

# SMALL BUSINESS EXCHANGE

Voice of Small, Emerging Diversity Owned Businesses Since 1984  
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May 10, 2012

## DBE and Minority Business Workshop Addresses Trends and Challenges in California's Post-Proposition 209 Era



Colette Holt, Attorney,  
Colette Holt & Associates  
Photo Credit: Colette Holt

By Kato Cooks, *President and CEO  
The Kato Cooks Companies*

DBE, women-owned and minority-owned businesses, and government contract compliance representatives received legal updates in a workshop convened on Friday, May 4, in San Francisco by the Bay Area Contract Compliance Officers Association (BACCOA).

The workshop, the second of four workshops scheduled for this year, featured highly-regarded attorneys engaged in litigation, authorship and advocacy within their specializations, all related at some level to the continuing impact of California's Proposition 209 initiative.

Workshop attendees were welcomed by BACCOA president Estela Tarano, who outlined the day's program, shared BACCOA's history and goals, and presented the speakers. The workshop topics included a primer on disparity studies used in justifying DBE program goals in most federally-funded contracts; an

overview of legal issues surrounding local employment policies, as with San Francisco's Local Business Enterprise program, which mandates local hiring; and developments in the courts that impact the civil rights of various groups and businesses.

### Disparity studies and DBE program design and implementation issues

Oakland-based attorney Colette Holt, of Colette Holt & Associates, kicked off the presentation powerfully with a critical look at the history and utility of federal DBE (disadvantaged business enterprise) programs. Holt, former deputy corporation counsel for the city of Chicago, Illinois, laid out a cardinal caution for DBE program participants: "You cannot over-document."

Drawing on her broad experience in defending affirmative action programs and in counseling private firms on compliance with diversity requirements, Holt provided a dynamic tutorial on the mechanics of DBE and related minority- and women-owned business enterprises (MBE, WBE) and the programs that support them: "You're in the door but you're stuck in one room," she advised, adding, in highlighting the transient integrity of the affirmative action environment, "You've made the introduction but they're not taking you on tour."

To public agencies, Holt shared that in analyzing and defending their programs, "Adding and subtracting is not an analysis...arithmetic is not econometrics."

Holt, an author and frequent media commentator, received her B.A. in Philosophy from Yale University and her J.D. from University of Chicago Law School. She is a former adjunct professor at Loyola University School of Law and



Estela Tarano,  
BACCOA president  
Photo Credit:  
Peter Mack Media/Kato Cooks

the John Marshall Law School.

### Local employment policies

Julian Gross, principal at the Law Office of Julian Gross, San Francisco, addressed "targeted hiring policies, not just local hiring," particularly in relationship to local employment policies and the many project labor agreements popping up across the state. Gross, considered the leading attorney in the nation on community benefits agreements, praised the City of Los Angeles Department of Public Works for including and enforcing targeted hiring in its PLA (project labor agreement). He also lauded the City and County of San Francisco having "the strongest local hiring policy in the country," buttressed not by goals but by requirements.

Gross proceeded to dissect the myths associated with targeted hiring practices, the apprenticeship programs connection

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## FHLBank San Francisco Now Accepting Applications from Members for \$1 Million in Predevelopment Funding

AHEAD Grants Support Targeted Economic Development and Community Stability Initiatives

The Federal Home Loan Bank of San Francisco (FHLBank San Francisco) is now accepting grant applications for its 2012 Access to Housing and Economic Assistance for Development (AHEAD) Program, which supports targeted economic development initiatives and affordable housing projects during their critical conception and early development stages. The 2012 application deadline is June 4, 2012.

AHEAD grants are made through Bank members to local community groups initiating projects or programs aimed at fostering economic development and promoting community stability and self-sufficiency by:

- creating or preserving jobs,
- facilitating improvements to public or private infrastructure, or
- producing housing or providing social services or other benefits for low- to moderate-income households and neighborhoods.

"In this environment of diminishing resources for community development, the Bank is proud to be able to make \$1 million available to support our members' involvement in promoting economic development, stability, and self-sufficiency in the communities they serve," said Marietta Núñez, Vice President, Community Lending, at FHLBank San Francisco. "Previous grants have gone to a variety of innovative and effective projects that are now producing jobs and other benefits, bringing hope to hard-hit communities. We look forward to seeing more such solutions."

AHEAD is designed to help good ideas get off the ground. Funds can be used to finance a variety of start-up costs, such as studies and project plans, architectural and other professional services, or organizational and capacity-

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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*

State of California license/certificate, Consumer Affairs Division,  
California Shorthand Court Reporter No. 3077

Registered Professional Reporter, NCRA No. 703



*Shoestring  
MARKETING*  
by Alf Nucifora

## Bad Service Incites Customer Revolt

This issue of bad customer service won't leave me in peace. Two reader e-mails that I received this week dramatically prove the point. The first was a copy of a cleverly drafted, 17-page, PowerPoint presentation ("Yours Is A Very Bad Hotel") detailing the abysmally poor service that a team of business travelers received as they were checking in at a Houston property of a prominent national hotel chain. To reprise briefly, our merry band of travelers arrived late for check in only to learn that their guaranteed rooms had been given away. Apparently, Mike, the night clerk, was rude and unhelpful as night clerks quite often are wont to be. In response, and with no other outlet for satisfaction or retribution, the complaining duo drafted a witty but powerful PowerPoint presentation outlining the events, lambasting the hotel chain, vowing never to return and requesting that anybody who receives the PowerPoint presentation pass it along to friends virally. In the rarified world of customer service consulting, TQM, Baldrige Awards, Six Sigma, etc., the PowerPoint presentation has become an underground hit... must-have, must-read. Tens of thousands have passed it on virally.

Callers expressing outrage have besieged the Houston hotel and its national headquarters.

The PowerPoint presentation provides the mistreated and the impotent with a powerful means of venting and seeking revenge. Every traveler who has been similarly mishandled will nod in agreement upon viewing the presentation and proceed to pass it on with glee to friends and associates (just as I have done). When it's all over, the actions of one stupid, untrained and ill-suited-to-the-job night clerk will succeed in spreading a powerful negative message to hundreds of thousands of potential customers and, in the process, do irreparable damage to the hotel brand. Ah, the beauty of the Internet.

Another reader writes with undisguised anger of her manhandling at the airport by the security drones whose empathy for the traveler and awareness of the need for customer service is on a par with the best that Stalinist Russia had to offer. She talks of the rudeness, the barking of orders, the ordering off of shoes, the conscientious invasion of body by pat down, in open view, and the overall assault on dignity that \$8 hour will buy you in today's marketplace. I can sympathize with the writer. I, too, have had bag contents strewn about for the world to view; ordered to take off my shoes, had tweezers and nail file loudly confiscated with the satisfaction that another threat to society has had his evil intentions thwarted by the just and vigilant, and bodily frisked with the seriousness and intensity that only of an FBI search could match.

The criticism and blame in both cases cannot be leveled solely at the "front counter" employee. They're only as good as they've been trained and motivated. With the exception of a couple of high-end groups, like the Four Seasons, Ritz-Carlton Hotels and Leading Hotels of the World, most hotel

chains still haven't mastered the elementary process of checking a guest in and out with speed, courtesy and a smile. They say they do, but they don't. And the failure can be traced to two primary causes... inadequate training and lack of an obsessive culture, which loudly proclaims, "the customer comes first."

This airport security fiasco will have to be addressed very quickly. Even though the government has responsibility for establishing the process and hiring the screeners, the airlines must step up to the plate and demand proper treatment for the air traveler on whom they rely. Even at \$8 hour, security screeners, irrespective of race, color or creed, can be taught the fundamentals of politeness and customer empathy. Somebody has to take on the role of surrogate for the downtrodden air traveler and that somebody has to be the airlines. Up to this point, airlines have viewed their passengers (at least those not sitting in first class) as cattle to be moved from point A to B with the least bodily injury or psychological bruising. Like prisoners, in restraint, they were to be watered and fed the bare minimum to survive the trip. The airlines must be made to realize that their responsibility encompasses the total travel experience and that includes the time on the plane as well as the task of getting to it. My fondest hope would see the Disney Company take over airport security. Screeners with mouse ears would be a small price to pay for a friendly, speedy transaction.

The lesson for the marketer is a basic one...mess with the customer at your peril. Even as captive consumers, we'll find a way of striking back. We'll attack you virally, demonize your brand and withhold our dollars where we can. As marketers, you're left

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- NAMCSC
- MINORITY ADVOCATE

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SBE is a certified DBE - CA UCP Firm #5988

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# CALIFORNIA SUB-BID REQUEST ADS

Sub-Bids Requested From Qualified DBE/SBE/LBE subcontractors/suppliers for:  
**Third Street Light Rail Program Phase 2**  
**Chinatown Station**  
**Contract No. 1254**  
**Location: San Francisco, CA**  
**Bid Date: June 5, 2012 @ 3:00 PM**

Trades: demolition, abatement, shotcrete, GFRC, concrete, reinforcing steel, masonry, steel/misc metals/stairs, rough carpentry, building insulation, concrete floor sealer, waterproofing, metal wall panels, crystalized glass wall panels, TPO roofing, firestopping, flashing and sheet metal, fire proofing, intumescent fireproofing, expansion joints, doors/frames/hardware, glass and glazing, luminous, plaster, tile, resilient flooring, terrazzo, painting, toilet accessories, lockers, fire protection specialties, site furnishings, signage, elevators/escalators, HVAC, plumbings, fire protection, electrical



## Webcor Builders

1751 Harbor Bay Parkway • Alameda CA 94502  
 Phone: 510-798-1900 • Fax: 650-403-4100  
 Contact: Mary Hobbs  
 Email: mhobbs@webcor.com  
 An Equal Opportunity Employer

### Hunters Point Shipyard Opportunity to Provide Architectural Services.

Urban is requesting qualified, interested Companies to respond to a public request for proposals through the Redevelopment Agency of the City of San Francisco.

