplish this in different ways; for example, The Myrtle Beach Area Chamber of Commerce and

Convention and Visitors Bureau in South Carolina concentrates on marketing the region as a premier tourist destination. By doing so, the Chamber ensures that visitors consider Myrtle Beach as a premier vacation spot or an adequate venue for a convention, thereby ensuring that local businesses have a steady flow of customers.

The Chamber’s work is not limited to attracting visitors. To attract local customers, Chambers of Commerce across the country have their own marketing strategies that small business owners can take advantage of. Taking back Myrtle Beach as an example, the local Chamber encourages area small businesses to market their goods and services with placement of business cards and brochures at their two visitors centers. The Myrtle Beach Chamber also has three publications in which members can advertise to both consumers and business-to-business prospects.

Chambers of Commerce stay close to their roots and traditions, but they are far from antiquated. They have a strong Internet presence that extends to member businesses in the form of online directory listings, and since they are trusted institutions they enjoy built-in Search Engine Optimization. Take, for example, the Greater New York Chamber of Commerce—one of the oldest in the United States. A Google user in New York looking for a locksmith may want to deal only with Chamber members, and thus typing “New York Chamber of Commerce” in the Google search bar will feature the right website as the top result. Once on the site, the locksmith seeker can go straight to the Chamber’s local business directory.

There are other marketing activities conducted by the Chambers, such as advertising studies, local promotions, presentations, and more. The various marketing efforts alone are worth the membership fees, but small business owners should keep in mind that the essential function of the Chamber of Commerce is to serve the interests of the business community.

Source: SBALoans-123.com

What Is a Business Line of Credit?

A line of credit is one of the most common and helpful financing tools used by small businesses. It allows a company to draw on preapproved funds to meet routine operating expenses such as filling short-term liquidity needs and making seasonal inventory purchases.

Once approved for a line of credit, you can borrow up to your limit at any time, sometimes simply by writing yourself a check. In other words, you don’t have to reapply each time you want to borrow money. As you repay your line, more funds become available for you to use as needs arise.

Types of Credit Lines

Lines of credit are considered short-term loans, with interest generally due on outstanding amounts every 30 days. They may be secured by collateral or unsecured, depending on your company’s borrowing history. Most lines are structured to mature in one or two years, and before that maturity date, the bank may ask you to demonstrate your ability to “clean up” the line by paying it down to zero for a predefined period of time, typically 30 consecutive days. The bank may then renew the line at its discretion.

However, some lines are structured as “demand” lines of credit. These don’t have a maturity date. Rather, the bank has the right to demand full repayment of the line at any time. Be sure you understand the differences and the potential implications on your business before you sign up for one of these. Credit lines due on demand will normally be reviewed by the bank on an annual basis.

Collateral Requirements

In a secured line of credit, a bank will loan a percentage of the value of the collateral you put up. Banks accept three primary types of collateral: accounts receivable, inventory, and business assets (equipment, computers, furniture and fixtures, etc.). The bank may also require a personal guarantee for the line and/or the pledge of a

personal residence as additional collateral.

If you’re considering inventory as collateral, you should know that there are three primary classifications of inventory: raw materials, work in progress (or WIP), and finished goods. Banks value each type of collateral in different ways. WIP is the least valuable because there’s not much demand for unfinished goods. For example, there aren’t many potential buyers for a half-built machine tool or lawnmower.

Banks may lend up to 50 percent of the value of raw materials and finished goods, and less (if anything) for work in progress, depending on how marketable the WIP may be. So if your business can pledge \$100,000 worth of raw materials and inventory as collateral, you might be approved for a line of credit up to \$40,000 or \$50,000.

If you pledge accounts receivable as collateral, banks will lend up to 80 percent of their value, but there may be some exclusions. The bank may not want “aged” receivables (e.g., those more than 60 or 90 days past due) or receivables concentrated on one customer (e.g., receivables from a customer that represents 75 percent of your business’s gross receipts).

If your business has very good credit, the bank may approve you for a signature line, in which case you can simply write yourself a check for an amount of money up to your preapproved limit. Or it may require completion of a borrowing base certificate each month or upon each draw. The borrowing base certificate provides a recap of your current collateral status. It shows the bank how much you currently have in outstanding accounts receivable and how much is eligible to be included in your margined collateral base. By backing out your outstanding balance, you can then see how much money you’re eligible to borrow at that point in time.

Source: AllBusiness.com, Inc.



SMALL BUSINESS EXCHANGE

Diversity Outreach & Subcontracting Opportunities

SBE, in accordance with section 8 (d) of the Small Business Act, is positioned to assist companies to strengthen their compliance with subcontracting plans.

SBE's unique business database provides a central location for disadvantaged, minority, woman, disabled-veteran and other small businesses.

ONE LOCATION...Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "CCR" listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies

SBE IS 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

SUB-BID REQUEST ADS

Place a Sub-Bid Request Ad in an SBE trade and focus publication:

- Small Business Exchange Weekly Newspaper*
- SBE Today Newsletter
- SBE Website www.sbeinc.com
- In local print publications as required

*Adjudicated newspaper of general circulation by the Superior Court of the City & County of San Francisco

TARGETED MAILING/FAXING/EMAILING

- By focus group, industry type(s), certification and other requirements
- Complete logs

TELEPHONE FOLLOW-UP

- Script tailored to project needs, four standard or individualized questions
- Interested companies directed to bidder.

COMPUTER-GENERATED REPORTS

- Full documentation, tailored to agency requirements

CONTACT US TODAY ...

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Climb Aboard The E-Commerce Bandwagon

Making Family Leave Family-Friendly

Too, Has Its Economic Limits

Veterans' Advoc

media kit

SBE TODAY
June 20, 2002
Volume 18, No 38

SBE outreach services

advertise
Place Public Notices, Sub-Bid Requests or Advertisements in the newspaper and on the website.

direct mail
Highly targeted mailings are sent to businesses to ensure you meet your "good faith" efforts.

telemarketing
Let the outreach experts ensure that "good faith" efforts meet or exceed your requirements.

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With half a million businesses, SBE is California's #1 source for diversity outreach. Let us customize a marketing program for your business to take full advantage of the world of opportunities that diversity marketing presents.

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Facts for Small Businesses
Yellow Pages Invoice Scams

Businesses across the country are resolving what appear to be invoices for ad space in the familiar, locally distributed, yellow pages directories. But, in fact, some of these "invoices" are solicitations for listings in alternative business directories that differ from the well-known Yellow Pages. These alternative directories often are not widely distributed, or may not be published at all. Business owners believe to be their usual paying "walking fingers" logo and the name "Yellow Pages" are not protected by any federal trademark registration or copyright. Therefore, you may be led to believe that anyone who uses the logo and the name is affiliated with the publisher that distributes the telephone books and yellow pages directories to all households and businesses in a particular geographic area.

Directories differ significantly from the traditional yellow pages directories generally because of distribution. Alternative business directories are not available or distributed to the public. Therefore, they provide little, if any, benefit to the publisher. The publisher's business directory may have the appearance of an invoice. It may bear the "walking fingers" logo and feature the name "Yellow Pages". It also may falsely suggest that the publisher is affiliated with your solicitation from an alternative business directory may lead you to believe that your business already has been listed in the telephone directory and you are now being billed when, in fact, you are only being solicited for placing an ad.

Typical language used on the ad solicitation includes, "present listing information," "prompt payment is necessary," "renewal payment status," and "directory listing renewal invoice" and also may appear on yellow pages invoice.

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