

SBE NEWS ALERT

Contracting Opportunities for Women & Minority Owned Businesses



By Linda Hoitt

Do you own a women or minority owned business?

Do you sell a product or provide a service corporations and government agencies purchase?

If you answered “Yes” to these two questions, then you should explore the options of getting certified. Many corporations and government agencies have programs that support diverse and/or small businesses. The benefits of these programs differ from one entity to another, but as a general rule, they offer incentives to prime contractors to utilize these businesses, have set-aside programs for diverse and/or small businesses, and provide price preference allowances for qualified businesses.

There are multiple certifications for women and minority owned businesses and each has its own specific purpose depending on who your customers will be. Some certifications are relatively simple and can be completed fairly quickly while others

have extensive applications to be completed and require a great deal of back-up documentation.

Selecting the right certifications for your business requires you to do your homework to determine what corporations and agencies are likely to purchase from you. Once you have a list of potential targets, you need to determine whether they have a small business diversity program and if they do, what certifications they recognize that are applicable to you.

Specific requirements to qualify as a women or minority owned vary depending on the specific certification, but here are some general guidelines for women/minorities seeking certification:

- 1) Must have a minimum 51% ownership in the business;
- 2) Must have managerial and financial control of the business;
- 3) Must hold the highest officer position(s);
- 4) Must be the highest paid individual(s) in the business;

- 5) Must manage the business day-to-day during normal business hours;
- 6) Cannot be employed by another business;
- 7) In some cases, if the service provided by the business requires a professional license, such as a contractor or engineer, the license must be held by the person seeking certification;

As stated before, there are multiple ways to get certified with each having a specific application. Here is a brief overview of the various certifications:

- 1) SAM.gov – self-certification for women and minority owned businesses bidding on federal contracts;

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SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California’s #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

**Publisher of
Small Business Exchange
weekly newspaper**

California Sub-Bid Request Ads

WEST BAY BUILDERS INC. is requesting bids from DVBE subcontractors, suppliers & truckers for the following project.

James Lick Middle School Modernization SFUSD Project No. 11508
1220 Noe Street, San Francisco, CA

Owner: San Francisco Unified School District

Bid Date: 10/28/14 @ 2:00 PM • Estimate: \$14,000,000 • 3% DVBE Goal

Scope: School modernization which includes but is not limited to: Construction of two elevators; replacement of toilet rooms; renovation of classrooms, offices and other interior spaces; partial replacement of windows, doors, plumbing, mechanical, electrical, lighting, fire alarm, new fire sprinklers, structural shear walls and foundation work; exterior improvements to play yard, ramps, stairs, metal work, some exterior painting and repair, fencing, roof equipment and patching; and hazardous materials abatement.

TRADES NEEDED (but not limited to): Site Waste Management Program; Cutting and Patching; Selective Demolition; Unit Paving; Site Clearing; Earthwork; Protection of Site Murals; Storm Drainage; Concrete; Chain link fences and gates; Site Furnishings; Topsoil; Shotcrete; Structural Steel; Metal Deck and fabrications; Pipe and Tube Railings; Column Covers; Rough carpentry; Architectural Cabinets; Plastic Paneling; Waterproofing; Building Insulation; SBS Modified Bituminous Membrane Roofing; Sheet Metal Flashing and Trimming; Through Penetration Firestop Systems; Joint Sealants; Doors and Frames; Windows; Hardware; Glazing; Non-load bearing steel framing; Portland Cement Plaster; Gypsum Board; Ceramic Tile; Acoustical Panel and Tile Ceilings; Wood Flooring Refinishes; Resilient Wall Base and Accessories; Flooring; Terrazzo; Painting; Vapor Emission Treatment; Visual Display Surfaces; Display Cases; Toilet and Bath Accessories; Louvers and Vents; Signs; Assisted Listening Systems; Metal Lockers; Fire Extinguishers and Cabinets; Library Stack Systems; Stage Curtains and Drapery; Projection Screens and Mounts; Food Service Equipment; Casework; Roller Shades; Fixed Audience Seating; Elevators; Wheelchair Lifts; HVAC Piping Insulation; Fire Sprinkler Systems; Plumbing; Mechanical; Electrical; Clock and Speaker System; Digital Video Surveillance System; Intrusion Alarm System; Card Access and Video Doorbell Systems; HAZMAT