For more information on Architectural Services, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=5459>

Sub-Bids Requested From MBE, WBE, DBE, DVBE Subcontractors & Suppliers for:  
**Donner Summit Public Utility District WW Facilities Upgrades and Expansion Project**  
**Location: Soda Springs, CA**  
**Bid Date: June 6, 2012 @ 2:00 PM**

Subcontractors: Electrical, Surveying, Clearing & Grubbing, Demolition, Fencing, Paving, Masonry, Structural Steel, Metal Decking, Painting and Coating, Insulation, Roofing, HVAC, Dry-wall & metal studs, Flooring, Plumbing, Metal laboratory casework, Welded steel storage tank, Fire suppression sprinklers, Overhead coiling doors, Overhead bridge crane, Trucking, Concrete pumping.

Suppliers: Pipe & appurtenances.

### SYBLON REID

P.O. BOX 100 • Folsom, CA 95763  
 Phone: (916) 351-0457 • Fax: (916) 351-1674  
 Contact: Karen Reichenberger

Plans and specs are available for review at Syblon Reid office and upon request will provide assistance with drawings and specifications.

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds. Upon approval of surety company SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide assistance with plans and specifications or help meet other requirements.

REQUEST FOR DVBE & SBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 99 Stockton**  
**Caltrans #10-0E6124**  
**BID DATE: May 23, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Erosion Control, Sweeping, Storm Water Annual Report, Water Quality Sampling & Analysis, Monitoring Report, Temporary Erosion Control, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Crash Cushion, Cold Plane AC, Bridge Removal, Clearing & Grubbing, Lead Compliance Plan, Structure Excavation, Rumble Strip, Structure Backfill, Mechanically Stabilized Embankment, AC Dike, Prestressing Cast-In-Place Concrete, Structural Concrete, Piling, Minor Concrete, Drill & Bond Dowel, Bar Reinforcing Steel, Sign Structure, Polyester Concrete, Object Marker, Roadside Signs, Underground, Misc. Iron & Steel, Bridge Deck Drainage System, Fencing & Railing, Object Markers, MBGR, Concrete Barrier, Tack Coat, Pipe Jacking, 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: Greg Souder

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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 & SBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oc/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oc/weekly_ads/index.php).

Sub-Bids Requested From DBE Subcontractors & Suppliers for:  
**Wastewater Treatment Facility Oxygen Reactor Improvements**  
**Location: Yuba City, CA**  
**Bid Date: May 22, 2012 @ 2:00 PM**

TRADES: Dewatering, AC Paving, DIP, Rebar, Grout/Masonry, Misc. Metals, Aluminum Handrails and Guardrails, Concrete Cutting, Painting & Coating, Instrumentation & Controls, Piping, Electrical, Trucking, Roofing.

### SYBLON REID

P.O. BOX 100 • Folsom, CA 95763  
 Phone: (916) 351-0457 • Fax: (916) 351-1674  
 Contact: Karen Reichenberger

Plans and specs are available for review at Syblon Reid office and upon request will provide assistance with drawings and specifications.

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds. Upon approval of surety company SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide assistance with plans and specifications or help meet other requirements.

## Customer Revolt

■ Continued from page 2

with two alternatives... drive a stake through our hearts (for that's the only action that will kill our festering need for revenge), or acknowledge the problem and fix it.

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



REQUEST FOR SUB-QUOTES

Project: I-405 Sepulveda Pass Widening Project,  
 Contract No. C0882

Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)

**Dry Utilities Relocation**  
**Notice of Interest Requested by**  
**May 25, 2012 @ 4:00 p.m. PST**

Kiewit Infrastructure West Co. is the design-builder for the I-405 Sepulveda Pass Widening Project and is seeking sub quotes from Disadvantaged Business Enterprises (DBE). Opportunities for subcontractors, professional services and material and/or equipment suppliers will occur throughout the life of the project. Requests for Quotes (RFQs) and qualifications will be ongoing as needed. All DBE's must be certified by the California Unified Certification Program (CUCP).

Currently, Kiewit is preparing to issue an RFQ for dry utilities relocation. Firms interested in this opportunity will be expected to respond to a request for a Statement of Qualifications (SOQ) prior to receiving the bid package for this work. Work is expected to begin approximately 3rd Quarter 2012 and continue through 1st Quarter 2013. Please submit a Notice of Interest no later than 4:00 p.m. PST May 25, 2012 to receive an SOQ.

All responsive subcontractors must possess a valid California contractor's license and provide acceptable insurance. Responsible subcontractors will be expected to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. All agreements issued on behalf of this project with a value of \$100,000 or greater must satisfy the LACMTA Prequalification Application requirements. Firms performing onsite work must be signatory to the appropriate union labor agreements that govern their work.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding this opportunity and to receive a Bid Quote Sheet, or to discuss this design-build project, requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our project office.

### Kiewit Infrastructure West Co.

I-405 Sepulveda Pass Widening Project  
 Attn: Rebecca Manning  
 6060 Center Dr., Suite 200 • Los Angeles, CA 90045  
 I405.DBE@Kiewit.com



REQUEST FOR SUB-QUOTES

Project: I-405 Sepulveda Pass Widening Project,  
 Contract No. C0882

Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)

**Area 5 Paint and Plaster**  
**Notice of Interest Requested by**  
**May 25, 2012 @ 4:00 p.m. PST**

Kiewit Infrastructure Group is the design-builder for the I-405 Sepulveda Pass Widening Project and is seeking sub-quotes from Disadvantaged Business Enterprises (DBE). Opportunities for subcontractors, professional services and material and/or equipment suppliers will occur throughout the life of the project. Requests for Quotes (RFQs) and qualifications will be ongoing as needed. All DBEs must be certified by the California Unified Certification Program (CUCP).

Currently, Kiewit is preparing to issue a RFQ for Contractors to perform painting and plastering in Area 5. Work is expected to begin approximately end of second quarter 2012 and continue through the end of 4th quarter 2012. Please submit a Notice of Interest by May 25, 2012, no later than 4:00 p.m. PST.

All responsive subcontractors must possess a valid California contractor's license and provide acceptable insurance. Responsible subcontractors will be expected to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work must be signatory to the appropriate union labor agreements. All agreements issued on behalf of this project with a value of \$100,000 or greater must satisfy the LACMTA Prequalification Application requirements.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding this opportunity and to receive a Bid package, or to discuss this design-build project, requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our project office.

### Kiewit Infrastructure West Co.

I-405 Sepulveda Pass Widening Project  
 Attn: Rebecca Manning  
 6060 Center Dr., Suite 200 • Los Angeles, CA 90045  
 I405.DBE@Kiewit.com

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Please visit:  
[www.sshjv-c700.com](http://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.

# CALIFORNIA SUB-BID REQUEST ADS

## WEST BAY BUILDERS INC.

is requesting bids from DBE subcontractors, suppliers, & truckers for the following project:

**SUTRO RESERVOIR REHABILITATION AND SEISMIC UPGRADE,  
CONTRACT NO. WD-2627R  
City and County of San Francisco  
Public Utilities Commission  
Bid Date: 5/17/12 @ 2PM.**

**Estimate: \$28,000,000 Goals: 12% LBE**

**SCOPE:** Seismically retrofit the roof & supporting structures of the reservoir, upgrade foundation & outlet system, install a drainage system & waterproofing, improve under drain, crack repair, install concrete lining, new vents.

**TRADES NEEDED (but not limited to):** Demo and Salvage; Site Prep.; Hazmat; Hold Down Anchors; Earthwork; AC Paving; Underdrain Pipe; Geocomposite Drain; Fences; Landscape; Formwork; Rebar; C-I-P Concrete; Grout; Shotcrete; Crack Repair; Spall Repair; FRP Composite Material; Misc. Metal Work; Membrane Waterproofing; Seismic Joint Seals and Expansion Joint Seals; Coating; Valves; Sluice Gates; Mechanical; Steel Pipe; FRP Duct; Louver; Electrical.

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

Please call to discuss how West Bay Builders, Inc. can assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services. Plans may be viewed at local Builders Exchanges or in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA. Plans are also available on CD from the owner for \$10. Please call if you are interested in submitting a bid for this project.

Contact: **Nickole Denney**  
(415) 456-8972 • FAX: (415) 459-0665  
EMAIL: nickoled@westbaybuilders.com  
WEST BAY BUILDERS, INC. IS  
AN EQUAL OPPORTUNITY EMPLOYER

## WEST BAY BUILDERS INC.

is requesting bids from UDDBE and all other subcontractors, suppliers, & truckers for the following project:

**SUISUN VALLEY ROAD BRIDGE AT  
SUISUN CREEK RE-BID,  
BRIDGE NO. 23C0077  
Solano County  
Department of Resource Management  
Bid Date: 5/24/12 @ 2:00PM  
Estimate: \$3,000,000  
Agency Goals: 15.4%**

**SCOPE:** Replacing the existing earth filled arch bridge on Suisun Valley Road at Suisun Creek with a single span prestressed cast-in-place concrete box girder bridge approximately 32.3 meters long by 13 meters wide.

**TRADES NEEDED (but not limited to):** SWPPP; Temp Fence; Construction Area Signs; Flagging; Type III Barricade; Bridge Painting; Signs; Remove Fencing; Remove Concrete; Wooden Fence; Relocate SID Water; Clearing & Grubbing; Excavation; Imported Borrow; Structure Backfill; Erosion Control; Rolled Erosion Control; Landscape; Red Willow Cutting; Aggregate Base; Shoulder Backing Asphalt Concrete; Cast-In-Drilled-Hole Concrete Piling; Prestressed CIP Concrete Box; Structural Concrete; PVC Pipe; Joint Seal; Rebar; Inlet With Grate; Rock Slope Protection; Misc. Metal; BW Fence; Monument; Metal Beam Guard Railing; Terminal System; Concrete Barrier; Tubular Hand Railing; Pavement Markings; Geotextile Fabric; Object Marker; Geocomposite Drain; Treated Premeable Base.

