



SMALL BUSINESS EXCHANGE

Vol 30, Edition 33 • November 6, 2014

Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS
• INFO
• BIDS

Vets First Contracting Program FAQs



1. What is the Vets First Contracting Program and what benefits does Verification provide for our company?

The Vets First Contracting Program within the Department of Veterans Affairs (VA) was created under Public Law, P.L. 109-461. This contracting program was created for Veteran-Owned Small Businesses and expanded the Service-Disabled Veteran contracting program for VA procurements. The Public Law was implemented in two regulations published in the Federal Register:

- 38 CFR Parts 802, 804, 808, 809, 810, 813, 815, 817, 819, 828, and 852 Supporting Veteran-Owned and Service-Disabled Veteran-Owned Small Businesses were amended on December 8, 2009, to implement changes to the VA Acquisition Regulation. This regulation defines the acquisition rules for the program with VA.
- 38 CFR Part 74 Veterans Small Business Regulations was published on February 8, 2010, and clarified on January 19, 2011. This regulation defines the requirements for verification as a

Veteran-Owned Small Business or a Service-Disabled Veteran-Owned Small Business.

The Veteran business owner and the Government mutually benefit from this program. Upon approval, the Program Participant has documented proof of eligibility. This gives confidence to VA that set-asides are being awarded to legitimate firms owned and controlled by Veterans or Service-Connected Disabled Veterans. This helps stimulate the small business community and create growth for the economy.

Approved firms are eligible to participate in Veteran-Owned Service-Disabled (VOSB) and SDVOSB set-asides issued by VA. They are eligible to subcontract with VA's large prime contractors in acquisitions where additional evaluation credit. They are also eligible to participate in VA's Veteran-Owned Small Business Mentor-Protégé Program. VA is one of the largest procurement organizations in the Federal Government. Annually, this Department spends over \$3 Billion with eligible Veteran-Owned Small Businesses. That's a

■ Continued on page 7

The Tactics of Collaboration

Moving beyond platitude and exploring how to operationalize collaboration.

By Steve Wright

Statement by John Arensmeyer, Founder & CEO of Small Business Majority, regarding data released Wednesday by ADP showing small businesses continue to drive job growth in the United States

Employment report from ADP once again shows the smallest businesses—those with 1-49 employees—continue to outpace large businesses in the race to put America back to work. With 102,000 jobs created by small businesses in October, it continues a trend going back to January 2011 of positive job growth among our nation's primary job creators.

However, the hole dug by the recession was deep and wage-growth has remained stagnant. Small businesses could be in an even stronger position economically if policymakers in Washington cross the partisan divide that has paralyzed them for so long and move on smart economic policies like those outlined in Small Business Majority's Economic Agenda for America's Future. These policies include solutions to near-term challenges, such as shoring up additional capital for small businesses through final crowdfunding rules, to strategies for long-term growth through comprehensive tax reform and strengthening the nation's infrastructure.

Over the last two years small businesses have been hurt by the historic level of gridlock in Washington. According to the Pew Research Center, we are on pace to see one of the least productive Congresses in history. That is not what small businesses need. Two more years of this type of inaction will have dire consequences not just on small business, but our economy as

a whole.

Small businesses are concerned about access to capital, a fair tax code, immigration reform, finding and retaining skilled workers, a healthcare marketplace that works, and greater demand for their goods and services. Now with the mid-term elections behind us, they need the new Congress to take those concerns to the House and Senate floor. Small businesses and our economy need lawmakers to stop talking about helping small businesses and start acting on policies that level the playing field for small firms and put them in a position to thrive and grow.

John Arensmeyer is the Founder & CEO of Small Business Majority, a national small business advocacy organization, founded and run by small business owners, to support America's 28 million small businesses. In September, Small Business Majority released its "Economic Agenda for America's Future," a

■ Continued on page 6

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Community Outreach

Nicholas Graham Jaeger Breakthrough Changemaker Inspiration Awardee 2014



Nicholas Jaeger, 16, is a junior at Woodside Priory High School in Portola Valley, California.