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, unless contract is under \$200,000. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

WBB is willing to discuss breaking down bid items into economically feasible units for minority participation. Our estimating department is available for assistance with bonding, lines of credit, insurance, equipment, supplies and/or materials. The Small Business Administration (www.sba.gov), the California Dept. of General Services (www.dgs.ca.gov) and U.S. Dept. of Transportation Office of Small and Disadvantaged Business Utilization (www.osdbu.dot.gov) may also be able to offer financial assistance and/or information regarding insurance and bonding. Plans and specs may be viewed at various local Builder's Exchanges, in our office at 250 Bel Marin Keys Blvd., Bldg. A, Novato Monday through Friday from 7:30 AM to 4:30 PM or can be emailed upon request.

WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER

Contact: **Dalia Nieto** • (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: dalian@westbaybuilders.com



MV TRANSPORTATION, INC.

DBE Subcontractors Requested

Orange County Transportation Authority (OCTA)
Contracted Fixed Route Bus Services
Bid Submittal Date: November 12, 2014

MV Transportation is seeking proposals from DBE Subcontractors.

Submit proposals for the following: Office Supplies, Computers and Printers, Vehicle Parts, Vehicle Cleaning Services, Vehicle Detailing, Consumable Fluids (Oil, Lubricants), Fuel, Bus Washing Chemicals, Uniforms, Vehicles and Staffing Services.

The RFP documents are available from our offices or from the OCTA directly. If you require additional advice and assistance in this process, obtaining necessary equipment, supplies, materials or related assistance or services; bonds, lines of credit, or insurance required by the OCTA or MV, please feel free to contact me at 623-340-3209. Interested firms please fax a letter of interest (include DBE certification information) by **October 27, 2014**.

All proposals will be fairly evaluated.

Joe Escobedo, Sr. VP Business Development

MV Transportation, Inc.

479 Mason Street, Suite 221 • Vacaville, CA 95688
Phone: (623) 340-3209 • Fax: (972) 391-4960
jo.e Escobedo@mvtransit.com

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 101 – Rubber HMA Overlay
Hopland - Caltrans #01-362914

BID DATE: November 6, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Asbestos Compliance Plan, Cold Plane AC, Shoulder Backing, Crack Treatment, Rumble Strip, Data Core, Inlet Protection, Rubberized HMA-Open Graded (Bonded Wearing Course), AC Dike, Tack Coat, Striping & Marking and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: **Jean Sicard**

An Equal Opportunity Employer

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



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 FAX: (415) 883-7529

CONTACT: **ADRIANNE LEWIS**

Email: Adrienne@arntzbuilders.com

REQUESTS QUOTATIONS
FROM ALL CERTIFIED DVBE/SBE/DBE/
WBE/MBE/LBE and ALL QUALIFIED
SUBCONTRACTORS & SUPPLIERS
FOR ALL TRADES
FOR THE FOLLOWING PROJECTS:
JAMES LICK MIDDLE SCHOOL MODERNIZATION
SFUSD PROJECT NO. 11058
SAN FRANCISCO, CA
BID DATE: October 28, 2014 at 2:00PM
ESTIMATE: \$14,000,000

