



# THE CALIFORNIA LICENSED CONTRACTOR

EDMUND G. BROWN JR., Governor

WINTER 1979

RICHARD B. SPOHN, Director

## WHAT'S HAPPENING IN SOLAR?

The Contractors' License Board at its public meeting January 26, 1979, announced that beginning July 1, 1979 any licensed contractor that is licensed in one or more of the following classifications, and is considering the installation of solar energy systems, will be required to obtain a supplemental Solar Classification (SC-44).

Any contractor licensed as A, B, C-4, C-20, C-36 or C-61 Limited Specialty (Swimming Pool Maintenance), will be considered qualified to apply for the new supplemental Solar Classification by making application. You will be charged a fee established by Section 7137 of the Business and Professions code. Once you have an SC-44 license, you must report to the Registrar in June and December your solar projects which are under construction or have been contracted for. Failure to make the required reports is cause for disciplinary action.

A supplemental application form may be obtained at any District Office or Branch Office of the Contractors' State License Board.

The SolarCal Council, created by Governor Brown last May, reports there are now 25,000 solar installations in California, including 15,000 pools; 8,000 domestic water heaters, and 2,000 space heating and cooling systems. The Council is finishing up work on "Towards a Solar California: the SolarCal Action Program," outlining specific steps toward rapid commercialization of solar energy in California. The plan will be submitted to the Governor in February with hopes that it will help create a suitable climate for solar development.

The California Energy Commission has held public meetings for final adoption of new regulations for the California Solar Tax Credit. They will include components adopted recently for clarification of credit by function instead of systems, and enable credit to pass from the builder to the homeowner.

A new Federal tax credit is available for solar systems purchased between April 20, 1977 and December 31, 1985. Federal law

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## MAKING IT AS A CONSTRUCTION CONTRACTOR.

*Minorities Have Special Problems*

*by Shirley Weber*

What does it take to be a successful construction contractor today? For starters, money, construction skills, business knowledge, good credit, and knowing where to find enough work to keep busy, as well as where to find the right help when you need it. According to a source who has financed remodeling contractors for 16 years, many go into bankruptcy, and few survive more than two years in the business. However, the mortality rate for other new construction contractors is not quite as high. How difficult it is to get started in the business, and to do well in it, depends on a variety of factors.

Most contractors today, get their start working as apprentices and then as journeymen in the construction trades. Of 38,000 apprentices in California now, 70 percent, or over 26,000 are in the construction trades. They usually work for a contracting firm, where by State law, one apprentice is required for every five journeymen. They are required to attend classes, and the State Division of Apprenticeship Standards keeps tabs on their training. For instance, the work is not considered training if an apprentice spends all the time cutting mitered corners for counter tops, or does just one job using only one skill.

Union hiring halls keep lists of candidates for apprenticeships, and indenture people to openings as they come up. Employers and unions have established joint apprenticeship committees in California for training apprentices and journeymen. It is through them that requirements of governmental minority hiring programs are implemented. The State Department of Industrial Relations, through local offices of Division of Apprenticeship Standards, assists those who wish to become apprentices. Candidates for apprenticeships must be high school graduates or the equivalent, possess good health, and demonstrate basic skills in math and spatial relationships.

Contrary to the traditional general practice of coming up through the apprenticeship and journeyman ranks, successful Black contractors have some college or army engineering experience. For many years, most minority people had little access into apprenticeship programs, which were confined to select groups of Caucasians, even to the extent of nepotism, or being able to get into training for a trade because it was work your family did. According to one source, it is different for Blacks in the crafts in the South,

which is an open shop area, and where even as slaves they were craftsmen. It was only about seven years ago that Mexican-Americans and Asians were seen as minorities, and even more recently that women who wanted to do the work appeared to have the same problems of getting into the market place as Blacks and other minorities. Recent California figures show that every minority group except women has met government goals for participation in apprenticeship programs. Numbers of women are increasing as they and their employers recognize their human potential and discard traditional stereotypes of the work they can do. There are now 1,111 women participating in all apprenticeship programs, compared to only around 250 five years ago. Thirty percent, or nearly 8,000 of over 26,000 construction apprenticeships are currently filled by minorities. This is not a large number when you realize there are over 137,000 licensed contractors in this State, few of whom are minorities. The final success of minority recruiting efforts depends on how many apprentices complete their training, and this depends to a large degree on the economy. A recession could cause lack of employment, forcing many of them to drop out.

In most cases, the success of apprenticeship candidates depends on their ability to sell themselves, or in other words, in convincing a contractor to hire them. Then, continuing success is contingent on being 'taken into the fold,' that is, getting real help and support from the boss and co-workers. This may be especially difficult for minorities to accomplish in light of traditional prejudice and fears, and sometimes causes minorities to feel they have to do the job better and faster than others in order to get the same recognition; and conversely, some employers

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## McNely Appointed to Contractors' Board

Warren E. McNely, vice-president of Lindquist-McNely, Co., an engineering construction firm of San Leandro, was appointed by Governor Brown to the Contractors' Board as a representative of contractors.

McNely, a contractor since 1958, has also worked as an engineer. He graduated from the Missouri School of Mines with a B.S.C., in Civil Engineering in 1950, and received an M.S. in Civil Engineering from the University of California in 1952. He is a registered construction engineer in the States of Hawaii, California and Utah.

McNely has worked with Kaiser, Indenco, and Camco Engineering firms, and is affiliated with Oceanic Construction Corporation and Sausal Corporation.

## MEL COOPER APPOINTED REGISTRAR

Mel Cooper, Northern Regional Deputy Registrar in the San Francisco office, was appointed registrar by the Contractors' License Board. Cooper replaces Angelo Staniotis, who was removed as registrar by the Board. The Board is searching for a new registrar.

Cooper is unifying the forces of the Board staff to cope with a large backlog of work. By doing this, the every day work can be processed in a more timely manner.

With assistance of the Department of Consumer Affairs personnel, the application section is cutting into the six month backlog of pending applications. Cooper has expressed his sincere thanks to Consumer Affairs Director Richard Spohn, for his assistance, and to departmental employees for their extra effort.

After 23 years of devoted service, Angelo Staniotis is returning to his staff deputy position.