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

Please call to discuss how West Bay Builders, Inc. can assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services. Plans may be viewed at local Builders Exchanges or in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA. In addition, the plans are available for download at: www.solanocounty.com Please call if you are interested in submitting a bid for this project.

Contact: **Nickole Denney**  
(415) 456-8972 • FAX: (415) 459-0665  
EMAIL: nickoled@westbaybuilders.com  
WEST BAY BUILDERS, INC. IS  
AN EQUAL OPPORTUNITY EMPLOYER

## WEST BAY BUILDERS INC.

is requesting bids from Certified DBE and other qualified subcontractors, suppliers, & truckers for the following project:

**UNION CITY INTERMODAL STATION PHASE II  
- BART STATION IMPROVEMENTS  
SF Bay Area Rapid Transit District,  
Contract No. 01VM-110, Union City  
Bid Date: 5/29/12 @ 2:00pm  
Estimate: \$9,000,000  
Agency Goals: 15% DBE**

**SCOPE:** Construction of a 2,000SF concourse addition and re-configuration of the existing station concourse.

**TRADES NEEDED (but not limited to):** Demolition; Abatement; Concrete Restoration; Portland Cement; Forming; Falsework; Waterstops; CIP Concrete; Concrete Finishing; Precast; Grout; CMU; Stonework; Welding; Steel Framing; Metal Deck; Metal Framing; Misc. Metal; Decorative Metal; Carpentry; Casework; Waterproofing; Insulation; Vapor Retarders; Roofing; Fireproofing; Joint Protection; Window Restoration & Replacement; Doors, Frames & Hardware; Coiling Grilles; Glazing; Skylights; Louvers & Vents; Tile; Drywall; Modular Metal Ceiling System; Flooring; Wall Cladding; Aluminum Panels; Painting; Illuminated Box Signage; Toilet & Janitorial Accessories; Safety Specialties; Lockers; Unit Kitchens; Residential Appliances; Site Furnishings; Station Agents Booth; Elevators; HVAC; Fire Suppression; Plumbing; Electrical; Communications; Alarm Systems; Earthwork; Clearing & Grubbing; Dewatering; Controlled Density Fill II; Slope Protection; Shoring; Excavation; Aggregate Base Course; Drainage Layer; Asphalt Paving; Traffic Barriers; Concrete Curbs, Etc.; Fencing; Utilities; Fare Collection System.

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

Please call to discuss how West Bay Builders, Inc. can assist you with obtaining bonding, insurance, and various equipment, supplies, and/or related services. Plans may be viewed at local Builders Exchanges or in our office at 250 Bel Marin Keys Boulevard, Building A, Novato, CA. Also, plans may be purchased from BART at 300 Lakeside Drive, Oakland, CA 94612. Please call if you are interested in submitting a bid for this project.

Contact: **Nickole Denney**  
(415) 456-8972 • FAX: (415) 459-0665  
EMAIL: nickoled@westbaybuilders.com  
WEST BAY BUILDERS, INC. IS  
AN EQUAL OPPORTUNITY EMPLOYER

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers for:  
**SFUSD, ADA Site Improvements of Play Yard & Restroom Renovation @  
Frank McCoppin Elementary School  
(Re-Bid)  
Project No. 11445  
Location: San Francisco, CA  
Bid Date: May 17, 2012 @ 2:00 P.M.**

**Angotti & Reilly, Inc**  
1000 Mariposa Street • San Francisco, CA 94107  
Phone: 415-575-3700 • Fax: 415-575-1470  
Contact: **Anthony Euan**  
An Equal Opportunity Employer

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers for:  
**SFUSD, Pavement Resurfacing & Repairs  
Child Development Admin Offices @  
Marina Middle School  
Project No. 11554/11555  
Location: San Francisco, CA  
Bid Date: May 24, 2012 @ 2:00 P.M.**

**Angotti & Reilly, Inc**  
1000 Mariposa Street • San Francisco, CA 94107  
Phone: 415-575-3700 • Fax: 415-575-1470  
Contact: **Anthony Euan**  
An Equal Opportunity Employer

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers for:  
**San Francisco Unified School District  
Boiler Replacement  
Student Nutrition Services  
Addresses: 841 Ellis St., SF, CA 94109  
Bid Date: 5/24/2012 @ 2:00 PM**

**San Francisco Unified School District  
Boiler Replacement  
Dr. Charles Drew College  
Preparatory Academy  
Addresses: 50 Pomona Ave, SF, CA 94124  
Bid Date: 5/25/2012 @ 2:00 PM**

**Sonomarin, Inc.**  
PO Box 17 • Fulton, CA 95439  
Phone: 707-566-9447 • Fax: 707-566-9448  
Contact: **George Merrill**  
An Equal Opportunity Employer

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## WASHINGTON STATE SUB-BID REQUEST AD

Sub-Bids Requested From Qualified DBE  
Subcontractors & Suppliers:  
**WSDOT - SR 99 - AWV S HOLGATE ST TO S KING ST  
STAGE 3 - ATLANTIC ST BYPASS**  
Contract No.: 11A004,  
**FEDERAL AID PROJECT NO.: BR-0099(119)**  
Location: KING COUNTY, WASHINGTON  
Bid Date: MAY 23, 2012 - 11:00 AM PST

Quotes requested for supplies and services including, but not limited to: AC Sidewalk, Baker Tanks, Bearing Pads, Bridge Railing - Welded Wire Fabric, Casing Pipe, Cement Conc Pavement, CIDH Pile Shaft, Construction Signs, Crushed Surfacing Base Course, Curb & Gutter, Curb / Curb and Gutter, Demolition of Structures & Misc. Demo, Dewatering, Directional Boring, Dispose Contaminated Material, Electrical, Embankment, EPS Geofomo Lightweight Fill, Erosion Control, Erosion Control Blanket, Erosion Control Plastic, Export Contaminated Soils, Fencing, Fire Protection System, Geomembrane - Gas Resistant, Geosynthetic Retaining Wall, Geotech Instrumentation, Geotextile, Gravel Borrow, High Visibility Fence, HMA Paving, Import Borrow, Joint Seal, Mineral Aggregate Type 17, Misc. Metals, Pavement Markers, Portable Storm Water Treatment Facility, Portable Toilets, Post-Tensioning, Precast Concrete Wall Panels, Precast RR Crossing Panels, Precast/Prestressed Bridge - Girder/Slab, Preconstruction Survey Services, Quarry Spalls, Readymix Concrete, Rebar, Roadside Restoration, Roadway Excavation, Root Barrier, Sand Drainage Blanket, Sanitary Sewer, Security Services, Shotcrete, Shuttle Bus Service, Shoring, Sidewalk, Sign Structure, Signals and Lighting, Signs, Silt Fence, Storm Sewer, Storm Water Treatment Facility, Striping & Pvmt Marking, Structure Backfill, Structure Excavation, Surveying, Sweeping, Television Inspection Services, Temp Erosion Sediment Control, Temp Noise Walls, Topsoil, Traffic Control Devices, Trucking, Water line.

### SKANSKA

1995 Agua Mansa Road • Riverside, CA 92509-2405  
Phone: (951) 684-5360 • Fax: (951) 788-2449  
Contact: **Ron Leach** • Email: ron.leach@skanska.com

Plans and Specifications are available for view at the Washington Department of Transportation.  
They can be reached by calling 360-705-7835

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; and \$5M Excess/Umbrella. Workers' Comp must be provided whether by state program or LNI. 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 Skanska. Skanska will pay bond premium up to 1%. 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. Skanska is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE 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 DBE participation offered on your quotation as it will be evaluated with your price. Skanska is an equal opportunity employer

## FEDERAL • STATE • CITY/COUNTY

### SOUTHERN CONSTRUCTION OPPORTUNITIES

This is a partial listing of Southern Construction Services bids  
Visit [www.sbeinc.com](http://www.sbeinc.com) for a full list of bid opportunities

#### LOS ANGELES COUNTY

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

RENOVATE BUILDING 500 BATHROOMS  
1st reported in SBE: 4/26/12  
Location: Los Angeles, CA  
Date: 5/25/12  
Bid Date Extended from: 12/19/11  
Ref#: VA26212R0680  
Description available through electronic services.  
Owner: Department of Veterans Af, Suite 600,  
Los Angeles, CA, 90815, John Alcantara  
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  
SBSA

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

SOURCES SOUGHT-COMBINED O&M PROJECTS XUM  
Location: Los Angeles, CA  
Date: 6/01/12  
Bid Date Extended from: 1/30/12  
Ref#: W912PL-12-R-0021  
Description available through electronic services.  
Owner: Department of the Army, P.O. Box 532711,  
Los Angeles, CA, 90053-2325, Cynthia H. McManus  
SIC: 237130

TYPE III HYDRANT FUEL SYSTEM, DAVIS-MONT  
1st reported in SBE: 4/19/12  
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

SOURCES SOUGHT-TYPE II HYDRANT FUEL SYST  
1st reported in SBE: 5/03/12  
Location: Los Angeles, CA  
Date: 6/18/12  
Bid Date Extended from: 2/02/12  
Ref#: W912PL-12-S-0018  
Description available through electronic services.  
Owner: Department of the Army, P.O. Box 532711,  
Los Angeles, CA, 90053-2325, Ryan Rivas  
SIC: 237120

FY 12 F-35 SQUADRON OPERATIONS FACILITY  
Location: Los Angeles, CA  
Date: 7/06/12  
Bid Date Extended from: 4/06/12  
Ref#: W912PL-12-R-0004  
Description available through electronic services.  
Owner: Department of the Army, P.O. Box 532711,  
Los Angeles, CA, 90053-2325, Christina Chavez  
SIC: 236220