He first became interested in the challenge of domestic violence in 2012 when he volunteered for CORA (Community Overcoming Relationship Abuse) in San Mateo. While working on restoring one of their shelters, he realized that while his painting skills were weak, his desire to take action against this underreported problem was strong. Nick believes that awareness, especially among his peers, can be a key element in reducing and ultimately eliminating violence against women. He has borrowed the concept of "allies" from the LGBT community in an effort to strengthen the support network for those experiencing abuse. He will be speaking to his entire school later this month and has organized a week of activities designed to inspire action against domestic violence. Earlier this year he began raising an investment fund to support CORA and has so far received more than \$60,000 in donations.

Nick's interest in the public markets began at age 13 through conversations with his grandfather. He has since worked for three hedge funds over multiple summers. As Nick puts it: "Raising money can be difficult—especially for an issue that people prefer not to talk about." The idea

of an investment fund has captured the interest of many who would otherwise not think of donating to CORA. Nick plans to continue raising money and awareness on their behalf.

Source: Breakthrough (www.breakthrough.tv)

About CORA

CORA is the only agency in San Mateo County with the sole purpose of serving victims/survivors of domestic violence/abuse. We are a multicultural agency committed to serving victims/survivors, regardless of age, ethnicity/race, financial status, language, sexual orientation, immigration status, class, religion, gender, mental or physical ability.

We provide free and confidential emergency, intervention and prevention services, including the county's only emergency shelter and transitional housing for victims/survivors and services in Spanish and English.

See more at:
<http://www.corasupport.org/about-cora/#sthash.rPjEN17L.dpuf>

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Big News for LGBT-Owned Businesses

By Chris Hoenig

New opportunities are on the horizon for LG-BT-owned businesses in California.

Late Friday, Governor Jerry Brown signed legislation extending the supplier-diversity initiatives of the California Public Utilities Commission (CPUC) to LGBT-owned businesses.

The CPUC's Supplier Diversity Program sets benchmark goals for the gas, electric, water and telephone companies it regulates. Participating companies—all of which have at least \$25 million in annual revenue—already aim to spend 15 percent of their procurement dollars with certified minority-owned business enterprises (MBEs), 5 percent with women-owned business enterprises (WBEs) and 1.5 percent with disabled-veteran-owned business enterprises (DVBEs).

Under the new law, LGBT-owned business enterprises (LGBTBEs) are added to the slate of diverse suppliers, opening the door for these businesses to compete for the procurement money of these larger utilities.

"It's not about getting special or preferred treatment, it's about winning on merit," Nikki Barua, CEO of California-based consulting firm BeyondCurious, said. "What this bill fundamentally does is it allows a variety of businesses to bring their capabilities, and from the perspective of large corporations, it allows them to get access to tremendous talent that they might not have seen before."

LGBT-owned companies will be certified by the National Gay & Lesbian Chamber of Commerce, which worked with California businesses and legislators to pass the law.

"If you look at the 3 million small businesses that are in California, then the generally accepted statistic is about 6 percent of the population self-identifies as LGBT, we're

talking about 180,000 to 200,000 small businesses that could be impacted by this legislation," NGLCC President Justin Nelson said.

Nelson, along with US Business Leadership Network Executive Director Jill Houghton, will deliver a presentation on finding suppliers in LGBT and disability communities at the 2014 DiversityInc Special Awards Event's Best Practices Conference on Oct. 21 in New York City. (You can register for the conference here.)

Supplier-diversity initiatives help businesses better connect with their communities and drive innovation through new perspectives.

Companies seek out bids from small businesses owned by members of underrepresented groups, and successful programs—like those on the DiversityInc Top 10 Companies for Supplier Diversity list—audit their supplier-diver-

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AWARDS

• CITY OF LOS ANGELES

Black Business Association,
Outstanding Entrepreneur
Mayor's Advisory Board,
Outstanding Achievement as a Vendor/Supplier

• COUNTY OF LOS ANGELES

Black Business Association,
Outstanding Entrepreneur

• BAY AREA CONTRACT COMPLIANCE

OFFICERS ASSOCIATION
Champion of Diversity

• NAMCSC

Minority Advocate

• 2014 Black History Month Award for Commitment and Service to the African American Community

Minority Advocate

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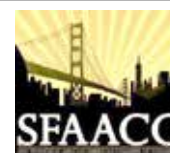
CALIFORNIA CERTIFICATIONS