## Making It As A Contractor

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feel this way, too. Many minorities end up feeling "What's the use?" Hard work and firm motivation to succeed are essential to survival under these conditions. It also takes time to build the confidence to do a good job.

Most journey persons who want to go into contracting begin by doing work around their neighborhoods, and earn a good word-of-mouth reputation. Some one sees their work, and wants to hire them. They may have some problems with some customers, but the good experiences outweigh the bad. They may work for another contractor or do some kind of cabinet work inside in the off seasons. They work this way until they feel they have enough experience, money and good references to take a gamble and compete with others in the business. It is best to start small, and not try to grow too big too fast. The most valuable tool an employee who wants to become a contractor can have is an accountant with an understanding of the construction business who will draw up a financial statement and maintain accounting records for him/her. It is expensive, but in the long run, it is a definite asset.

The person who wants to contract successfully has to have had the experience of working with other contractors, and at least four years of work experience. You become an employer instead of an employee, and it's a whole new ballgame. Here again is an area where minorities have run into problems in the past, and still do, although there are some improvements. Many contractors (but not all) are organized into an intricate network of trade associations, and others into unaffiliated local groups. They are organized into three broad classifications comprising general contractors, those who specialize in a particular project, and those who specialize in one phase of the construction work. Employers are divided into prime contractors and subcontractors. A contractor may be the

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 WILL COOPER, DIRECTOR

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**MEMBER INFORMATION**  
 For a complete list of members, see the Yellow Pages under "Contractors".

**ADVERTISING**  
 For advertising rates and information, contact the Contractors' License Board, 1400 North Street, Sacramento, California 95833.

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**MEMBERSHIP**  
 The Contractors' License Board is a non-profit organization. Membership is open to all contractors who are licensed by the Board.

**CONTRACTORS' LICENSE BOARD**  
 1400 North Street, Sacramento, California 95833  
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## Some Helpful Publications From the Contractors' Board

**Directory of Licensed Contractors** Published every two years, updated quarterly, lists in alpha order all licensed California contractors, their classifications and major personnel. Two year subscription from the Contractors' Board, \$23.

**Contractors License Law Pamphlet** Excerpts from Business and Professions, Penal, Civil, and Government Codes relating to licensed contracting. Available from General Services Publication Section, P.O. Box 1015, North Highlands, CA 95660, 75¢.

**Business Management for Contractors** Covers principles of management which are often ignored, causing small businesses to fail in the construction contracting business. Available at the Contractors' License Board free.

**Contractors' State License Board Rules and Regulations Information** on applications, classifications, examinations and rules and regulations of the Contractors' State License Board. Send check or money order for 75¢ each to General Services Publication Section, P.O. Box 1015, Sacramento, CA 95660.

**Home Improvement Sections of Contractors' License Law** Free pamphlet from the Contractors' State License Board.

**Contractors' License Law and Reference Book** Contains laws, acts, orders, bulletins, etc., from Business and Professions, Government, Labor and Unemployment Insurance codes; Standards and codes of divisions of Area and District offices; Contractors' License Law; swimming pool contracts; compensation insurance; State Housing Law, Licensing for City revenue; Writs of Mandate; Mechanics' Lien Law definitions-time schedule; Right to Cancel; New Coverage of Government Agencies; Safety; Social Security; Fair Practices Act; Unemployment Insurance and Tax; Sales and Use Tax Rulings of Board of Equalization; Public Meetings, Administrative Adjudications; and Business Management for Contractors, as well as detailed description of Parts I and II, scope of contractors examinations. Available from Department of General Services, Publication Section, P.O. Box 1015, North Highlands, CA 95660, \$4.00 postpaid.

**The California Licensed Contractor** Quarterly bulletin alerting licensed contractors and interested groups to agency functions, interpretation of contractors license laws, and educational consumer resource information.

**Complaint Brochure** Tells the consumer how to file a construction complaint, outlining the proper steps to take. Tells what the agency can and cannot do.

## Making It As A Construction Contractor

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prime contractor on one job or project while working as a subcontractor on another job or project. They vary in size and worth, encompassing enterprises operated by single individuals, public organizations including joint-ventures, and consortiums of various contractors.

These organizations are important in finding projects and providing services such as labor agreements, licensing assistance, lobbying, insurance, and financial help. You have to let people know you are a contractor looking for whatever work you do in your specialty. Belonging to an association that specializes in the type of activity you are interested in can be a big help. Your dues support the association.

In the past, minorities tended to avoid these associations, because they felt they were not wanted. However, today there are associations and government agencies where a minority contractor can go and say "I have a problem. I was low bidder on a job in City A, but I can't get a bond." Some associations will bend over backward to help. If it is a cash flow problem, the organization checks out the contractor's recommendations, and if they are good, says "This is a good man." As minority contractors compete openly in the market place, they become visible, and traditional contractors who have been established for a long period of time no longer have to say "Where are they? I haven't seen them" when it comes to finding minority contractors.

Another way to get started is to develop a good relationship with a contractor who is already successful in your neighborhood. Many times they may need someone to pinch hit for them. In return, they may help you financially, or send work in your direction.

The first use by the federal government of the contract dollar as a lever to increase the number of minorities employed took place when the WPA Housing Division used a clause in contracts for cities with large Black populations requiring a certain percentage of the payroll to go to Blacks, using figures based on the 1930 Occupational Census. Penalties were set for noncompliance, and although organized labor tried to thwart the plan, some gains in minority employment were made. President Roosevelt's first executive order on minority hiring paved the way for Jackie Robinson to break the color line in organized baseball and other professional sports. Since then, each president has issued at least two executive orders for minority hiring compliance. President Lyndon Johnson issued Executive Order 11246 in 1965, which we work under today, and it is the longest lasting of all such orders. President Richard Nixon's E.O. 11625 deals with minority contractors, and the order President Jimmy Carter may soon issue deals with government contracts with emphasis on federal government agencies overseeing the carrying out of intent of policy in the minority hiring programs.

Title VI of the Civil Rights Act of 1964 states that no person in the United States shall be excluded from participating in, be denied the benefits of, or be subjected to discrimination on grounds of race, color, or national origin under programs or activities receiving federal financial assistance. Title VII of the act provides that each department and agency extending federal assistance enact regulations to implement the provisions of Title VI.