#### 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

#### SAN DIEGO COUNTY

QUARTER 4 - OIL AND GAS WELL ABANDONMENT  
1st reported in SBE: 3/22/12  
Location: San Diego, CA  
Date: 7/06/12 5:00PM  
Ref#: 1203-008  
Description available through electronic services.  
License Req: A  
Owner: CA CONSERVATION, DEPARTME

11/12 BLANKET MINOR CAP ADVERTISEMENT  
1st reported in SBE: 7/21/11  
Location: San Marcos, CA  
Date: 6/30/12 3:00PM  
Ref#: DT07012011  
Description available through electronic services.  
License Req: A  
Estimate: \$600,000 - \$600,000  
Owner: CA CSU SAN MARCOS, DAVID TAYLOR,  
(760)750-4554  
E:MAIL DTAYLOR@CSUSM.EDU

## FEDERAL • STATE • CITY/COUNTY

### BUSINESS SERVICES OPPORTUNITIES

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



#### TRANSPORTATION & STORAGE

#### SAN MATEO COUNTY

SOURCES SOUGHT-AIR AMBULANCE ROTARY  
1st reported in SBE: 3/08/12  
Location: Palo Alto, CA  
Date: 6/15/12  
Bid Date Extended from: 2/06/12  
Ref#: VA26112R0511  
Description available through electronic services.  
Owner: Department of Veterans Af, 3801 Miranda Ave.,  
Palo Alto, CA, 94304-1207, Bill Ulibarri  
SIC: 621910

SOURCES SOUGHT-AIR AMBULANCE FIXED WING  
1st reported in SBE: 3/08/12  
Location: Palo Alto, CA  
Date: 6/15/12  
Bid Date Extended from: 2/06/12  
Ref#: VA26112R0512  
Description available through electronic services.  
Owner: Department of Veterans Af, 3801 Miranda Ave.,  
Palo Alto, CA, 94304-1207, Bill Ulibarri  
SIC: 621910

#### HEALTH / MEDICAL SERVICES

#### LOS ANGELES COUNTY

HUD VASH CASE MANAGEMENT  
1st reported in SBE: 4/26/12  
Location: Long Beach, CA  
Date: 5/21/12  
Bid Date Extended from: 12/21/11  
Ref#: VA26212R0287  
Description available through electronic services.  
Owner: Department of Veterans Af, Suite 600,  
Long Beach, CA, 90815, CHELSEA BLACK 562-766-220  
SIC: 624229

#### CALIFORNIA, UNDETERMINED

MEDICAL SCREENING MANUAL UPDATE  
1st reported in SBE: 4/19/12  
Location: Undetermined, CA  
Date: 6/01/12 6:00PM  
Ref#: 11111110  
Description available through electronic services.  
Estimate: \$128,000 - \$128,000  
Owner: CA PEACE OFFICER STANDARD,  
HEATHER CAMP, (916)227-3937  
E:MAIL HCAMP@POST.CA.GOV

#### CONSULTING

#### SAN MATEO COUNTY

VAPA NURSING CONSULT ONLINE SUBSCRIPTION  
1st reported in SBE: 3/08/12  
Location: Palo Alto, CA Date: 6/01/12  
Bid Date Extended from: 2/09/12  
Ref#: VA26112Q0555  
Owner: Department of Veterans Af, 3801 Miranda Ave.,  
Palo Alto, CA, 94304-1207, Bill Ulibarri  
SIC: 519130



#### Computer/ Telecommun Svcs

#### SAN DIEGO COUNTY

SOURCES SOUGHT-CONTRACTOR SUPPORT SERVIC  
Location: Camp Pendleton, CA Date: 5/22/12  
Bid Date Extended from: 1/30/12  
Ref#: M6890912R1048  
Owner: Department of the Navy, Camp Pendleton, CA,  
Jon D. Aaron  
SIC: 541512



## BAY AREA CONTRACT COMPLIANCE OFFICERS ASSOCIATION

■ Continued from page 1



**John Avalos,** Photo Credit: John Avalos  
Supervisor, City and County of San Francisco,  
as BACCOA's Public Service Dream Advocate

to career development, and application of the Privileges and Immunities Clause of Article IV of the U.S. Constitution (which prohibits discrimination against residents of other states in hiring). Having drafted local hiring and employment policies, and worked on living wage policies, DBE policies, and other community economic development initiatives, Gross brought the weight of his legal expertise to the topic.

After receiving his B.A. in



**Oren Sellstrom** Photo Credit: Oren Sellstrom  
is the associate director of litigation for the  
Lawyers' Committee for Civil Rights, based  
in San Francisco

Philosophy (concentration in philosophy of law), with High Distinction, in 1989 from University of Virginia, Gross completed his J.D. at Boalt Hall School of Law, University of California at Berkeley, in 1994, graduating in the top eleven percent of his class. He was a practitioner in residence at University of California, Hastings School of Law from 2008 to 2010.

### Current issues and policies impacting small businesses

Oren Sellstrom is the associate director of litigation for the Lawyers' Committee for Civil Rights, based in San Francisco. He energized the room with "(California) Prop 209 does not prohibit all race-conscious measures." In an era of uncertainty over application of race- and gender-conscious affirmative action programs in the wake of the voter-approved repeal of same, this represented the glimmer in a sky of gloom.

Sellstrom expanded the topic in adding that Proposition 209, the anti-affirmative action initiative, applied only to public entities. Further, in a nod to Colette Holt's earlier presentation on building defensible DBE programs, Sellstrom noted that "anecdotal evidence is powerful and critical" when presented to the courts.

The trend of the last decade of public agencies migrating to race- and gender-neutral small business enterprise (SBE) programs, emulating, in many respects, the federal government's Small Business Administration's 8-A program, was also discussed. Sellstrom observed that, while SBEs are more flexible and rising in numbers, participation plummets when race- and gender-conscious measures are revoked (in lieu of SBE programs).

Most telling, perhaps, was Sellstrom's final comment: "What exists on paper is only half the battle (if that), especially in the absence of committed leadership."

Mr. Sellstrom represents a coalition of minority-owned business groups seeking equal opportunity in public contracting. He is engaged in extensive litigation and legislative advocacy on this issue, including on the scope and reach of Proposition 209.

Sellstrom is a 1992 magna cum laude graduate of Harvard Law School.

### John Avalos, Public Service Dream Advocate

The workshop was capped with BACCOA's presentation of its Public Service Dream Advocate award to John Avalos, supervisor, City and County of San Francisco.

In making the presentation on behalf of BACCOA, board member Beverly Johnson, contract equity manager for



**Julian Gross,** Photo Credit: Julian Gross  
principal at the Law Office of  
Julian Gross, San Francisco

East Bay Municipal Utility District and long-time minority business enterprise advocate, acknowledged Mr. Avalos' extensive, significant and selfless service throughout his time in the Bay Area.

Avalos worked as an educator and counselor with the San Francisco Conservation Corps and the Columbia Park Boys and Girls Club. There he taught high school equivalency and college prep classes. While studying for his master's degree in social work, Avalos interned at the Mission Neighborhood Health Center in the adult medicine and HIV/AIDS clinic.

Born in Wilmington, California, Avalos is a third-generation Mexican-American and the first from his family to graduate with a university degree, earning his bachelor's degree in English literature, with honors, in 1989 from the University of California at Santa Barbara.

Consistent with the workshop's theme, it was noted that Supervisor Avalos sponsored and has been a strong advocate for the City and County of San Francisco's Local Hiring Ordinance for Construction.

BACCOA president Estela Tarano wrapped up the workshop by thanking the presenters, participants, and Supervisor Avalos. For the presenters, too, she added, "Words are not enough to thank you for being so professional and passionate about what you do; that is what makes you excellent in your fields

of endeavor." Tarano went on to thank the participants, as well, for their support and attendance in making the workshop successful.

Slides bulleting the speakers' presentations are available on the BACCOA web site at [www.BACCOA.net](http://www.BACCOA.net).

One workshop participant Bernida Reagan, of Merriwether & Williams Insurance Services, assessed it this way: "It was important that both issues, small and minority business challenges and the current state of local hiring statutes, were covered at the same meeting." Reagan, former director of social responsibility for the Port of Oakland, is now the director of community and client relations for Merriwether & Williams. In that role, she oversees public works bonding and financing services for clients in San Diego, Los Angeles and the San Francisco Bay Area. She added, "It's important that the issues are seen from employment, community, and agency perspectives."

**BACCOA's next workshop is scheduled for October 5, 2012, at the Santa Clara Valley Transportation Authority, San Jose, California. The topic is to be announced at a later date and will be posted on the organization's web site.**

\*\*\*\*\*

### BACCOA Mission Statement

- To provide a platform for persons who are responsible for implementing Equal Employment Opportunity; Labor; and Contract Compliance Programs with the objective to increase minority, women, disadvantaged, small, emerging, and disabled veteran business participation in employment and business contracting, and to actively increase minority and women employment opportunities
- To enhance the knowledge of equal opportunity, labor and contract compliance of our members; to increase their management skills and their effectiveness as leaders in their fields and as part of the community that surrounds them; and to prepare them, both individually and as a group, as resources to agencies, private companies, corporations and to assist other individuals who work in the areas of equal employment opportunities, labor and contract compliance
- To monitor, interpret, and take the appropriate action on Federal and State legislation relative to equal employment opportunity, labor and contract compliance programs
- To develop and recommend strategies for promoting and defending equal employment opportunity; labor and contract compliance programs; and diversity programs.