• CPUC Clearing House

• San Francisco Human Rights Commission

MEMBERSHIP



ISSN 0892-5992 SBE is a certified DBE - CA UCP Firm #5988

California Sub-Bid Request Ads

PROJECT: South Chollas Landfill Operations Yard Improvement Project

Owner: City of San Diego

****THIS PROJECT HAS A 4.3% SLBE & 9% ELBE Goal****

BID DATE: Thursday, Nov. 13, 2014 • BID TIME: 2:00 pm

Please respond by 5:00 p.m., Nov. 12, 2014

We are seeking sub-bids from Qualified/Certified SLBE/ELBE subcontractors/subconsultants, and material and/or equipment suppliers in the areas of work included in, but not limited to: Asphalt Concrete, Tack Coat, Crushed Misc. Base, Drainage Inlet, Chain Link Fence/Gate, Class 2 Base, Signs, Light poles, Landfill Gas System (headers, sub-headers, laterals, condensate lines, drilling of wells), Electrical & Lighting, Striping, fencing, Cast In Place Site Concrete, Underground Utilities, WPCP, Environmental, Clear & Grub, Demo, Earthwork, HDPE Pipe, Geotextiles, Rip Rap Slope Protection, Structural Steel.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Fax: (858) 586-0164

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans are available through our San Diego Office or City of San Diego. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

Advertise with the Small Business Exchange

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

www.sbeinc.com

Robert A. Bothman

An Equal Opportunity Employer,

is requesting bids from certified MBE & WBE subcontractors and suppliers for the following trades: Electrical, Fire protection, Painting, Metal handrail restoration, Stainless steel gates, Demolition, Precast concrete curb, Irrigation/Planting, Traffic/Pedestrian Control, Construction Area Signs

EARTHQUAKE SAFETY PROGRAM SEISMIC RETROFIT PROJECT

City/Locations: Embarcadero, Daly City, North Oakland, Rockridge, California

Owner: BART

Engineers Estimate \$1,300,000.

Bid Date: Tuesday November 18, 2014 at 2:00 PM

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications.

This is a Public Works project subject to Prevailing Wage that will require Certified Payroll records be submitted on a weekly basis. We are signatory to Collective Bargaining Agreements. If any utilized subcontractors employ Operating Engineers, Laborers, Cement Masons, and Carpenters and are not signatory to these Unions, a one-job agreement will be required. 100% Payment & Performance bonds may be required from utilized subcontractors. Robert A. Bothman, Inc. utilizes a modified AGC Subcontract Agreement, which requires that all subcontractors meet specific requirements that may exceed project requirements. Insurance must be "Completed Operations Coverage", be the Primary Insurance and must include Waiver of Subrogation. Copies of all these requirements are available in our office or on our website at www.bothman.com/contracting.php

Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

Robert A. Bothman, Inc.

650 Quinn Ave • San Jose, CA 95112

Phone: (408) 279-2277 Fax: (408) 279-2286

Stephanie Hunt • shunt@bothman.com

Biden Calls For More Private Investment To Expand Infrastructure

By Bruce Buckley

With the Obama administration weeks away from issuing recommendations for how to speed delivery of infrastructure projects and streamline private-sector financing, Vice President Joe Biden is advocating more private investment in infrastructure.

Biden, speaking on Oct. 28 at the North American Strategic Infrastructure Leadership Forum in Washington, D.C., said improving and expanding infrastructure is a critical component in future U.S. job growth, highlighting a need for more public-private partnerships.

"All the government can do is act as a catalyst," he told the government and industry officials attending the conference. "You are creating the opportunities."

Biden's remarks come in advance of a report, due by Nov. 14, from an interagency infrastructure-finance working group tasked with identifying ways to overcome hurdles to private financing and to speed projects to completion.

President Obama's "Build America Investment Initiative," which was announced in July, directed Treasury Secretary Jacob Lew and Transportation Secretary Anthony Foxx to form the working group.

Biden singled out a need to upgrade U.S. ports so that they can accommodate New Panamax ships that will be in use after the Panama Canal expansion project completes in 2016.

He said that stepped-up energy-sector activity has helped spur opportunities in manufacturing, adding that even greater expansion could come with improved ports and rail systems. Biden said

that jobs in manufacturing "are only going to come home and stay home if we have the most modern infrastructure."