The result of these affirmative action programs was an increase of minority participation in all government construction contracts. The Public Works Employment Act of 1977, (Public Law 9528 of May 13, 1977,) now requires that at least 10 percent of the amount of each federal construction grant shall be expended for minority business enterprises.

There is some hostility on the part of those established in business and labor, as well as minorities, to what they call "set asides," or those they feel are benefited by these programs. Minorities are the same as other construction workers in their conservatism, and wanting recognition based on the merit of their work.

Another problem existing in the administration of minority and small business programs is that those who administer them are isolated from the construction market place in much the same way that minorities have been isolated.

"To be educated in construction contracting, one must be with the educators in the industry," says a source who has worked with the problem for many years. Just as it does little good, other than for moral support, for minority contractors to be active in trade associations addressed *only* to their own needs, the government organizations administering minority and small business programs suffer from isolation because of administration by those who are protesting the industry instead of being involved within it.

"There are association meetings held on every day of the month all over the state where you do not see a Black face," says the source. "Until minority contractors participate in these meetings, they are really not involved in the planning and decision making processes of the industry." He adds that many minority contractors who have tried to participate in the past have been turned off, and that they have other commitments, such as trying to survive financially.

The California Small Business Office (SBO), the Office of Minority Business Enterprise (OMBE), and Department of Economic and Business Development (EBD) offer help to minority and small businesses. Other programs are available in other governmental agencies such as the Energy Commission, so that a contractor would be wise to question any governmental agency being dealt with as to what help is available.

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## Solar

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provides credit of 30 percent of the first \$2,000 and 20 percent of expenditures between \$2,000 and \$10,000 for solar energy systems installed in residential dwelling units. It allows a separate energy conservation credit for 15 percent of expenditures to a maximum allowable credit of \$300. Application Form 5695 and *Publication 903, Energy Credit for Individuals* are available from your local Internal Revenue Service Office.

California Solar Tax Credit is available for expenditures from January 1, 1977 to December 31, 1980. The state provides a credit of 55 percent, not to exceed \$3,000 for all installations (residential and nonresidential) that cost less than \$12,000, and a credit of 25 percent of costs of a system installed on a nonsingle-family dwelling worth more than \$12,000. The credit has been available for the person who owns the property where the system is installed, but beginning January 1, 1979 an owner/builder may elect to waive the credit and pass it on to the purchaser of a new home. The credit is applicable for solar domestic hot water, pool heating, solar space conditioning, production of solar electricity, process heat, solar mechanical energy and wind energy. California allows credit for conservation measures only if they are installed in conjunction with a solar system to improve the performance of the system, or reduce the amount of conventional backup energy required for the solar system.

Under California law, combined federal and state credits for solar energy cannot exceed the maximum percentage allowed by the state, and federal credit must be applied for first. A flyer summarizing the different components of the two credits is available from: SOLAR/INSULATION UNIT, Department of Consumer Affairs, 1020 N Street, Room A 547-F, Sacramento, CA 95814, or for information, call toll-free (800) 952-5567. Residential and nonresidential information on Energy Conservation Regulations is available toll-free at (800) 952-5593.

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SBO gives certified small businesses who have grossed less than \$3 million in three years (these are heavy equipment and grading operators) and other small contractors grossing less than \$1.5 million a year a five percent reduction on bids for state construction work. The bids are reduced by five percent of the lowest responsible bid, but the contract is awarded for the actual bid price. "Notice to Contractors" announcements are mailed directly to small contractors for jobs coming up for bids in their local areas. Local construction job plans and specifications are available for inspection at Small and Minority Builders' Exchanges

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# 1978 LEGISLATION

The following changes in the Contractors License Law are in effect. There may be other changes in related Code Sections affecting a consumer or contractor; however, they are unknown to the writer at this time.

These new changes in the law are printed in the "Contractors License Law" pamphlet. Changes in Board Rules and Regulations are printed in a pamphlet entitled "Contractors' State License Board Rules and Regulations". These pamphlets may be purchased for 75¢ each from:

General Services  
Publications Section  
P.O. Box 1015  
North Highlands, California 95660

**Section 7026.6** With respect to advertisement, the following wording is added: "or who causes his name or business name style to be included in a classified advertisement or directory after the effective date of this section under a classification for construction work or of improvement covered by the chapter . . ." This means that any person who advertises in a classified advertisement or directory for construction work or improvement is subject to the provisions of Contractors License Law.

**Section 7026.7** This Section was changed to make it a misdemeanor for any person to advertise, as indicated in Section 7026.6, without having a valid contractors license.

**Section 7026.8** This is a new section. It allows persons to advertise for construction work or improvement when such work is performed for wages only or the aggregate contract price is less than \$200, if such persons inform the public in their advertisements that they are not licensed contractors.

**7029.7** This is another new section which requires all electrical sign contractors to display on their commercial vehicle a sign containing their name or name style, address and contractor's license number.

**Sections 7068.2, 7069, 7071.3 and 7073** are amended removing "lack of character" as a cause to deny a license. A license can be denied under Section 480 of the Business and Professions Code for making false statements in an application; conviction of a crime substantially related to a trade or craft; acts of dishonesty, fraud or deceit; or if the applicant has committed an act in violation of the Contractors License Laws.

**Section 7071.11** This section was amended to require the Surety Co. to notify the Registrar of Contractors of payment on any claim against the licensee bond.

**Section 7090.5** This section is amended to give the Registrar authority to file formal disciplinary action against licensed contractors for repeated violations, even though conditions resulting from acts were corrected.

**Section 7108.5** This section enacted in 1977 requires all prime building contractors to pay any subcontractor within 10 days of receipt of each progress payment, all respective amounts allowed on account of the work performed by the subcontractor, unless

otherwise specified in writing. The section applies to all private work as well as public works, except as provided in Section 14402.1 of the Government Code. A violation could result in the suspension or revocation of contractor's license.

**7110.5** This section is added to assist in enforcement against violations of the labor code as follows: Upon receipt of a certified copy of the Labor Commissioner's findings of a willful or deliberate violation of the Labor Code by a licensee, pursuant to Section 98.9 of the Labor Code, the Registrar shall initiate formal disciplinary action against such licensee within 30 days of notification.