Trades needed but not limited to: Hazmat, Grading, Paving, Site Utilities, Selective Demo, Site Concrete, Structural Concrete, Shotcrete, Rebar, Chain Link Fences and Gates, Structural and Misc. Steel, Column Covers, Metal Deck, Cabinetry, Plastic Paneling, Fluid Applied Waterproofing, Building Insulation, Built Up Roofing, Sheetmetal, Doors Frames and Hardware, AMP Doors, Sound Control Doors, Overhead Coiling Doors, Glass, Glazing and Aluminum, Drywall and Metal Framing, Cement Plaster, Spray on Fireproofing, Ceramic Tile, Carpet and Resilient Flooring, Epoxy Resinous Flooring, Wood Floor Refinishing, Acoustical, Vapor Emission Treatment, Sound Absorbing Wall Units, Terrazzo Cleaning, Painting, Intumescent Painting, Lockers, HVAC, Plumbing, Fire Sprinklers, Library Stack Systems, Food Service Equipment and Elevators.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS. AN EQUAL OPPORTUNITY EMPLOYER



California Sub-Bid Request Ads

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:
CONSTRUCTION IN THE CITY OF UNION CITY WHIPPLE ROAD PAVEMENT REHABILITATION, CITY PROJECT NO. 13-10

OWNER: CITY OF UNION CITY - OFFICE OF CITY CLERK
 34009 ALVARADO-NILES ROAD, UNION CITY, CALIFORNIA 94587

BID DATE: October 23, 2014 @ 2:00 PM

We hereby encourage responsible participation of local Disadvantaged/Minority/Women Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

ADJUST IRON, COLD PLANE, ELECTRICAL, MINOR CONCRETE, STRIPING, TRUCKING, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
 Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Alan McKean
 Website: www.desilvagates.com
An Equal Opportunity Employer

SUB-BID REQUEST

D'Arcy & Harty Construction, Inc
 (415) 822-5200 ph • (415) 822-0747 Fx
Estimator: willietobin@sbcglobal.net

**Rodeo Sanitary District
 Sewer Year 1 Improvements**

Bids: 10/27/14 at 2:00 pm

**UDBE sub-bids requested for
 Traffic Control, Saw-cutting,
 Trucking and Concrete sidewalk**

Contracting Opportunities

■ Continued from page 1

- 2) WOSB/EDWOSB – Federal program for self-certification or third party certification for Women Owned Small Business (WOSB) and Economically Disadvantaged Women Owned Small Business (ED-WOSB);
- 3) 8(a)—Federal business development program for socially and economically disadvantaged individuals;
- 4) DBE (Disadvantaged Business Enterprise) – certification program for identified minority groups and women relative to federally funded transportation projects;
- 5) CPUC – certification program for women and minority owned businesses doing business with the California Public Utility Commission member organizations;
- 6) WBE/MBE (Women Business Enterprise/Minority Business Enterprise) – third party certification primarily for contracting with corporations having Supplier Diversity Programs;

Becoming certified as a women or minority owned business doesn't guarantee that you will win a contract from a corporation or government agency, but being able to comply with an organization's small business goals, can give you an advantage over non-certified businesses.

Getting certifications and learning how to market to corporations and government agencies can be overwhelming at times. The Orange County SBDC is here to help you:

Better understand the various certification programs and determine which are best for you;

- Identify potential opportunities;
- Help evaluate your business' readiness to pursue this market segment;
- Prepare certification applications and document packages;
- Develop a game plan for marketing to these market segments;
- Understand the bid process and how to bid;

Call the Orange County SBDC today to learn more at 714.564.5200.

MEET AND GREET OUTREACH EVENT

BGI nibbi

Project Name: Alice Griffith Block 2 & 4
Owner: McCormack Baron Salazar, Inc.
Location: San Francisco, California
Bid Date: November 3, 2014

**Meet & Greet Outreach for Bayview / Hunters Point Community:
 October 23, 2014, @ 5pm-6:30pm**

Location: 1800 Oakdale Ave, San Francisco, Southeast Community Center, Alex Pitcher Jr. Room

Baines Group and Nibbi Brothers Joint Venture team has been selected as the General Contractor for the Alice Griffith Block 2 & 4 project in San Francisco, CA. The Outreach Meeting will include an overview of the project as well as an introduction to the project team, review of the hiring goals, employment opportunities, and bidding process.