Citing past U.S. transportation construction feats, such as the transcontinental railroad and the Erie Canal, Biden said it's time to write a new chapter: "Build, build, build."

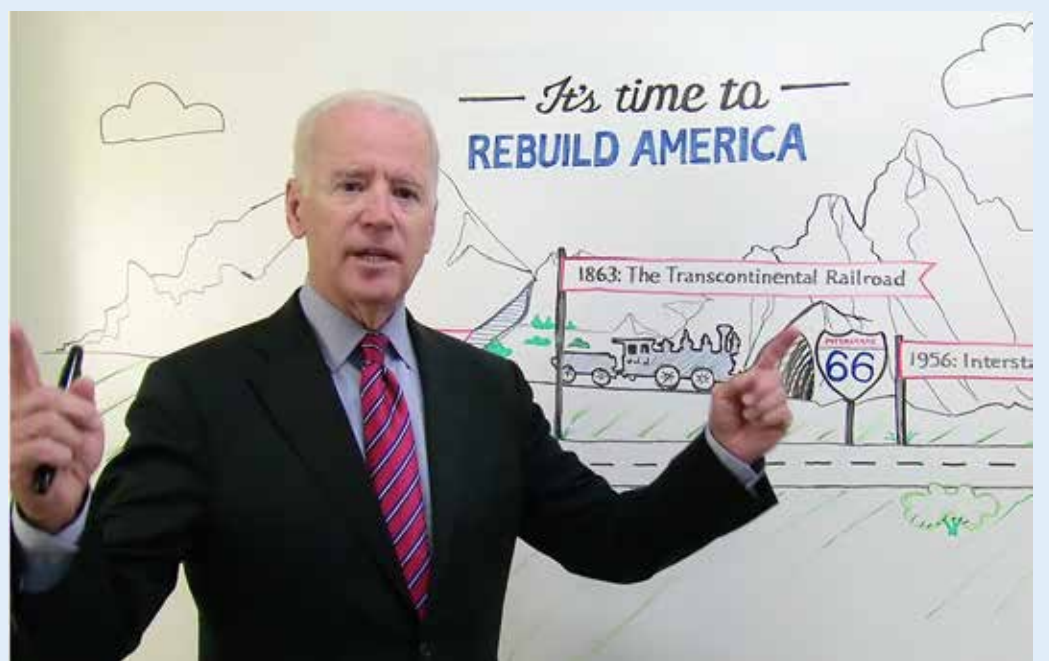
Norman Anderson, president & CEO of CG/LA Infrastructure, which organized the conference, said that while the Obama administration is calling for "build, build, build," he hears industry executives saying "plan, plan, plan."

Anderson says an important theme of the conference, which took place Oct. 28-30, was the need for a "predictable and realistic" infrastructure plan. "We need to think through what we want to accomplish and then figure out the milestone along the way to make that happen," he said.

Although much of the infrastructure debate is focused on funding, Anderson said, "it's not a money issue; it's about having a predictable pipeline of projects."

He noted that some states have expressed interest in seeing more unsolicited bids for work, but without a strategic vision, private investors are hesitant to put such bids together.

"That proactivity comes from having a plan," he said. Anderson added that if the federal government and the states "can lay out a plan that says, 'This is what we want to do and what we want to see in terms of increased infrastructure investment,' then the private-sector guys know how to get involved in projects."



Vice President of the United States

Image Credit: www.occupydemocrats.com

Doug Koelemay, director of the Virginia Office of Transportation Public-Private Partnerships, says that while PPPs are an important part of Virginia's transportation plan, public funding and financing tools drive the process.

Koelemay says that private investment "succeeds best if you have a really strong core, which is the basic funding that the public sector brings—from federal, state and local governments—to infrastructure funding." He adds. "Trying to substitute [PPPs] for that basic program just isn't going to work."

Koelemay says that besides passing long-term transportation bills, the federal government can expand and enhance financing tools such as the TIFIA program, which Virginia has used on PPP projects such as the 495 Express Lanes and 95 Express Lanes projects near Washington, D.C.

"That is a clear example of the federal government establishing tools that helped us put partnerships together more quickly than we otherwise might have been able to do," he says.