**Section 7123** The section is amended to require that, regarding the conviction of a crime as a cause for disciplinary action, the crime must be substantially related to the qualification functions and duties of the contractor.

**Section 7137** This section sets forth the fee schedule for applications, renewals, supplementals, etc. These fees have not been changed; however, the delinquency renewal fee has been limited to 50% of the renewal fee not to exceed \$25.00.

**Section 7140** There was a change in the wording with respect to the form used in renewal of licenses: from *Contractors Board to Registrar*. This allows the Registrar and his staff to prescribe the form used in renewal.

**Section 7159** This section dealing with home improvement contractors has been changed to modify the requirements for home improvement contracts but will not become operative until January 1, 1980. Under Section 7159 now operative it should be noted that it is a misdemeanor for any person, licensed or unlicensed, to fail to comply with contract requirements provided for in the section.

**Section 11500** of the Government Code dealing with the conduct of administrative hearings, includes definition *adjudicatory hearing* as a hearing involving the personal or property rights of an individual, the granting or revocation of an individual's license, or the resolution of an issue.

It further defines the hearing to include testimony under oath, the right to cross examine and confront adversary witnesses,

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the right of representation, and the issuance of a formal decision.

A new section requires that language assistance be given to persons who cannot speak or understand English or who can do so only with difficulty. Section 11501 will be added to the new license law pamphlet, and defines the agencies governed by this chapter. The Department of Consumer Affairs is one of those included.

**Section 11501.5** Requires certain state agencies to provide language assistance at adjudicatory hearings. The Department of Consumer Affairs is not listed. However, the section does not prohibit an agency from adopting procedures to identify and assist persons with language deficiencies.

**Section 11513** This Section refers to oral testimony, requiring all hearings to be conducted in the English language. Additional requirements give the hearing officer the authority to decide whether the agency or the party pays for the cost of an interpreter. Decisions are based upon the circumstances of each case. The State Personnel Board will establish the criteria for an interpreter's proficiency. It will be the agencies' obligation to establish materials and examine the interpreter on the technical program, terminology, and procedures. The interpreter should not have had any prior involvement in the issues.

**Section 11519** deals with the effective date of a decision, including provisions for probationary orders whereby a consumer injured as a result of a breach of contract by a contractor against whom the decision is rendered can obtain restitution through a probationary order. The decision shall include findings of the breach of contract and the amount of actual damages.

**Section 2750** is added to the Labor Code. There is a rebuttable presumption affecting the burden of proof that a worker performing services for which a license is required pursuant to the Contractors' License Law, or who is performing such services for a person who is required to obtain a license, is an employee rather than an independent contractor. Proof of independent contractor status includes satisfactory proof of these factors:

(a) That the individual has the right to control and discretion as to the manner of performance of the contract for services in that the result of the work and not the means by which it is accomplished is the primary factor bargained for.

(b) That the individual is customarily engaged in an independently established business.

(c) That the individual's independent contractor status is bona fide and not a subterfuge to avoid employee status. A bona

fide independent contractor status is further evidenced by the presence of cumulative factors such as substantial investment other than personal services in the business, holding out to be in business for oneself, bargaining for a contract to complete a specific project for compensation by project rather than by time, control over the time and place the work is performed, supplying the tools or instrumentalities used in the work other than tools and instrumentalities normally and customarily provided by employees, hiring employees, performing work that is not ordinarily in the course of the principal's work, performing work that requires a particular skill, holding a license pursuant to the Business and Professions Code, the intent by the parties that the work relationship is of an independent contractor status, or that the relationship is not severable or terminable at will by the principal but gives rise to an action for breach of contract.

In addition to the factors contained in subdivisions (a), (b) and (c), any person performing any function or activity for which a license is required shall hold a valid contractor's license as a condition of having independent contractor status.

**Section 7153.1** of the Business and Professions Code is amended to read that "the Registrar may refuse to register the applicant under the grounds specified in Section 480." It deletes reference to good moral character.

**Board Rule 754.16** on September 22, 1978, the Board adopted a supplemental solar classification. The Board Rule defines a solar installation contractor as one who executes contracts and subcontracts to install, maintain, repair or modify an active solar system.

**Board Rule 756.2** Defines the qualifications to obtain a supplemental solar classification.

(1) The applicant must be licensed in one or more of the following classifications, A, B, C-4, C-36, C-53, C-61 (Pool Maintenance contractor).

(2) The applicant must pay a fee established by Section 7137 for a supplemental class.

**Board Rule 756.3** Was added to require a person holding a supplemental solar classification to report to the Registrar a list of solar projects which are under construction or have been contracted for. The reports shall be submitted to the Registrar twice each year in June and December on a form prescribed by the Registrar.

The form shall contain but not be limited to the following:

(1) The name, address, daytime telephone number and license number of the contractor.

(2) The name, address and daytime telephone number of the project owner.

(3) The address of the project at which solar installation work has or is to be done.

(4) A description of the type of solar installation work to be performed.

(5) The agreed upon consideration for the solar installation work; and

(6) The approximate dates on which the solar installation work will begin and be substantially completed.

Failure on the part of the licensee to make the reports or the submission to the Registrar of knowingly false or misleading information, shall be cause for disciplinary action.

**Board Rule 756.4** Designates the effective date as 90 days following a declaration by the Board at a regularly scheduled public meeting that funds exist for effective administration.

**Board Rule 794.1** Was added to require all licensees to include their license number on any card, contract proposal, sign (meaning automobile or truck signs on doors), billboard, brochure, pamphlet, circular, newspaper, magazine, airwave transmission, and any form of directory under any listing of contractor or work for which a contractor's license is required.

**Board Rule 780** Adopted to read that all licenses shall expire two years from the last day of the month in which they are issued. This Board Rule became effective July 1, 1978.

**Board Rule 784** Adopted to provide for the division of existing licenses, and to establish expiration dates for the distribution of renewal work throughout the year on a continuous basis. To prorate renewal fees so that the fees are proportionate to the amount of time for which licenses are renewed.

All existing active and inactive licenses renewed will be equally divided into 24 sections. When renewed on July 1, 1979, the first section will expire December 31, 1979, and be renewed January 1, 1980. Each succeeding section will then expire on the last day of each month thereafter. The license fees will be prorated in proportion to the expiration date issued.