Confirmed Guest Speakers include:

- Willie Brown – Former Mayor of San Francisco (1996-2004)
- Malia Cohen – San Francisco Supervisor, 10th District (Bayview Hunters Point, Potrero Hill, Dogpatch, and Visitacion Valley neighborhoods)

Attendance Pending Schedule:

- Patrick Mulligan – Director, Local Hire Advisory Committee and Citybuild
- Ken Nim – Workforce Compliance Manager, San Francisco Office of Economic and Workforce Development
- George Bridges – Successor Agency to the San Francisco Redevelopment Agency
- Gilbert De Anda – Field Representative, Northern California Carpenters Regional Council
- Shamann Walton – Executive Director, Young Community Developers, Inc.

Snacks and refreshments will be provided.

For information regarding this project please contact Logan Daniels, Preconstruction Manager, via email at logand@nibbi.com.

Buyer Seller Database

Get access to the largest non-public database in the nation!
Containing information on over 1.5 million companies with 35 fields of information per entity.

The SBE database is a highly targeted and easily searchable database with detailed information on Certified*:

- Small, Minority-owned Businesses (MBEs)
- Woman-owned Businesses (WBEs)
- Disadvantaged Business Enterprises (DBEs)
- Disadvantaged Veteran Business Enterprises (DVBES)

*Certified by the Department(s) of Transportation and SBA's "Pro-Net".



Bid database

SBE maintains federal procurement opportunities nationwide; state procurement from state of California and local as requested. Opportunities are searchable by category and keyword and full detail available through subscription services.



B2B database

SBE maintains a nationwide database of businesses from all industries, both certified by federal, state and local jurisdictions and non-certified. Businesses are profiled by 85+ fields of information. Businesses are accessible through SBE's various (customized) outreach services.

What Clients Say About SBE Services

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten years . . . and has met our specific requirements ... The Department has been more than satisfied.

- San Francisco DPW

"I know that when a representative of SBE indirectly represents McCarthy in contacting subcontractors—it is always with professionalism."

- McCarthy Building Companies Inc

"You're at the top of my list. Whenever I have an outreach requirement, I just grab the phone and call SBE."

- Expedient Energy

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."

- Atkinson Construction

"Thank you for a great job, very much appreciated by the team"

- Schiavone Construction

"They are very Committed to helping us meet the necessary requirements of the many different public agencies we deal with, and deliver competent, qualified bidders at the same time. SBE has some very good resources and continues to keep there databases up to date with certified DVBE, DBE, SBE, WBE etc..."

- Robert A Bothman, Inc.

"Small Business Exchange is one of the partners we use for outreach. We solicit their help to meet our goals. SBE's expertise and thorough documentation was especially helpful during the challenge process with the Disadvantaged Business Enterprise Reconsideration Panel upholding our awarded contract."

- Skanska USA Civil West California District Inc

"We have never been rejected for being out of compliance due to activity deliverables from SBE. That makes business for both entities much more profitable."

- Xerox Corporation

Publication with SBE

SBE Covers It All From the West to the East Coast

BID Information - SBE's BID information is a popular business tool. Each issue covers current BID announcements for Business and Professional Services, Construction and Commodity Opportunities. SBE imports BID information from federal, state, and local government websites on a daily basis, providing the most current information.

Public/Legal Announcements and Invitations to BID - Public agencies and institutions receive added value, such as print and electronic distribution and inclusion bid database.

Regular News Sections - News sections provide weekly business resources reported in the Banking & Finance and Supplier Diversity sections.

Continuing Columns - Continuing columns by syndicated columnists, provide small businesses with critical management and marketing information. Profiles by journalist Cheryl Hentz and Darryl K. Henderson, J.D. also appear regularly.

Business Resources - SBE also features Business Resources that touch on topics such as Management, E-commerce, Legislation, Technology, Banking & Finance and much more.

Display/Classified Advertising - Post an Ad for your business, List Public/Legal Notices, Post Your Job Opportunities.