# 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:

### MP200 6TH FLOOR TELECONFERENCE ROOM RENOVATION Project Number 944844.01

**DESCRIPTION OF WORK:** This Project is the conversion of an existing waiting area on the 6th floor of the Medical Plaza 200 building into a new teleconference suite. The new suite shall be constructed to accommodate state-of-the-art teleconference technology, conferencing/ teaching video/ monitoring equipment, along with teleconference interconnectivity to other locations. Construction shall include: new partitions and ceiling; renovation of existing HVAC system and ductwork; upgraded power, lighting controls, data; finishes; and equipment mounting. Equipment shall include CFCL, OFCI, OFVI, VFVI; Contractor shall be required

to coordinate all work with outside equipment vendors. University will provide points of connection for power and data.

The estimated construction cost is \$375,000.00.

#### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on May 8, 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., June 12, 2012**

**MANDATORY PRE-BID CONFERENCE & JOB WALK:** A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on May 15, 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](http://www.ucla.edu/map)). For further information, contact James Montero at 310-206-0668.

*(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)**

**PREQUALIFICATION:** To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidders must submit to the above-listed location a completed Prequalification Questionnaire in a sealed envelope no later than:

**3:00 p.m., May 22, 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.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
(Visit our website at: <http://www.capital.ucla.edu>)



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:

### SPAULDING FIELD SYNTHETIC TURF REPLACEMENT Project Number 3502318

**DESCRIPTION OF WORK:** The Spaulding Field Turf Replacement Project consists of the removal of approximately 93,000 square feet of drainage mat and synthetic turf. The repair, regrading and stabilization of areas of existing soil cement sub-grade that have been damaged by water intrusion. The field will then have a leveling course applied, impermeable liner and finally the synthetic turf.

The estimated construction cost is \$555,999.00.

#### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on May 8, 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.)

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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 22, 2012**

**MANDATORY PRE-BID CONFERENCE & JOB WALK:** A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on May 15, 2012 beginning promptly at 1:30 p.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 1:30 p.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](http://www.ucla.edu/map)). For further information, contact Sean O'Melia at 310-206-0038.

*(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:

**D12 License (Synthetic Products)**

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.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
(Visit our website at: <http://www.capital.ucla.edu>)

## SBA Hosts Business Matchmaking to Link Small Businesses with Federal Contract Opportunities during National Small Business Week

The U.S. Small Business Administration will host a business matchmaking event allowing small businesses to discuss procurement opportunities with major corporations and federal agencies during National Small Business Week on May 22 in Washington, DC.

The event will give small businesses from across the country gathered for National Small Business Week an opportunity to have face-to-face meetings with prime contractors and federal agencies to learn about specific contracting and subcontracting opportunities. This is part of SBA's Procurement Day which will also feature federal contracting panels on gaining access to federal prime contracting and subcontracting opportunities.

The business matchmaking sessions are open to small businesses that register for National Small Business Week. Small businesses must have a DUNS number, which can be obtained by going to the DUNS official Web site at ([www.dnb.com/us](http://www.dnb.com/us)), and must be registered in Central Contractor Registration ([www.ccr.gov](http://www.ccr.gov)), the federal government's official database of small businesses wishing to secure federal contracts.

The face-to-face matchmaking meetings will be 15 minutes, matching approximately 150 businesses and 20 buyers based on their compatibility and the buying needs of the federal agencies and corporations. Small business owners interested in participating must first register for National Small Business Week at [www.nationalsmallbusinessweek.com](http://www.nationalsmallbusinessweek.com).

Once registered, they will receive a code to allow them to complete their business matchmaking registration at: <https://nsbw.mybusinessmatches.com>. Registration for the event will close on May 18, 2012. One session will be held on May 22 from 10:00am-12:30pm and the second session will be held from 3:00pm-5:00pm.

During the forums, small businesses will learn how to market themselves to the federal government and go after government contracting opportunities. Once small business owners register for the workshops, they will have the option of attending any of three sessions:

**Government Contracting 101: Small Business Contracting Programs (10:00-11:15am)**

**Insights into Federal Contracting Opportunities with Federal Agency Offices of Small and Disadvantaged Business Utilization (OSDBUs) (10:00am-11:15am and 11:30am-12:45pm)**

**Improving your Business through Subcontracting Opportunities (11:30am-12:45pm)**

For more information about the Matchmaking event, visit: <https://nsbw.mybusinessmatches.com> and National Small Business Week <http://www.nationalsmallbusinessweek.com>.

Small Business Week 2012 sponsors and cosponsors include: AARP, Association of Small Business Development Companies, AT&T, Dun & Bradstreet, InterContinental Hotels Group, International Franchise Association, Lockheed Martin, Microsoft, National Association of Development Companies, National Association of Government Guaranteed Lenders, National Association for the Self-Employed, National Small Business Association, Neustar, Northrop Grumman, Office Depot, Paychex, Inc., Prudential, Raytheon, Sage Software, Inc., Salesgenie, SCORE, Small Business Investor Alliance, T-Mobile, VISA, Wall Street Journal and Women Impacting Public Policy.

Continued on page 12

# CALIFORNIA PUBLIC LEGAL NOTICES



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

Contract No. 1931J  
(ID No. FCE12087)

### PAVEMENT RENOVATION AND SEWER REPLACEMENT - SAN BRUNO AVENUE AND BAYSHORE BOULEVARD

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on June 6, 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 located on San Bruno Avenue and Bayshore Boulevard and consists of pavement renovation, traffic routing, traffic signal conduits, pullboxes, sewer replacement, water line anode installation, and all other related work. The time allowed for completion is 250 consecutive calendar days. The Engineer's estimate is in excess of \$5,700,000. 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 Lump Sum basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chap-

ter 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 **May 22, 2012, 1:30 p.m.**, at 1680 Mission Street, 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.

5/10/12  
CNS-2309488#  
SMALL BUSINESS EXCHANGE



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

Contract No. 7368A  
(ID No. FCA12085)

### 5TH AND MISSION PARKING GARAGE 2ND FLOOR MAINTENANCE

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on May 30, 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".

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 to be done under this contract is located at the 5th & Mission Parking Garage at 833 Mission Street, San Francisco, CA and includes repairing cracks and delaminated concrete, installing a penetrating corrosion inhibitor coating to protect the rebar from corrosion, and installing a waterproof membrane on the entire floor. The time allowed for completion is 90 consecutive calendar days. The Architect's estimate is in excess of \$886,500. For more information, contact the Project Manager, Douglas Ullman at (415) 557-4722.

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

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

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call

Romulus Asenloo at (415) 252-2539 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 9:30 a.m. on May 15, 2012 in the Main Conference Room, 5th Floor at 30 Van Ness Avenue, SF 94102.

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 or B" 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 Executive Director/CEO of Municipal Transportation Agency recommends the contract for award, and the Municipal Transportation Agency Board of Directors then adopts a resolution awarding the Contract. 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.

5/10/12  
CNS-2310847#  
SMALL BUSINESS EXCHANGE

## THE WEINGART CENTER ASSOCIATION

The Weingart Center Association (Sponsor) will receive sealed bids for the following project to Design/Build a **HVAC Circulating Fans** in Los Angeles, CA

### INVITATION FOR CONSTRUCTION BID

Work will be bound by all relevant regulations to satisfy the California Department of Housing and Community Development and City of Sacramento funding requirements.

For information and complete package of the required bid forms, please contact Maurice Ochoa, Weingart Center Association 566 South San Pedro Street, Los Angeles, California 90013 at telephone number (213) 689-2172.

Bids will received until **2:00 p.m. on the 25th day of June, 2012** in the Weingart Center Association office located at 566 South San Pedro Street, Los Angeles, California, at which time and place all bids will be publicly opened and read aloud.

The plans and specifications are on file at the office of the Weingart Center Association at 566 South San Pedro Street, Los Angeles, California.

#### Project Description

Replacement of fifty-five (55) HVAC circulating fans in building located at 566 S. San Pedro Street, Los Angeles: The project includes furnishing all labor, equipment and materials required to perform the HVAC Circulating Fan Replacement Project but is not limited to the removal of the existing circulat-

ing fans and associated equipment then installation of new circulating fans, other appurtenances and incidental items. Patching and painting as necessary to achieve a complete installation. This project is to be permitted, complete and ready for use within compliance with the latest codes and regulations of Federal, State, and local regulatory agencies.

A walk-through-inspection of the site is scheduled for May 23rd 2012, at 566 South San Pedro Street, Los Angeles, California 90013.

Local, minority, disadvantaged and women owned businesses are encouraged to apply.

Copies of the Contract documents may be obtained by the Sponsor. Postage cost for document transmittal must be paid by bidders.

Bids in excess of \$25,000 shall be accompanied by a bid guarantee in the form of a money order, cashier's check, certified check or bank draft payable to the Sponsor, U.S. Government bonds, or a satisfactory bid bond executed by the bidder and acceptable sureties in an amount equal to five (5%) of the bid. No bid may be withdrawn for a period of thirty (30) days after bid opening.

All bidders will be required to certify that they are not on the federal Consolidated List of Debarred, Suspended and Ineligible Contractors. (Complete attached certification).

The Contract documents required to accompany all bids (Item I, Bid Form) shall be in an envelope which shall be clearly labeled with the words "Contract Bid Documents," and show the project

identifications, name of bidder, and date and time of opening.

In the event that the Sponsor awards a Contract under these Contract Documents in excess of \$25,000 the successful bidder shall be required to post both a Performance Bond or equivalent security and a Payment Bond and furnish evidence of Workers Compensation and Liability insurance in the favor and amount as required by these Contract documents.

#### Attention is called to the following requirements:

The bidder shall submit a detailed cost breakdown including 10% retention of construction costs, separating materials and labor, with the bid. This breakdown, upon approval by the Sponsor, shall become part of the Contract documents (Item VI, Work Plan).

The successful bidder will be required to comply with all nondiscrimination laws and regulations pursuant to the provisions of Section 8.08 of Item VIII, General Conditions.

The Sponsor reserves the right to utilize a joint control firm for purposes of valuing the work done or disbursement of payments or both.

