

This Week's Friday Report



San Francisco Hispanic Chamber of Commerce

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FRIDAY REPORT: August 14, 2009

Upcoming Events



- [Aug 19-22 - Save the Date: California Hispanic Chambers of Commerce State Convention](#)
- [Aug 27 - Business Mixer with Latino Associations](#)
- [Sep 12 - Viva Las Americas at Pier 39](#)
- [Sep 18 - Latino Business Leadership Awards and SFHCC 25th Anniversary Celebration](#)



Check the [Mark Your Calendars](#) Section for more information about these events.

WEATHER

San Francisco Weekend Weather

Saturday ⁵	Sunday ⁶
 <p>High 62°F Low 57°F</p> <p>Partly Cloudy</p>	 <p>High 62°F Low 55°F</p> <p>Partly Cloudy</p>
Precip: 10%	Precip: 10%

NEWS

Last Chance to Register for California Hispanic Chambers of Commerce State Convention in San Diego from Aug 19-22

Visit www.cahcc.com for details. Highlights include CHCC Annual Golf Tournament, Discussion of the vital legislative and economic issues affecting our business community with key elected officials and policy makers, Informative business development and chamber development sessions, Networking opportunities, One-on-One Procurement Matchmaking meetings, Annual Latina Recognition Luncheon, International Trade Breakfast, and Annual Awards Gala.

Hotel Workers Gear Up For Rally As Contract Expires

By: Tamara Barak Aparton, Examiner Staff Writer

SAN FRANCISCO, LABOR, HOTELS, CONTRACT DISPUTES - A contract expires today for 9,000 San Francisco hotel workers - the same group whose 2004 strike and subsequent lockout by employers brought The City's vital tourism industry to its knees. About 1,000 workers and supporters are scheduled to rally at 4 p.m. today on Market Street between Third and Fourth streets before marching around Union Square hotels. Workers say the hotel industry has increased their workload. They also fear their health benefits will be cut, said Riddhi Mehta, spokeswoman for Unite Here Local 2, which represents 12,000 hospitality workers in San Francisco and San Mateo County.

While hotels enjoyed a period of record profits between 2004 and 2007, the gains have been wiped away, said hotel analyst Tom Callahan of San Francisco's PKF Consulting, noting that city hotels lost 20 percent of room revenue in the first six months of 2009. Mehta said it was too early to predict whether a strike would be possible at any of the 32 union hotels in San Francisco. Local 2 is negotiating with each hotel chain separately and has had only a handful of meetings, she said. Elena Duran, a waitress who has worked for 18 years at the Palace Hotel, said she's the sole provider of health benefits for her three children.

"I wouldn't be able to send my kids to college or take them to the hospital without these benefits," she said. Joe D'Alessandro, president of the San Francisco Convention and Visitors Bureau, said he believes both sides are being realistic about the economic times. "Obviously the economy is substantially different and we need jobs for people," he said. In 2004, contract disputes spurred a strike at four hotels and subsequently resulted in a lockout by employers at 14 of The City's largest hotels. Business leaders, unnerved by the instability, moved conferences to other cities. Workers and hotels came to an agreement in 2006, after working without a contract for two years.

Development Projects Bode Well for S.F.

By Eric Young, San Francisco Business Times

Although still mired in recession, San Francisco has several large development projects that will generate jobs and help position the city for the future, political and business leaders said Wednesday. Projects at San Francisco General Hospital, Hunters Point, Treasure Island and San Francisco International Airport will improve the city's infrastructure and increase housing, said Mayor Gavin Newsom, speaking at a downtown business breakfast sponsored by the San Francisco Business Times. The city will start construction later this year to rebuild San Francisco General, environmental review for the second phase of construction at Hunters Point is nearly complete and the city is close to reaching an agreement with the federal government to transfer Treasure Island, Newsom said.

The mayor's comments come as the city is struggling with rising unemployment and falling revenue. Unemployment reached 9.1 percent in May, up from 4.3 percent a year ago. The city had to close a

\$438 million deficit - caused in part by declining revenue - by cutting services. Still the mayor sought to contrast San Francisco's woes with troubles elsewhere. "Our unemployment rate is high," Newsom said, "but it's among the lowest of any of the counties of California. Our bond rating is low, but it's the highest of all these counties in California. Our vacancy rates may be high but for class A I'm glad I'm not in South San Francisco. I'm glad I'm not in San Mateo. I'm glad I'm not in Redwood City. And I'm sure as heck glad I'm not in Palo Alto or San Jose. We're doing much better on relative terms."