## Board Policy

### *Contractors' Board to Disclose Complaints*

The Contractors' State License Board at its December 8, 1978 meeting, voted to disclose to the public complaint information against contractors who have had four or more complaints filed against them within 18 months by separate individuals or entities.

The Board believes that disclosure of the complaints will help the public to make more intelligent decisions regarding their employment of contractors, and is in the best interest of ethical licensees, the public and the board, consistent with the spirit of full, free and fair competition.

## DISCIPLINARY ACTIONS DO NOT INCLUDE LICENSES SUSPENDED FOR FAILURE TO MAINTAIN REQUIRED BONDS

The following explanation may be helpful to those persons interested in the causes of disciplinary action indicated by sections violated in the table of Disciplinary Actions:

7071.11	Judgment or admitted claim against bond.	7112	Misrepresentation of a material fact on an application.	7122	Participation of licensee in violating Contractors Law.
7097	Suspension of additional licenses.	7113	Failure to complete a project for the price stated in the contract.	7122.5	Responsibility of Qualifying Person for acts committed by his principal.
7098	Revocation of additional licenses.			7123	Conviction of a Felony in connection with construction activities.
7107	Abandonment of a project without legal excuse.	7113.5	Avoiding or settling for less than lawful obligations as a contractor through the various bankruptcy proceedings.	7124	A plea of nolo contendere is considered a conviction.
7108	Diverted funds or property received for a specific job to other purposes.	7114	Aiding and abetting an unlicensed person.	7154	Employment of unregistered home improvement salesman.
7109	Willfully disregarded plans and specifications, or has failed to complete the job in a good and workmanlike manner.	7115	Failure to comply with the Contractors Law.	7155	Participation in violation by a home improvement salesman.
7109.5	Violation of Safety Laws resulting in death or serious injury.	7116	Committing a willful or fraudulent act as a contractor.	7157	Model Home, kickback prohibition.
7110	Willful disregard and violation of building laws.	7117	Acting as a contractor out of namestyle.	7159	Failure to comply with contract requirements.
7110.1	Violation of Section 206.5 of the Labor Code.	7117.5	Contracting with inactive licensee.	7161	False advertising.
7111	Failure to keep records and to make them available to a representative of the registrar.	7118	Contracting with unlicensed person.		
		7119	Failure to prosecute a job with diligence.		
		7120	Failure to pay for materials or services.		
		7121	Prohibition against associating with suspended or revoked licensees.		