The Sponsor reserves the right to postpone, accept, or reject any and all bids as the Sponsor deems in its own best interest, subject to the terms and provisions of the Contract documents.

Sponsor: **Weingart Center Association**  
566 South San Pedro Street  
Los Angeles, California 90013  
Telephone 213.689.2172 • Facsimile 213.689.9659

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

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

#### CAMPUS ROADS - MCLAUGHLIN ROAD REHABILITATION Project Number: 8900-048

**Description of Work:** Project to include the rehabilitation of two lane asphalt road running from the McLaughlin bridge to the 20 MPH curve. Also included are pedestrian curb-cuts, and potentially new drainage features.

**Bid Deadline:** Sealed bids must be received on or before **Friday, May 25, 2012 at 3:00 P.M.**

Bids will be received only at:

Physical Planning and Construction,  
UNIVERSITY OF CALIFORNIA, Santa Cruz  
1156 High Street, Barn G, Contracts Trailer  
Santa Cruz, CA 95064  
831-459-5540

A mandatory Pre-Bid Conference and mandatory Pre-Bid Job Walk will be conducted on **Friday, May 11, 2012** beginning promptly at **1:30 P.M.**

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



# CALIFORNIA PUBLIC LEGAL NOTICES

## UC SAN FRANCISCO MEDICAL CENTER

### ANNOUNCEMENT TO PREQUALIFIED BIDDERS AND ADVERTISEMENT FOR BIDS

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

**Long Hospital (L3) Nuclear Camera Replacement Project No.: 09-514 / Contract No.: L00132**

UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO MEDICAL CENTER

#### DESCRIPTION OF WORK:

This project will renovate a 717 square foot area on the 3rd floor of Long Hospital located at 505 Parnassus Ave in San Francisco. The existing work area consists of 2 General Electric Nuclear Medicine Cameras. This equipment is outdated and a new 670NM-CT unit will be installed to replace the 2 cameras. The project consists of renovating the space to accommodate the new unit. An existing patient bathroom within the area will be ADA upgraded. The existing HVAC and electrical systems will be upgraded to accommodate the new equipment. A new fan coil unit will be installed in the ceiling of the procedure room. Structural work includes coring

for MEP fans from equipment/control/gantry. The project are will be upgraded with new floors, ceiling and casework.

**THE ESTIMATED CONSTRUCTION COST OF THIS PROJECT IS \$850,000 to \$875,000.**

**The following contractors have been prequalified to bid on this project and the University will ONLY receive bids from the following:**

#### General Contractors

Cameron Builders, Inc.  
City Building, Inc.  
Charles Pankow Builders  
TCB Builders, Inc.

#### PROCEDURES:

Bidding Documents will be available to Bidders on May 2, 2012 (10:00 AM) and will be issued from:

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103  
Contact Persons: Ben La (415) 476-5030 (9AM - 5PM)  
Mario Carmona (415) 476-2518 (before & after working hours)  
Fax No. (415) 476-8278

Bidding Documents can be viewed and may be ordered on line at the following website address: <http://www.ucsfplans.com/>  
Click "UCSF Medical Center" link

Bidders must attend a mandatory Pre-Bid Conference at 10:00 AM Wednesday, May 16, 2012. For details, see above website address.

Bids will be received only at Office of Design and Construction, University of California, San Francisco Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

**Bid Deadline: Sealed Bids must be received on or before 2:00 PM, Thursday, May 31, 2012** and will be opened after **2:05 PM**.

Prior to the Bid Deadline and after the bid opening, the University may establish a new Bid Deadline no earlier than 24 hours from the prior Bid Deadline, if no material changes are made to the bidding documents, and no earlier than 72 hours if material changes are made. In such event the University will, at a minimum, notify all persons or entities known by the University to have received a complete set of Bidding Documents and who has provided a street address or facsimile number for receipt of any written pre-bid communications.

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.

The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements in the bidding documents and to pay prevailing wage rates at the location of work.

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

**LICENSE CLASSIFICATION: General Building**  
**LICENSE CODE: B**

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, San Francisco Medical Center  
May, 2012

## UC SAN FRANCISCO MEDICAL CENTER

### ADVERTISEMENT FOR BIDS (AFTER PREQUALIFICATION)

Subject to conditions prescribed by the University of California, San Francisco Medical Center, sealed bids for a CM at Risk contract awarded on the basis of Best Value competitive bidding are invited for the following work:

**Ambulatory Care Center (ACC)  
4th Floor Hematology Renovation  
Project Number 12-686 /  
Contract Number: CM0006  
UNIVERSITY OF CALIFORNIA,  
SAN FRANCISCO**

Description of Work: Relocation of all of the Hematology/Oncology units into one space on the fourth (4th) floor of the Ambulatory Care Center (ACC) building. The fourth (4th) floor will be completely gutted and rebuilt for the new Hematology/Oncology requirements. The floor consists of a total of 22,350 sf. Of which 3,190 is dedicated to the central utility core which will receive an interior finish upgrade. The department includes Infusion, Clinical, Research and Administration components.

The University will separately bid and award a Lump Sum Brief Form Contract to a Fire Protection Contractor (C-16) to provide labor and materials for installation of a fire sprinkler system for entire 4th floor of the Ambulatory Care Center (ACC) Building. If the University exercises its option on Option Sum Phase 2 of this CM at Risk contract, the University will then assign the fire sprinkler installation contract to the CM/Contractor. The CM/Contractor must agree to the Assignment of the fire sprinkler system contract and to the terms of the Assignment Agreement, included in these Contract Documents. See Exhibit 32.

Procedures: Bidding documents will be available to Bidders on **Tuesday May 8, 2012 (10 AM)** and will be issued from:

UCSF Documents, Media & Mail (UCSF-DMM)  
1855 Folsom Street, Room 135  
San Francisco, CA 94103  
Contact Persons:  
Ben La (415) 476-5030 (9AM - 5PM)  
Lisa Gee (415) 502-4523  
Fax No. (415) 476-8278

Bidding Documents can be viewed and may be ordered on line at the following website address: <http://www.ucsfplans.com/>

Click "UCSF Medical Center" link

(The parking lot and facility entrance can be accessed from 15th Street. There is a 15-minute-Green Zone free parking available at this location for order pick-ups). The Bidding documents will be available for viewing *only* in the regular Plan Rooms used by UCSFMC.

Submit a **NON-REFUNDABLE FEE** of \$50 per set of Bidding Documents. Acceptable payment methods are credit cards or company checks. **Personal Checks and Cash not accepted.** Company checks should be made payable to "Regents of the University of California" and are to be submitted to UCSF Documents, Media and Mail (UCSF-DMM) upon purchase of the bidding documents. There is an additional charge, paid by the Bidder, for shipping and handling fees for overnight mail. UCSF-DMM will charge fees according to option selected in shipping documents to you. Bidders may call UCSF-DMM to place an order.

Only prequalified bidders will be allowed to submit a Bid on this project. The following bidders have been prequalified to bid on this project:

#### Prequalified CM/Contractors

Herrero Contractors, Inc.  
Level 10 Construction  
Charles Pankow Builders, Ltd  
Turner Construction, Inc.  
XL Construction, Inc.

Bids will be received only at Office of Design and Construction, University of California, San Francisco, Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257.

**Bid Deadline: Sealed bids must be received by 2:00 p.m., Wednesday June 6, 2012.**

Bids will not be opened and only reviewed on **Wednesday June 6, 2012 at 2:05 pm** for the sole purpose of determining the number and timeliness of bids and to announce the identity of all bids.

#### MANDATORY PRE-BID MEETING:

A mandatory pre-bid/clarification meeting will be conducted on **Thursday, May 10 2012**, beginning promptly at **11:00 AM**. Only those bidders who participate in the pre-bid/clarification meeting, in its entirety, will be allowed to bid on the project. Participants must arrive at or before **11:00 AM**. Persons arriving later than **11:00 AM** will not be allowed to participate in the pre-bid/clarification meeting. Participants shall meet at **Long Hospital, Room L210, 505 Parnassus Ave, San Fran-**

**isco, CA.** Bidders shall come prepared with questions concerning needed clarifications and shall only send their project manager, superintendent, or other construction professional intended to work on the project to attend this meeting. For further information, contact the University's Representative, **Bob Gaderlund**, at **(415) 885-3542**.

Bid Security in the amount of 10% of the Anticipated Contract Amount shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

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 lowest responsible bidder will be selected on the basis of the best value to the University.

The objective criteria and methodology used to determine Best Value are described in the Bidding Documents. The best value to the University is the selection resulting in the best combination of price and qualifications.

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

**License Classification:**  
**General Building Contractor**

**License Code: B**

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

**Anticipated Contract Value is \$7,750,000**

**Maximum Anticipated Contract Value is \$8,000,000**

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, San Francisco Medical Center  
May, 2012

## ABANDONMENT OF FICTITIOUS BUSINESS NAMES

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

File No. 0321487

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

1.) **YiLin Scrap Metals Trading Company**  
Located at **1301 Geneva Avenue, San Francisco, CA 94112**

This fictitious business name was filed in the County of San Francisco under file # **0321487** on: **7/24/2009**

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

Full Name of Registrant #1  
**Peter Zheng**  
**1301 Geneva Avenue, San Francisco, CA 94112**

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

Signed: **Peter Zheng**

This statement was filed with the County Clerk of San Francisco County on **April 27, 2012**

Filed: Susanna Chin  
Deputy County Clerk  
4/27/2012

S/3/12 + 5/10/12 + 5/17/12 + 5/24/12



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# SAN FRANCISCO FICTITIOUS BUSINESS NAME

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343221-00

Fictitious Business Name(s):

**1. Health Systems & Analytics**

Address

**1611 Golden Gate Avenue, San Francisco, CA 94115**

Full Name of Registrant

**Alliance Management Systems LLC (CA)**

Address of Registrant

**134 2nd Street, Pacific Grove, CA 93950**

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 **5/1/2012**.