Other speakers threw a spotlight on positive development opportunities. "We're very, very bullish on the future of the port," said Monique Moyer, executive director of the port of San Francisco. Her presentation Wednesday stood in contrast to her public comments a few years ago when the port had few developments on the horizon. Today the port is pushing forward with plans to build a new cruise ship terminal at Pier 27, to develop Pier 19 or 23 for space that will be leased for office, shops and restaurants and to refurbish space at Pier 33 for new offices. All those are moving ahead because of plans to sell \$60 million in bonds later this year.

The port also is moving closer to relocating the Exploratorium to Piers 15 and 17 from its Marina neighborhood home and to completing a draft master plan for Pier 70, which has several historic buildings and is being eyed as a site for mixed used development. Even as a number of city projects are moving ahead, some other areas of the real estate market are hurting. Home builders in the city have seen the housing market collapse. Now San Francisco is piling on the pain, said Oz Erickson, chairman of the Emerald Fund, a major condominium builder in the city. Erickson said San Francisco should consider a three-year moratorium on development fees. "The city has to do something really significant to jump-start residential construction," Erickson said.

Small Businesses Gain Increased Opportunity to Compete for Caltrans Contracts -- California Partners with U.S. Small Business Administration on First-In-The-Nation Initiative

In an effort to increase contracting opportunities for California's small businesses, the California Department of Transportation (Caltrans) has partnered with the U.S. Small Business Administration (SBA) to help California small businesses bid on construction projects. The first such partnership in the nation and one of the top ten recommendations from participants at Governor's Conference on Small Business & Entrepreneurship, the joint Bonding Assistance Initiative helps qualified small businesses access bond guarantees - which are required on Caltrans construction contracts and are currently difficult for small businesses to attain.

"Small businesses are the backbone of our economy and California's new partnership with the U.S. Small Business Administration relieves what was previously a huge challenge for these organizations in bidding on Caltrans projects," said Governor Schwarzenegger. "Helping California's small businesses helps our economy, helps our state - and in this case helps level the playing field for these small business contractors."

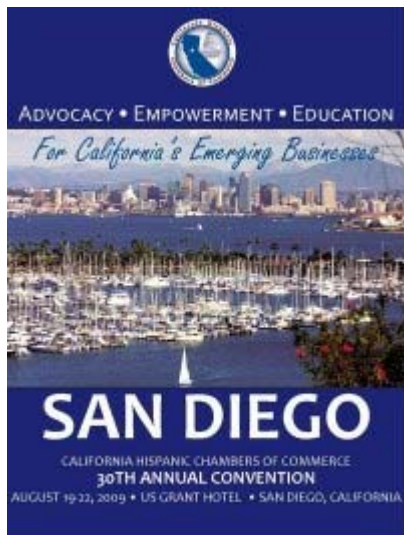
Under the joint Bonding Assistance Initiative, qualified small businesses can more easily obtain the necessary bond guarantees required on Caltrans construction contracts. Prior to this partnership, California-based small businesses faced a limited number of companies issuing SBA surety bond guarantees. California's new partnership with the SBA will increase the number of surety bond companies statewide so small businesses will have easier access to bond guarantees and applications, which are required on Caltrans construction contracts.

With better access to bond guarantees, this initiative will help increase small business bid participation as Caltrans advertises its projects, including those funded by the American Recovery and Reinvestment Act (Recovery Act). California has received nearly \$2.6 billion in Recovery Act funding for highway and local streets, and Caltrans is advertising projects for contractors, including small businesses.

The SBA helps eligible small businesses obtain the surety and performance bonds needed to work on state highway projects through its Surety Bond Guarantee Program, a public-private partnership between the federal government and the bond-issuing surety industry. Caltrans, through its Office of Business and Economic Opportunity, will work in conjunction with the SBA to provide free education and technical assistance statewide through Caltrans and SBA district offices.