## REVOKED NOVEMBER-JANUARY 1978-79

Namestyle	Address	Date	Sections violated
ABC Specialty Coating	5447 W. 123 Place, Hawthorne	12-6-77	7109, 7113, 7115 (7018, 7083)
ARMO Development Co.	1178 N. Coast Hwy., Laguna Beach	12-2-77	7107, 7113, 7115 (7028, 7083), 7116, 7117(a), 7120
Basin Limited	P.O. Box 9431, So. Lake Tahoe	12-14-77	7109, 7113, 7115 (7029), 7117(a)
Bauer, Bob	16241 Watson Circle, Westminster	1-22-78	7107, 7109, 7110, 7111, 7113, 7115 (7159)
Bearden's Custom Concrete & Design	1001 N. Towner, Santa Ana	1-22-78	7107, 7109, 7113
Bingham, Howard Joseph Jr.	5959 Crystal Hill, Riverside	12-2-77	7109, 7113, 7115 (Board Rule 760)
Bledsoe & Parker	195 Lilac Lane, Brea	1-21-78	7107, 7109, 7110, 7113, 7115 (Board Rule 760, 7159, 7161)
Brown, Ernest N. Jr.	3904 Hacienda Street, San Mateo	12-14-77	7109, 7113
Burchard, R. Pools, Inc.	22661 Lambert St., Suite 205, El Toro	1-22-78	7107, 7110, 7113, 7121
Chappell Roofing Co.	P.O. Box 501, Hollister	12-14-77	7107, 7109, 7113, 7116
Cheetah Corporation	2311 Wood Street, Eureka	11-1-77	7098, 7108, 7110, 7111, 7120
Crown Valley Construction Co.	1674 Sheridan Circle, Corona	12-2-77	7109, 7110, 7113, 7115 (7159)
De Bronze Construction (Carl Lara dba)	5221 Lincoln Avenue, Los Angeles	12-2-77	7107, 7108, 7113, 7114, 7115 (7030, 7159), 7116, 7117(b), 7118, 7161
De Luca, Anthony L.	11243 Babbitt St., Granada Hills	11-13-77	7110, 7114
Dreifuss, N. L. Company	P.O. Box 489, Belmont	11-4-77	7108, 7113, 7116, 7120
Eureka Plumbing	926 15th St., Eureka	11-1-77	7098
Grajeda, Michael	822 N. Jackson, Santa Ana	1-2-78	7107, 7109, 7110, 7113, 7115 (7018, 7159)
Hallmark Pool and Landscape Company	P.O. Box 329, Janesville	1-7-78	7109, 7110, 7113, 7115 (7018, 7159), 7116, 7119
Hamm, Fred	16372 Construction Cir. East #4, Irvine	12-21-77	7107, 7109, 7113
Hannibal Construction Co.	13841 Tustin East Dr., Tustin	11-26-77	7107, 7108, 7109, 7113, 7115 (7018, 7159), 7120
Hardin-Pruter Irrigation	802 Everett St., El Cerrito	11-22-77	7108, 7111, 7115 (7083), 7116, 7120
Henderson, E. R.	P.O. Box 457, Camarillo	1-18-78	7098
High-N-Dry Roofing Company	1005 J. St., #358, Davis	11-22-77	7109, 7110, 7113, 7115 (7083), 7116, 7119
Hope, Riley B. Jr.	8553 Hilston Way, Fair Oaks	12-14-77	7109, 7113
Karas, Robert T.	625 W. Katella, Ste. 10, Orange	11-2-77	7107, 7108, 7115 (7018, 7159), 7116, 7117(a)
Kiwa of California Isao Iwan	P.O. Box 555, Sebastopol	11-17-77	7109, 7110, 7113
	P.O. Box 9571, Sacramento	12-14-77	7107, 7109, 7113, 7115 (7019, 7030, 7030.5, 7083, 7159), 7117, 7119
Kustom Roofing	P.O. Box 501, Hollister	12-14-77	7098, 7121
Lewis, David A. General Contractor	P.O. Box 119, Redwood Valley	11-2-77	7107, 7109, 7113, 7115 (7018, 7019, 7030, 7030.5, 7159), 7119
Linwood Electric Inc.	2045 W. Highland Ave., San Bernardino	11-22-77	7109, 7110, 7111, 7113
Long Pools	2293 So. Grand, Santa Ana	12-14-77	7107, 7110, 7113
Martin, Charles	415 Avenida Abetos, San Jose	12-7-77	7107, 7108, 7111, 7113, 7116
Michael, H. L. General Const.	195 Los Robles, Apt. 305, Novato	12-14-77	7122.5
Mike's Home Improvement	16051 Malaga, Huntington Beach	12-16-77	7109, 7113, 7115 (Board Rule 760, 7159), 7117(a), 7119
Old Towne Developers	P.O. Box 2768, Sacramento	11-3-77	7098
Pando Steel Co David Gonzales	850 So. Van Ness Ave., San Francisco	1-20-78	7107, 7111, 7113, 7115 (7028), 7116, 7119
Paving Engineers	13526 Myren Dr., Saratoga	1-6-78	7107, 7109, 7113, 7115 (7028, 7030.5)
Peebles & Deans, Inc.	3303 Harbor Blvd., Bldg. B Ste. 11, Costa Mesa	12-21-77	7098
Peebles, Wade E. Jr. Inc.	P.O. Box 4683, Irvine	12-21-77	7098
Peterson, R & C Contractor	1155 East 14th St., Suite 18, San Leandro	11-1-77	7107, 7109, 7113, 7115 (7018, 7019, 7159, Board Rule 760)
Ponderosa Industries, Inc.	4869 Santa Monica Blvd., San Diego	12-21-77	7112
Popovich, Peter J.	4336 Oregon St., San Diego	11-1-77	7107, 7109, 7113, 7115 (7083, Board Rule 760)
Pruter Irrigation Co.	P.O. Box 457, Camarillo	1-18-78	7107, 7108, 7109, 7113, 7115 (7028), 7119, 7120
Quincy Plumbing Co.	P.O. Box 152, Quincy	12-14-77	7107, 7109, 7110, 7113, 7115 (7018, 7019), 7119, 7120
R C Incorporated	1833 East 17th St., Santa Ana	11-3-77	7107, 7109, 7113, 7115 (7159), 7116, 7117(a), 7120
Ragan, Inc.	P.O. Box 20, Graveland	11-1-77	7108, 7110, 7111, 7115 (7083), 7117(b), 7120
Root Construction	14411 Verde St., Garden Grove	11-3-77	7107, 7113
Sailors, Douglas Painting and Decorating	15685 Del Monte, Chino	1-22-78	7109, 7113, 7115 (7018, 7019, 7030, 7159), 7117(a)
Salas, Art General Building Contractor	7620 N. Eldorado, Apt. #43, Stockton	1-29-78	7107, 7113, 7115 (7030, 7030.5, 7083)
Shelton, John A.	2344 Esplanade, Chico	11-13-77	7109, 7113
Simi Ornamental Iron	14615 Stanford, Moorpark	12-6-77	7107, 7108, 7115 (7018, 7030)
Stan's Mobile Homes	Rt. 3 Box 171, Orland	11-17-77	7109, 7113, 7116, 7119
Suburban Mobile Homes, Inc.	1690 El Camino Real, So. San Francisco	11-17-77	7121
Sun-Aire Refrigeration	3672 Roosevelt St. Riverside	11-2-77	7109, 7113, 7115 (7159)
Sunburst Pools	28362 Margarite Parkway, Ste. 10, Mission Viejo	11-4-77	7107, 7112, 7113, 7115 (7083)
Tarus Roofing	156 Acacia Ave., San Bruno	11-13-77	7107, 7109, 7113, 7115 (7030, 7083)
Torrez, Aciano	14849 E. Anada, Baldwin Park	12-6-77	7108, 7113, 7115 (7159), 7120, 7121
Universal Lawn Sprinkler Co.	P.O. Box 457, Camarillo	1-18-78	7098
Valentino, John & Son	8602 Ave. 296, Visalia	12-15-77	7108, 7111, 7120
Whichard Construction, Inc.	P.O. Box 2768, Sacramento	11-3-77	7108, 7120
Williams, Luther H.	6282 Abraham, Westminster	11-13-77	7109, 7113
Wilson, Calvin Co.	P.O. Box 4090, Eureka	11-1-77	7098, 7108, 7111, 7120, 7122.5
Younco Construction, Inc.	10896 Whitehall Rd., San Diego	1-20-78	7098
Youngers, Donald A.	4356 Edgewood Ct., La Mesa	1-20-78	7107, 7109, 7113, 7114, 7117(b)
Zentner, M. E. Const. Co.	P.O. Box 14277, So. Lake Tahoe	12-14-77	7071.13, 7109, 7110, 7111, 7114, 7115 (7019, 7030), 7116, 7122

# DENIED NOVEMBER-JANUARY 1978-79

Namestyle	Address	Date	Sections violated
Burch Construction	P.O. Box 670, Oakdale	1-20-78	480(a)(1)(3)
Hill, James A. Demolition Contractors	4373 South Van Ness Ave., Los Angeles	12-9-77	7102
L & M Const. Co.	207 East Maple, Lompoc	3-16-78	480(A)(3)(B), 7102
Payseno, Francis E.	3644 Sapphire Drive, Auburn	12-14-77	480(a)(3), 7107, 7112, 7113
Richard, Cecil Anthony	2643 Tyler Ave., #10, El Monte	2-14-78	480(a)(3)(b), 7112