Signed: **Donald K. Bruce**

This statement was filed with the County Clerk of San Francisco County on 5/3/2012.

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  
5/3/2012

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343228-00

Fictitious Business Name(s):

**1. Bayfitted**

Address

**508 Ellis Street, San Francisco, CA 94109**

Full Name of Registrant

**Christopher Calderon**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **January 1, 2006**.

Signed: **Christopher Calderon**

This statement was filed with the County Clerk of San Francisco County on 5/3/2012.

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:** Elsa Campos  
Deputy County Clerk  
5/3/2012

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343140-00

Fictitious Business Name(s):

**1. Caremore Moving and Storage**

Address

**1511 Gough Street, San Francisco, CA 94109**

Full Name of Registrant

**Caremore Moving and Storage, LLC (CA)**

Address of Registrant

**1511 Gough Street, San Francisco, CA 94109**

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

Signed: **Richard Scott Pitzalis**

This statement was filed with the County Clerk of San Francisco County on 5/1/2012.

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  
5/1/2012

**5/3/12 + 5/10/12 + 5/17/12 + 5/24/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343286-00

Fictitious Business Name(s):

**1. DHRAVIDA.COM**

Address

**164 6th Street, San Francisco, CA 94103**

Full Name of Registrant

**Amarnadh Kachepalli**

Address of Registrant

**164 6th Street, San Francisco, CA 94103**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/7/12**.

Signed: **Amarnadh Kachepalli**

This statement was filed with the County Clerk of San Francisco County on 5/7/2012.

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:** Mariedyne L. Argente  
Deputy County Clerk  
5/7/12

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343164-00

Fictitious Business Name(s):

**1. Long Rainbow Spa**

Address

**1311 23rd Avenue, San Francisco, CA 94122**

Full Name of Registrant

**Yuet Mei Chan**

Address of Registrant

**8 Nahua Avenue, San Francisco, CA 94112**

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

Signed: **Yuet Mei Chan**

This statement was filed with the County Clerk of San Francisco County on 5/2/2012.

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:** Mariedyne L. Argente  
Deputy County Clerk  
5/2/2012

**5/3/12 + 5/10/12 + 5/17/12 + 5/24/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0342995-00

Fictitious Business Name(s):

**1. Office and Commercial Cleaning Services**

Address

**462 Chenery Street, San Francisco, CA 94131**

Full Name of Registrant

**Anthony Juarez**

Address of Registrant

**462 Chenery Street, San Francisco, CA 94131**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/25/12**.

Signed: **Anthony Juarez**

This statement was filed with the County Clerk of San Francisco County on 4/25/12.

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  
4/25/2012

**5/3/12 + 5/10/12 + 5/17/12 + 5/24/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343215-00

Fictitious Business Name(s):

**1. Studio 17**

Address

**2111 Mission Street, Suite #304, San Francisco, CA 94110**

Full Name of Registrant

**Robert Donald**

Address of Registrant

**846 Arkansas Street, San Francisco, CA 94107**

Full Name of Registrant #2

**Gizella Donald**

Address of Registrant #2

**846 Arkansas Street, San Francisco, CA 94107**

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 **5/3/2012**.

Signed: **Robert Donald**

This statement was filed with the County Clerk of San Francisco County on 5/3/2012.

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:** Elsa Campos  
Deputy County Clerk  
5/3/2012

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## 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**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343067-00

Fictitious Business Name(s):

**1. YiLin Scrap Metals Trading Inc.**

Address

**47 Tingley Street, San Francisco, CA 94112**

Full Name of Registrant

**YiLin Scrap Metals Trading Inc. (CA)**

Address of Registrant

**47 Tingley Street, San Francisco, CA 94112**

This business is conducted by a **Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/26/2012**.

Signed: **Peter Zheng**

This statement was filed with the County Clerk of San Francisco County on 4/27/12.

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  
4/27/2012

**5/3/12 + 5/10/12 + 5/17/12 + 5/24/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343327-00

Fictitious Business Name(s):

**1. Rich Relief Massage**

Address

**2660 Gough Street, Suite 204, San Francisco, CA 94123**

Full Name of Registrant

**Dinair Pinheiro Sisson**

Address of Registrant

**2342 Fulton St San Francisco CA 94118**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/9/12**.

Signed: **Dinair Sisson**

This statement was filed with the County Clerk of San Francisco County on 5/9/2012.

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:** Mariedyne L. Argente  
Deputy County Clerk  
5/9/12

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343206-00

Fictitious Business Name(s):

**1. Continental Gems**

Address

**428 Sutter Street, San Francisco, CA 94108**

Full Name of Registrant

**Lily Chador**

Address of Registrant

**576 Whitewood Drive, San Rafael, CA 94903**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2012**.

Signed: **Lily Chador**

This statement was filed with the County Clerk of San Francisco County on 5/3/2012.

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:** Alex Liang  
Deputy County Clerk  
5/3/2012

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0343321-00

Fictitious Business Name(s):

**1. Tune-Up**

Address

**577 Hayes Street, Apt. A, San Francisco, CA 94102**

Full Name of Registrant

**Leandra Maile Rouse**

Address of Registrant

**577 Hayes Street, Apt. A, San Francisco, CA 94102**

This business is conducted by an **Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/9/2012**.

Signed: **Leandra Rouse**

This statement was filed with the County Clerk of San Francisco County on 5/9/2012.

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:** Mariedyne L. Argente  
Deputy County Clerk  
5/9/12

**5/10/12 + 5/17/12 + 5/24/12 + 5/31/12**

# BANKING \$ FINANCE

## New Report: Tax Credits Could Help More Than 375,000 CA Small Businesses Provide Health Coverage for 2.4 Million Workers

Affordable Care Act Program Helps California Small Businesses Offer Benefits and Compete Against Larger Companies for Best Talent

More than 2.4 million California workers are employed by the more than 375,000 small businesses in the state eligible for \$1.8 billion in tax credits in the federal healthcare reform, according to a new report released today. The tax credit helps small businesses pay for health coverage for their employees. A major obstacle to coverage, the report notes, is that many small business owners are unaware of these tax credits because of the noisy—and often misleading—debate over healthcare reform.

The tax credit program is outlined in a report released today by Small Business Majority and the consumer group Families USA. The report contains detailed information on the number of eligible employers and employees in California whom the program could benefit. It also includes the total dollar amount of tax credits that could be provided to small businesses in the state.

In general, businesses with fewer than 25 full-time middle-class workers are now eligible to receive a tax credit of up to 35 percent of the cost of the health insurance they provide for their workers. In 2014, the size of the credit will increase to cover up to half of the cost of health insurance provided to workers.

The tax credit was included in the Affordable Care Act to help the smallest busi-

nesses offer coverage—those who traditionally have the most difficult time doing so. Nationally, in 2011, only 71 percent of small businesses with 10 to 24 workers offered coverage to their workers; among small businesses with fewer than 10 workers, only 48 percent offered coverage. By contrast, 99 percent of businesses with 200 or more workers offered coverage.

The following are among the key findings of the report, titled “Good Business Sense.”

- More than 375,000 small businesses in California (70.1 percent of California businesses with fewer than 25 workers) are eligible for tax credits to help with the cost of health coverage for their workers for the 2011 tax year
- More than 158,000 small businesses are eligible for the maximum tax credit when they file their 2011 taxes
- More than two in five (42.2 percent of) small businesses that are eligible for this tax credit are eligible for the maximum tax credit when they file their 2011 taxes

### The following are key report findings about California workers.

- More than 2.4 million Californians are employed by a small business that is eligible for a tax credit for the 2011 tax year
- Of these workers, more than 759,000 are employed by a small business that is eligible

for the maximum credit

- The total value of the tax credits that are available to eligible small businesses for 2011 is more than \$1.8 billion, an average of \$752 per worker
- The total value of the tax credits that are available to small businesses eligible for the maximum credit is more than \$759.1 million, an average of \$1,000 per worker

The report also contains data by race and ethnicity on the number of workers who can benefit from the tax credits. As the report makes clear, however, workers and employers can only begin to benefit when they become aware of the tax credit program.

Among small businesses with low-wage workers, the likelihood of offering coverage is even lower. As a result, lower-wage workers employed by small businesses are much more likely to be uninsured than other working Californians.

“We know from our opinion polling that small businesses in our state want to offer their employees coverage but many of them can’t afford it. The tax credits will make it easier for small businesses to offer coverage, which makes their businesses more competitive and boosts their ability to create jobs and drive economic growth,” said John Arensmeyer, CEO of Small Business Majority.

“Small businesses seeking to provide health coverage for their employees have tradi-

tionally faced health insurance premiums that are significantly higher than those for large businesses,” said Ron Pollack, executive director of Families USA. These high premiums are due to higher administrative costs and premiums per employee in the small group insurance market, he said.

“The tax credit program, a provision of the Affordable Care Act, now makes it possible for small business to compete with large employers,” Pollack said. “This is great news for these small companies, who can now offer health benefits when competing for talent in the job market. Just as importantly, it’s great for workers and their families who will now have access to affordable health care.”

“We also know from our polling that the majority of small businesses don’t know these credits exist to help them,” Arensmeyer said. “The best way to serve small business owners in California is to educate them about this provision so they can participate in and benefit from it.”

Families USA and Small Business Majority contracted with The Lewin Group to develop the estimates used in the report. The full report, “Good Business Sense: The New Small Business Health Care Tax Credit in California is available at <http://www.smallbusinessmajority.org/small-business-research/healthcare/>.

*Source: The Voice for Health Care Consumers*

## What Is A Good Business Credit Score?

It’s hard to imagine that just a couple of decades ago, most people couldn’t tell you the first thing about credit scores. Of course in the years since then, we’ve been bombarded with ads for scoring services practically everywhere we look. As a result of the increased awareness, most consumers know what a good credit score range is nowadays.