MARK YOUR CALENDARS

Aug 19-22 - Save the Date: California Hispanic Chambers of Commerce State Convention



Join us at the Location: US Grant Hotel located at 326 Broadway, San Diego, CA. The CHCC serves as the leading Hispanic statewide business and professional organization promoting the interests of more than 720,000 Hispanic businesses and over 65 local Hispanic chambers in California. The goal of the CHCC's Annual Convention is to elevate discussion and participation among Hispanic business owners, corporate business leaders, community leaders, and government officials to address issues of relevance to the Hispanic business community.

The CHCC State Convention is the premier minority/ethnic business convention in California, offering participants the opportunity to learn the latest trends in business development, network with outstanding business professionals, and gain insights into growing and maintaining a successful business. Throughout the convention, participants have the opportunity to celebrate the educational, political, and economic success of the Hispanic community.

Convention participants will be exposed to some of the most dynamic, enterprising and informative speakers discussing current issues pertinent to the economic growth and development of California business and our communities. Past convention speakers include: Arnold Schwarzenegger, Governor of California; California Attorney General Jerry Brown; Former Governors Gray Davis and Pete Wilson; Former SBA Administrator Hector Barreto; Oscar, Grammy and Tony Award winning Actress Rita Moreno; Linda Alvarado, owner of the Colorado Rockies; and many more.

More details at www.cahcc.com

Aug 27 - Business Mixer with Latino Associations



Join us from 6:00-8:30pm at Roccapulco, San Francisco, located at 3140 Mission St. at Cesar Chavez for a special Joint Business Mixer with other Latino Associations for networking with Hors d'oeuvre's and no-host bar. This annual event continues to provide various organizations with an opportunity to network for new relationships and maintain existing relationships. For more information, call (415) 278-961

SFHCC Members

With pre-registration (ends Aug 24th): Free
Without pre-registration at the door: \$ 10

[Register online](#)

Non-Members

With pre-registration (ends Aug 24th): \$10
 Without pre-registration at the door: \$15

[Register online](#)

Partnering Organizations:**Sep 12 - Viva Las Americas at Pier 39**

PIER 39 celebrates Hispanic Heritage Month with Viva Las Americas, a free community event, from 1p-5p on Saturday, September 12. This festive event showcases traditional dance and music performances from Mexico, Central and South America. Children can enjoy the fun with traditional Latin American crafts, dancing and more. Sponsored by: El Mensajero, Coca-Cola, La Preciosa, The San Francisco Examiner, Shell Vacations Club, and Telemundo. [See Details.](#)

Sep 18 - Latino Business Leadership Awards and SFHCC 25th Anniversary Celebration



The Latino Business Leadership Awards continues the journey to highlight increasingly powerful achievements in corporate America, entrepreneurship, nonprofit/ philanthropy, healthcare, public sector, and emerging leadership under 40. The event will be hosted on **September 18, 2009** at the **San Francisco Hilton** located at **333 O'Farrell St.**

Agenda

- 6:00 pm** - Registration/ Cocktail Reception
- 6:40 pm** - Seating for Dinner
- 6:50 pm** - Welcome Remarks
- 7:00 pm** - Dinner and Musical Performance (made possible by the San Francisco Symphony)
- 7:35 pm** - Most Influential Hispanics Honored
- 8:45 pm** - SFHCC 25th Anniversary Celebration and Dance
- 11:00 pm** - Program End

Tickets

Tickets can be [purchased online](#):

- [Full Program 6pm - 11pm](#): Dinner and Anniversary Celebration \$100 per person
or
- [Anniversary Celebration and Dance only](#)
8:45pm - 11pm: \$35 per person

Get More information about the Latino Business Leadership Awards at <http://sfhcc.com/leadership/introduction.html>. Supplements and photos from prior years are also available.

PROCUREMENT

Aug 26- Concession Opportunity at San Francisco International Airport

San Francisco International Airport will conduct three workshops for parties interested in our Terminal 2 concession opportunities. Information will include plans for the Terminal 2 concessions program and instructions on how to do business with San Francisco International Airport. Attendees will also have an opportunity to meet directly with Revenue Development and Management and Small Business Programs personnel at one-on-one sessions. The workshops are scheduled for August 26, 2009: 9:00 a.m. to 12:00 p.m. and again from 2:00 p.m. to 5:00 p.m. **Pre-registration is required as space is limited.** Please forward your contact information and preferred meeting date/time to

SFConcessions@flysfo.com or fax it to (650) 821-4519.