# SUSPENDED NOVEMBER-JANUARY 1978-79

Namestyle	Address	Date	Sections violated
A-1 Pools by Margo	13066 Burns Lane, Redlands	12-7-77	7107, 7112, 7115 (7028.5), 7121 10 Days
A & S Roofing	12334 Ruby Lane, Yucaipa	12-21-77	7107, 7108, 7110, 7113, 7115 (7159) Indef.
A V Air Conditioning & Heating Service Center	45247 W. Division, Lancaster	12-21-77	7071.1, 7108, 7113, 7115 (7159), 7117(a) Indef.
Aguirre, Adolfo	821 Sandlewood Ave., La Habra	11-4-77	7109, 7113, 7115 (7028) 20 Days
Aguirre's Pool Plastering	821 Sandlewood Ave., La Habra	11-4-77	7097, 7121 20 Days
Barrington, Glenn	P.O. Box 862, Gridley	11-7-77	7108, 7109, 7111, 7113, 7115 (7018, 7030, 7030.5, 7159), 7120, 7121 Indef.
Becker, Nicholas L.	544 Casa Dr., Paradise	12-14-77	7121 45 Days
Bennight, Joe C.	19253 Western Blvd., Hayward	12-14-77	7109, 7113, 7115 (7030, 7159) 30 Days
Bransford Construction Company	1046 Swaner St., San Diego	12-22-77	7107, 7113 Indef.
California Concrete Specialists Company	23942 Haynes, Canoga Park	1-18-78	7030, 7109, 7113, 7115 (7159), 7110 Indef.
Cardenas, D. L., General Builder	11467 El Nopal, Lakeside	11-25-77	7122.5 30 Days
Cardenas, D. L. Inc.	9230 Adlai Rd., Lakeside	11-25-77	7110, 7121 30 Days
City of Glass	248 La Cruz Ave., Millbrae	11-3-77	7107, 7113 6 Months
Crowe, Paul J. Builder and Developer	Box 1601, Central Valley	1-20-78	7109, 7110, 7113, 7120 60 Days
D S D Development Co.	1717 No. Vine St., Hollywood	1-29-78	7107, 7109, 7113, 7115 (7028, 7068.1, 7159) 7116, 7120 60 Days
Danielle Corporation	10521 Santa Monica Blvd., Los Angeles	11-14-77	7109, 7110, 7113, 7115 (7030, 7159) Indef.
Darwin, J. L.	6191 Sierra Sienna, Irvine	11-3-77	7121, 7122.5 15 Days
Deford, Mel Plumbing	3535 W. 168th St., Torrance	12-21-77	7107, 7108, 7110, 7113, 7115 (B. R. 760, 7083, 7159) Indef.
Dillon, Carl A.	11301 Big Dipper Dr., Mira Loma	11-3-77	7122.5 45 Days
Dominicks Painting & Decorating Co.	201 Loma Verde Ave., #C, Palo Alto	12-19-77	7107, 7108, 7111, 7113, 7115 (7083, 7159), 7116, Indef.
Donald, Peter Company	2751 E. Maverick Ave., Anaheim	12-21-77	7107, 7110, 7113, 7115 (7018, 7019, 7030, 7030.5, 7083, 7159) Indef.
Fareo Construction Company	P.O. Box 6302, Bureka	12-7-77	7108, 7115 (7030, 7030.5), 7120 1 Day
Garcia Plumbing	3958 National Ave., San Diego	11-14-77	7107, 7113, 7115 (7028, 7083, 7159), 7116 Indef.
Glenbud Concrete Construction Co.	8433 Ilex, Fontana	12-14-77	7107, 7113 15 Days
Grant, Don Roofing and Ceramic Tile Co.	P.O. Box 257, Palo Cedro	11-7-77	7109, 7113, 7115 (7018, 7030), 7116, 7119 Indef.
Grothe, William Roofing	P.O. Box 12094, El Cajon	11-7-77	7109, 7113 Indef.
H & S Concrete	168 W. "C" St., Colton	12-23-77	7108, 7111, 7113, 7120 Indef.
Hamilton Electric, Inc.	P.O. Box 665, Kelseyville	11-14-77	7107, 7113, 7115 (7028, 7030.5) Indef.
Heavenly Landscape	P.O. Box 154, Cerritos	11-7-77	7107, 7108, 7113, 7115 (7028, 7030, 7159) Indef.
Herb's Landscaping & Maintenance	P.O. Box 527, Central Valley	12-14-77	7109, 7113, 7115 (7018), 7116 90 Days
Hersch, Jerry General Contractor	2230 W. Orange, Apt. 20, Anaheim	12-2-77	7122.5 90 Days
Home Comfort Systems, Inc.	20944 Sherman Way, Ste. 111, Canoga Park	11-14-77	7109, 7113, 7115 (7159) Indef.
Hunter's Construction Company	8553 Hilton Way, Fair Oaks	12-14-77	7122.5 90 Days
Infante, Manuel & Sons	329 Capital St., Salinas	12-14-77	7107, 7108, 7111, 7113, 7120, 7121 90 Days
Jearls Enterprises	P.O. Box 293, Citrus Heights	11-11-77	7113, 7115 (7028), 7161 45 Days
Jensen/Buchanan Builder	42787 Parkwood St., Fremont	11-14-77	7107, 7108, 7109, 7110, 7111, 7113, 7115 (7018, 7030, 7083, 7159), 7119, 7120 Indef.
Kitchen's Etc.	6845 Parsons Trail, Tujunga	11-14-77	7107, 7109, 7113, 7115 (7159) Indef.
Knapp Construction Co.	5151 Santa Fe St., Ste. A, San Diego	12-21-77	7107, 7108, 7109, 7113, 7115 (Board Rule 760, 7030, 7159), 7116, 7120
Mello Painters and Decorators	3410 Park Blvd., Oakland	11-3-77	7109, 7113, 7115 (7083) 20 Days
Moseley, Edward H.	416 Figueroa St., Folsom	1-22-78	7109, 7113, 7115 (Board Rule 760) 60 Days
Muse, Allen Raymond	13111 Hewes Ave., Santa Ana	11-4-77	7122.5 5 Days
Muse, James	869 Estancia, San Rafael	1-26-78	7122.5 60 Days
Newbury Landscape	346 Ridgemoat Ct., Newbury Park	1-22-78	7109, 7110, 7115 (7159) 30 Days
Nixon, Donald Wayne	10521 Santa Monica Blvd., Los Angeles	11-14-77	7122.5 Indef.
Oliver Const. Co.	P.O. Box 6576, So. Lake Tahoe	12-14-77	7122.5 15 Days
Orange County Framing	23701 Calle Ganador, Mission Viejo	12-23-77	7110, 7111 Indef.
Phoenix Improvements	2325 West Roberta, Fullerton	12-14-77	7110 Indef.
Poirier, Walter A.	P.O. Box 501, Paradise	12-14-77	7107, 7113, 7115 45 Days
Prescott Electric and Mfg. Co.	8433 Ilex Ave., Fontana	12-14-77	7097 15 Days
Red's Service	Box 168, Lowell, AZ	11-14-77	7112, 7115 Indef.
Reliable Construction Co.	921 De La Fuente St., Monterey Park	1-22-78	7109 30 Days
Rite Way Carpet	8780 E. Valley Blvd., Rosemead	12-14-77	7115 (7019, 7159) 5 Days
Seep Electric Co.	6222 Berquist Ave., Woodland Hills	1-28-78	7107, 7109, 7110, 7113, 7115 (7018) 30 Days
Suburban Mobile Homes, Inc.	1690 El Camino Real, So. San Francisco	1-22-78	7108, 7111, 7115 (7030, 7030.5), 7120 90 Days
Sun Valley Construction & Concrete	8986 Greenback Lane, Orangevale	1-20-78	7109, 7113, 7115 (7018, 7019, 7159), 180 Days
Taylor, O. M. Red	P.O. Box 159, Norco	11-3-77	7122.5 5 Days
Taylor's Construction	3336 Hamner Ave., Norco	11-3-77	7113, 7120 5 Days
Thomas, Kenneth	433 E. Pasadena St., Pomona	11-7-77	7107, 7109, 7113, 7115 (7159), 7117(a) Indef.
Valley Roofing Co.	411 Culver St., Bakersfield	12-23-77	7113, 7120 Indef.
Van Zile, C. A.	1717 No. Vine St., Hollywood	1-29-78	7122.5 60 Days
Water Tite Roofs	547 Richford Ave., La Puente	1-21-78	7109, 7115 (7159), 7110 180 Days
Wright, Joe C.	P.O. Box 56, Penn Valley	11-7-77	7113, 7115 (7019), 7116, 7119, 7120, 7122.5 Indef.