But what about business credit scores? Because they’re rarely talked about, the vast majority of people have absolutely no clue what a good business credit score is. Here’s what you need to know about them.

### Numerical Range

Unlike a consumer FICO score which runs on a 300-850 range, a business score operates on a completely different range – from 1 to 100 for a Dunn & Bradstreet PAYDEX Score (which is the most popular business scoring model used today).

So what’s a good business credit score? Well it’s a lot more intuitive, that’s for sure. Think of it as letter grading, where every 10% equals a different grade: 90-100 is excellent, 80-89 is good, 70-79 is fair, and so forth. Most lenders like to see a 75 or higher.

### Scoring Formula

With consumer credit scores, there are dozens of different components factored into the algorithm. However the PAYDEX formula is relatively straightforward – it’s based on how quickly the business pays its creditors and suppliers. The faster you pay, the higher your score will be. To give you an idea, here are the payment expectations for the first five tiers:

- 100 – Payments may come early
- 90 – Payments generally come within early payment

discount period

- 80 – Payment is prompt
- 70 – Payment comes 15 days beyond terms
- 60 – Payment comes 22 days beyond terms

In order for the score to be calculated, D&B requires you to have at least five trade accounts on record with them. The formula gives greater weight to accounts for higher amounts. For example, if you have a trade account at \$10,000/month, that’s going to be weighed much more heavily than two accounts at \$100/month.

### Other Models

Although the D&B PAYDEX is by far the industry leader, the credit bureaus Equifax and Experian are also popular for providing business scores. Their algorithms tend to be more complex since they also factor in things like credit utilization and company demographics.

**Equifax’s Small Business Credit Risk Score** – This is a bit different than PAYDEX, in that it focuses on how likely a business will incur a 90+ day delinquency or charge-off on financial service accounts within the next 12 months. Its range is 101-992.

**Equifax’s Small Business Credit Risk Score for Suppliers** – Same goal as above, but this one is for suppliers. The range is 101-816.

**Equifax Business Failure Risk Score** – As the name implies, this specifically analyzes the likelihood of whether or not a company will go under within the next 12 months. Its range is 1,000-1,880.

**Experian’s Intelliscore Plus** – This is another model that focuses on the chance of a company being 90+ days late (or worse)

within the next 12 months. For example with a score of 96-100, the bad debt rate is 0.83% (99.7% good debt). The range on this one is 1-100, which is the same as PAYDEX.

These are some of the most common, but there are other models on the market too.

### More Than a Number?

Something to keep in mind is that your business creditworthiness goes far deeper than just a number. All the number does is predict the likelihood of payment on a trade account. If you think your loan or credit card application will be approved solely based on that, think again. D&B reports also assign ratings on your report for financial strength, number of employees, and more. You can view them here.

Furthermore, many creditors will do things “the old-fashioned way” and check references, in addition to the score. I have a friend who worked at a small skin care product manufacturer with about \$10 million in annual sales. When selling their products to distributors, he said the primary way they gauged creditworthiness (in addition to scoring) was by requesting letters of recommendations from other trade accounts.

Meanwhile when it comes to loans, credit cards and mortgages, your company typically will need to have a robust credit file and revenue history. Learn more about getting SBA loans.

Mike researches and rates the best credit cards on Credit Card Forum. When it comes personal (non-business) scoring, he recently wrote a guide about what is considered a good credit score for consumers/individuals to have.

*Source: SBAloans-123.com*



## GOOD FAITH & BEYOND

### Diversity Outreach & Subcontracting Opportunities

SBE, in accordance with 49 CFR Part 26, is positioned to assist companies to enhance their good faith efforts and 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 ADVERTISEMENTS

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](http://www.sbeinc.com)
- Ad placement services 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

703 Market Street, Suite 1000, San Francisco, CA 94103  
 Phone: 415.778.6250 or 800.800.8534  
 Fax: 415.778.6255  
 Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
 Website: [www.sbeinc.com](http://www.sbeinc.com)  
 SBE is a certified DBE - CA UCP Firm #5988

**SMALL BUSINESS EXCHANGE**

### Our B2B database creates a bridge to opportunity

Our legacy database contains the profiles of companies throughout the nation.

The database includes both certified small minority, woman, disadvantaged, and disabled veteran businesses and businesses that are potentially certifiable. Each business record contains 35+ fields of information including contact information, certifications, business SIC/NAIC codes, and much more. SBE imports businesses from multiple nationwide sources including SBA CCR, State DOT DBE's, over 60 city and state universities, and businesses certified by many local agencies.

# FHLBank San Francisco

#### Continued from page 1

building activities. With individual grants ranging between \$20,000 and \$50,000, last year's grant recipients had a wide variety of goals, including:

- creating or expanding job training programs and employment services targeted specifically to at-risk youth, low-income immigrant populations, recovery program participants, and others
- incubating or growing entrepreneurial social enterprises that generate living-wage jobs
- facilitating commercialization of emerging clean energy and environmental technology companies
- providing technical assistance and support to establish or grow healthy-food enterprises in underserved areas
- implementing site improvement and economic development plans on a Native American campground to create a multi-generational affordable housing village designed for families, children being raised by relatives, and transition-aged youth.

Since the program was launched in 2004, more than \$4 million in AHEAD Program grants have been awarded to support 162 projects in Arizona, California, and Nevada. For more information about the AHEAD Program, the application process, and previous grant recipients, visit the Bank's website at [fhlsf.com](http://fhlsf.com). Applications

*"Previous grants have gone to a variety of innovative and effective projects that are now producing jobs and other benefits, bringing hope to hard-hit communities. We look forward to seeing more such solutions."*

**Marietta Núñez**  
 Vice President, Community Lending,  
 at FHLBank San Francisco

will only be accepted from members of the Bank and must be submitted by June 4, 2012.

#### Federal Home Loan Bank of San Francisco

The Federal Home Loan Bank of San Francisco delivers low-cost funding and other services that help member financial institutions make home mortgage loans to people of all income levels and provide credit that supports neighborhoods and communities. The Bank also funds community investment programs that help members create affordable housing and promote community economic development. The Bank's members are headquartered in Arizona, California, and Nevada and include commercial banks, credit unions, industrial loan companies, savings institutions, insurance companies, and community development financial institutions.

Source: *Federal Home Loan Bank of San Francisco*

## Business Matchmaking

#### Continued from page 7

The U.S. Small Business Administration's participation in this cosponsored activity does not constitute an express or implied endorsement of any cosponsor's, donor's, grantee's, contractor's or participant's opinions, products, or services. All SBA programs and cosponsored programs are extended to the public on a

nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance, by contacting [sbw@sba.gov](mailto:sbw@sba.gov). Cosponsorship Authorization #SBW2012.

Source: *U.S. Small Business Administration*

### SMALL BUSINESS EXCHANGE, INC BID OPPORTUNITY RECORDS CONTAIN THE FOLLOWING INFORMATION

- 1. Bid Category:** Procurements in construction, products, services and professional services categories.
- 2. Bid Date:** Bids are sorted by parish.
- 3. Title:** Name of the bid or proposal.
- 4. Location:** Town or city in which the project is located OR the product is to be delivered.
- 5. Bid Date and Time:** Date and time bid is opened.
- 6. Prebid Conference:** Date and time; it will be indicated if conference is mandatory.
- 7. Reference #:** Number of the bid or proposal. If given, this number should be referenced when inquiring about the bid.
- 8. Description:** LBJ maintains but does not publish bid descriptions. When available they are provided through daily email, daily fax, and on our website-[www.louisianabusinessjournal.com](http://www.louisianabusinessjournal.com)
- 9. Duration:** The time allotted to complete a delivery or project
- 10. Estimate:** The owner's estimate of the dollar value of the bid or proposal.
- 11. Last Addendum Received:** The number of the last addendum received by the LBJ.
- 12. Owner:** The agency by whom the contract is being released. When available, the name, address, telephone, fax number, contact name is included.
- 13. Goals/Preferences/Special Subcontracting Requirements:** Numerical goal and preference requirements for SBE (Small Business Enterprise), MBE (Minority Business Enterprise), WBE (Woman Business Enterprise), DBE (Disadvantaged Business Enterprise), SDBE (Small Disadvantaged Business Enterprise), SWBE (Small Woman Business Enterprise), LBE (Local Business Enterprise), DVBE (Disabled Veteran Business Enterprise). Special subcontracting provisions: SBSA-(Small Business Set-Aside), SDBSA-(Small Disadvantaged Business Set-Aside), B(A)-(Set-Aside for Negotiation or for Bid by U.S. Small Business Administration Certified 8a firms), LSA-(Labor Surplus Area), TACPA-(Target Area Contract Preference Act), Entrp Zon-(Enterprise Zone), Fed Aid-(Federal Aid Project),

1	ENGINEERING
2	June 29, 2012
3	ENGINEERING SERVICES
4	Location: Hayward, CA
5	Date: 5/15/12 6:00PM
6	Prebid Conf: 5/10/12 9:00 AM MANDATORY
7	Ref#: 2660-415
8	Description available through electronic service
9	Duration: 260 working days
10	Estimate: \$75,000
11	Last Addn Revd: 1
12	Owner: CA Transportation Department
13	Goal: 5% SBE
14	Notes: 1.
15	SBSA: reqs in writing or fax, 10% bid bond
16/17	SIC: 1542 ###
18	Docs Avail: CA Transportation Department

HUBZone-(Historically Underutilized Business Zone).

14. **Notes:** Reference to notes for federal procurement opportunities.

15. **Comments:** Additional information particular to this solicitation.

16. **SIC:** Standard Industry Classification Code.

17. **### (Symbols):** Indicates a change since first reported.

18. **Location of bid documents.**