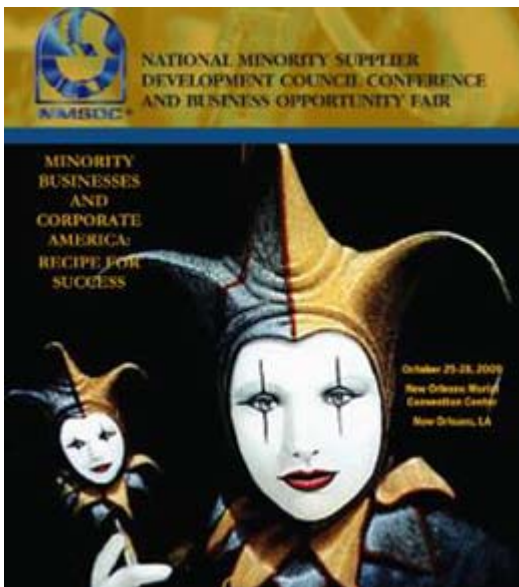
Aug 26-27 - California Construction Contracting Program

Don't Miss This Opportunity to Be a Part of Building California's Roads and Highways at Cal State East Bay Training Center 1000 Broadway, Suite 109 Oakland, CA, Conveniently Near The 12th St. Bart Station. Join us on August 26th and 27th for the sixth in a series of seven important FREE seminars in the 2009 California Construction Contracting Program: Developing And Using Business Connections For Construction Contractors And Consulting Professional Services Firms Interested In Learning First-Hand About What It Takes To Bid On Caltrans And Other Public Works Contracts. Panel Moderator: Ed Duarte, CCCP Construction Contracting Consultant, Founder Aztec Consultants, San Ramon

- August 26th, 9:00am to 12:00pm: Marketing To Primes (Prime Contractor Panel) -- Listen to Primes who take you step-by-step through their perspective of the bidding process; from bid/pre-award through project closeout. Understand barriers to entry and deal breakers from a Prime's perspective.
- August 26th, 1:00pm to 4:00pm: Resource Partners Panel -- Discuss important resources that can make the difference between winning and losing bids.
- August 27th, 9:00am to 12:00pm: Marketing Your Business -- Learn how to complete a "firm profile" which assists in completing future "Statement of Qualifications" (for professional service firms) "Construction Contractor Profiles" (for construction related firms). Understand key tools that will help you produce top-quality marketing materials that highlight your strengths and accomplishments.

Registration - Visit www.acsbdc.org, Click on "Caltrans Seminars" - Or - Call Gianna At 510-208-0410

Oct 25-28 — Save the Date: National Minority Supplier Development Council Conference and Business Opportunity Fair, New Orleans



Join us in New Orleans, Louisiana, at the 2009 National Minority Supplier Development Council Conference and Business Opportunity Fair, October 25 through 28, at the New Orleans Morial Convention Center. We hope that you will be one of the more than 7,000 corporate executives, minority business owners and government officials who will attend NMSDC's biggest event of the year. This year's Conference will deliver the most up-to-date information on minority business development. Nationally-renowned speakers at Power Breakfasts, Luncheons, Plenary Sessions and Workshops with Corporate CEO's, Purchasing Executives, Minority Entrepreneurs, Government Decision-makers, and many other national experts on minority supplier development. Program includes Business Opportunity Fair on Monday only with more than 850 corporate and minority business booths. This is the only event of its kind - one that brings together the

best of meetings, special events and minority businesses and corporations! This year's Conference program, coupled with the Business Opportunity Fair, is an opportunity you can't afford to miss. A leader in minority business development for 37 years, NMSDC has made great strides in providing increased procurement and business opportunities for Asian, Black, Hispanic and Native American-owned businesses of all sizes.