## Making It As A Construction Contractor

(Continued from Page 4)

throughout the state. SBO gives referral services in the areas of bonding, management, technical and funding assistance. For instance, they could refer you to a Federal program that would provide such a service as estimating at no cost. Red stickers marked "Small Business" speed job packages through the state approval process to expedite payments. SBO also maintains a list of small businesses for departments to refer to when they need construction work done.

SBO contractors were awarded \$8,872,291 in state construction contracts in 1976-77, and this year the total will exceed \$10,298,173. More small contractors are needed for large and small construction projects, especially in Northern California, the Central Valley, San Diego and San Bernardino areas. Contractors' State License Board offices throughout the state can give you a brochure explaining SBO programs. Information is also available at the SBO office, 1823 14th Street, Sacramento, 95814; telephone (916) 322-5060; or at 107 South Broadway, Room 4040, Los Angeles 90012; telephone (213) 640-5623.

If you are a minority contractor who feels reluctant to get involved with government contracting jobs because you fear red tape, you should check into the services offered by the California Office of Minority Business Enterprise (CAL OMBE). It has a service manager who is a consultant for architects, engineers, and other such classifications. OMBE also has a construction opportunity manager who helps contractors become competitive within the system. The office searches out agency jobs minority contractors can take part in; usually in a range up to \$15,000. It assists small contractors who wish to become large businesses, doing projects up to \$100,000. City and county governments get assistance in dealing with minority problems, and OMBE works with various state

departments by reviewing and updating procedures for operating minority programs. Call or write OMBE, 1823 14th Street, Room 205, Sacramento, CA 95814; telephone (916) 322-3420.

Department of Economic and Business Development (EBD) provides guarantees for business loans, management and technical assistance, and operates through independent, nonprofit regional small-business development corporations throughout the state. The department emphasizes that it is not a traditional social helping agency. It recommends that contractors submit a financial statement prepared by a certified public accountant familiar with the construction industry. A package requires a basic feasibility study, a workup on the firm and its history, and a financial projection with appropriate documentation. The nonprofit corporations throughout the state receive and analyze packages from small businesses, make bonding available to small and minority contractors, and monitor loans that have been guaranteed. A list of minority contractors is also maintained.

There are two requirements for assistance: your business must have no other prospect for obtaining financing without the guarantee, but it must also have a reasonable prospect of paying back the loan. SBD helps businesses who do not exceed the size limitations of SBO, and can also work with those exceeding SBO size limitations if 15 or more persons living in an economically disadvantaged area, or youths, will obtain jobs as a result of the loan.

In short, contracting is hard work, requiring a firm foundation in trade skills and business training. It is highly competitive, and not all those who attempt it make good. There is help available through associations and government offices, especially for small and

## Where are the Regional Small Business Development Corporations?

Current Regional Corporations, their geographic areas and specializations are:

### California Regional Small Business Development Corporation

635 Divisadero Street  
San Francisco, CA 94117  
(415) 922-7159

Area of Service: State-wide with concentration in Northern Calif.

Specialization: Business loans

### California Rural Small Business Development Corporation

1044 Fulton Mall  
Mason Bldg., Room 505  
Fresno, CA 93721  
(209) 442-1575

Area of Service: State-wide, but currently concentrates in Rural Areas

Specialization: Financial packaging using maximum of private and public financing and guarantees

### Pacific Coast Regional Small Business Development Corporation

3960 Wilshire Blvd., Suite 507  
Los Angeles, CA 90010  
(213) 383-8044

Area of Service: State-wide, but concentrates on Southern Calif.

Specialization: Business financial assistance

minority businesses, to increase their expertise and monetary capability in the market place. There is hope that more minorities will pass through the invisible wall to the 'inside' of the construction industry market place, assuring a healthier economy and equal opportunity for all.

STATE OF CALIFORNIA  
DEPARTMENT OF

**Consumer  
Affairs**

CONTRACTORS' STATE LICENSE BOARD  
1020 N Street  
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