Pre-registration discount available through Sep 11th. Full Conference Pass, Day Pass, and Business Opportunity Fair Only Pass are available. For additional details, visit <http://www.nmsdconline.com/>

Pacific Gas & Electric Seeks Contractors

The California Hispanic Chambers of Commerce (CHCC), has been working with Pacific, Gas & Electric Company (PG&E) to identify companies to bid on upcoming contract opportunities. Currently, the CHCC needs your assistance in identifying the following types of companies:

Areas of Work - NAICS Codes

- Transmission & Distribution - construction 541330 / 237110 / 237120 / 238910
- Substation Work - engineering 333613
- Trenching & Paving - 238110 / 238140 / 238990
- Hydro, and power plant experience - 237130 / 237990
- * We ask that the above companies have a background with other utilities
- Nuclear engineering, project management, construction, and furniture - 238220 / 238290 / 236210 / 237110
- * In most cases, these companies must also have a Nuclear background
- SAP consultants that have worked specifically with utilities - 541611 / 541614
- Diverse rental car company and diverse GM dealer - 441110

All companies should be certified through the California Public Utilities Commission Supplier Clearing House.

All companies must complete CHCC's Procurement Participant Questionnaire. (Questionnaire available at http://www.cahcc.com/procurement_questions.pdf) Please send any information about potential companies to CHCC's Director of Programs & Administration Sophia Garcia at sophia@cahcc.com. If you have any questions, please do not hesitate contact Sophia at 916-444-2221.

Transbay Transit Center Project is a \$4.185 Billion Project Seeking Contractors

The Transbay project consists of three interconnected elements:

1. Replacing the outdated Transbay Terminal at 1st and Mission Streets in San Francisco with a new Transit Center that will be the nation's model of new downtown intermodal stations;
2. Extending Caltrain 1.3 miles underground from its current terminus at 4th and Townsend Streets to the new downtown Transit Center, which will also serve the San Francisco station for future California High Speed Rail; and
3. Creating new neighborhood with homes, offices, parks, and shops surrounding the new Transit Center.

The project is in need of minority contractors. Details are available at <http://www.transbaycenter.org/TransBay/content.aspx?id=425>. Other subcontracting opportunities are available for construction related businesses and professional services.

Call the SFHCC at 415-278-9611 to be notified of upcoming opportunities.

EVENTS BY OTHER ORGANIZATIONS

Small Business Administration (SBA) Classes Aug-September 2009

The Small Business Administration offers almost 500 classes each year for business owners on a variety of topics in their Entrepreneur Center, located at 455 Market St., 6th Floor in downtown San Francisco. Complete class listing and registration is available at www.sbatraining.eventbrite.com

For more information, please contact Gary Marshall at (415) 744 6771.

Aug 21 - Minority Enterprise Development Week 2009

Presented by the Minority Business Development Agency (MBDA), The theme of the 27th annual MED WEEK is "Energizing the American Economy with Minority Business Enterprise" with a special emphasis on "Bridging the Green Divide". Given this focus, the San Francisco National Enterprise Center (SFNEC) is working to ensure that Minority Business Enterprises (MBEs) are being considered for opportunities in the greater Bay Area and California, in the field of sustainability and clean-tech.. As a part of the event's awards ceremony and gala, MBDA will be honoring the representatives of the most successful MBEs active in traditional categories as well as those that are making an impact in the area of environmental technologies, services, and products. (Please also view www.medweek.biz). The event will take place from 6p-10p on August 21st at the Palace Hotel located at 2 New Montgomery St. in San Francisco. For more information, contact ARTEMIA Communications at 415.351.2227.

FEATURED MEMBERS

Management Consulting

Consulting Link 2000 Inc.

79 28th Street
San Francisco California, 94110
P: 415-824-6720
F: 415-655-3610

NEW MEMBERS

Chamber members have access to exclusive benefits that build relationships, increase visibility, and generate business leads. They're the first to learn about economic trends and developments that shape the City's business environment and their own companies' growth. And they influence decision makers in San Francisco and beyond, helping ensure that San Francisco means business-in every sense. We welcome additions to the San Francisco Hispanic Chamber of Commerce.

Memberships can be purchased online at: <http://sfhcc.com/members/join.html>

Sylvano DSouza

22737 Watkins St
Hayward, CA 94541
Individual Membership

Spritz

Raghu Shivaram

P: 561-271-2583

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W: <http://shieldselectrical.com>