Source: <http://enr.construction.com>

California Sub-Bid Request Ads

JUV Inc is requesting Subcontractors, Suppliers bids from DVBE /LBE/MBE/WBE Companies for the project listed below.

**Project: Ida B Wells High School
Project No: 11510**

**1099 Hayes Street San Francisco CA 94117
Owner: San Francisco Unified School District
This project has Project Labor Agreement and
Local Hiring Requirements**

Bid Date November 20th 2014 AT 2:00 PM

100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED

JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM

Bid Documents and Drawings could be looked at: Builder's Exchanges, Reed Construction Data, McGraw Hill. Please Contact our office for plans and specs help.

Scope of Work Includes Hazmat Abatement, Demolition, Underground Utilities, Concrete, Masonry Metals, Carpentry, Caseworks, Insulation, Roofing, Doors and Windows, Flooring, Acoustical Ceilings, Tile, Stucco, Drywall, Specialties, HVAC, Plumbing, Electrical.

JUV Inc.

1616 Franklin Street Suite # 203 • Oakland, CA 94612
(510) 836-1300 • Fax (510) 836-1301
Contact: **David Gruzman** • Email: david@juvinc.com

**Please fax your scope of work
one day before bid**

JUV Inc is an Equal Opportunity Employer

REQUESTING SUB-BIDS

From All Qualified Disadvantaged Business Enterprise (DBE) Subcontractors/Sub-consultants/Suppliers/Vendors registered as a DBE or small business for:

**Foothill Boulevard Bridge Widening
Over San Dimas Wash
Owner: City of San Dimas
Public Works Department**

Reyes Construction is requesting bids for: **Sub-contractors:** Striping, Rebar, CIDH Piles, Cold Milling, Asphalt, Minor Concrete (Sidewalk, curb and gutter), Fencing, Structural Concrete (Bridge, catch basin, approach slab), Utilities Installation - Waterline, Electrical - Street Lighting, Concrete Barrier, Landscaping & Irrigation, Demo - (Bridge Removal), Survey, Concrete Staining (Painting of Handrail & staining concrete barrier) **Material & Suppliers:** Waterwork Supply (3" PVC, 12" CIP, 16" Steel Casing, 2" Copper, couplings etc.), RCP (18", 24" 2000D) T & G, Rebar, Miscellaneous, Metals (Manhole Steps (SS)), Concrete Accessories (Filter Fabric, Expansion Paper), Concrete (3250 PSI, 3600 PSI, 4000 PSI, Slurry 1 Sack, 4000 PSI), Crushed Aggregate Base, Sand for Bedding (SE>30), Gravel 3/4", Electrical - 4" Conduit, Fuel, Formliner

BID DATE: November 18, 2014 @ 10:00 AM

Reyes Construction, Inc.

State License Number 507561
1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Estimating Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

1.) <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)

2.) Via ShareFile, please send your request to estimating@reyesconstructio.com

Please fax quotes to: 909.622.3053

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 99 Widening and Ramp Metering

Stockton - Caltrans #10-OW4304

BID DATE: December 10, 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, Sweeping, Treated Wood Waste, Cold Plane AC, Clearing & Grubbing, Wood Mulch, Erosion Control, Hydromulch, Hydroseed, AC Dike, Tack Coat, Minor Concrete, Roadside Signs, Underground, Rock Slope Protection, Misc. Iron & Steel, Fencing, Delineator, Object Marker, Midwest Guardrail System, Striping & Marking, Traffic Monitoring Station, Ramp Metering System and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: Greg Souder

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 29 Cold Plane AC & RHMA

Lakeport - Caltrans #01-OC3504

BID DATE: November 13, 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, WPCP, Cold Plane AC, Erosion Control, Shoulder Backing, Crack Treatment, Rumble Strip, Data Core, AC Dike, Tack Coat, Entrance Taper, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Delineator, Object Marker, Adjust Guardrail, Striping & Marking, Traffic Monitoring Station, Modify Signal 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

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RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in San Joaquin County near Waterloo at Various Locations from

Calaveras River Bridge to Bear Creek Bridge Contract No. 10-0A8304

Federal Aid Project No. ACHSNHPG-P088(061)E

Engineer Estimate: \$1,160,000 - 70 Working Days

Goal: DBE 11%

Bids: November 13th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Demolition/Bridge Removal, Clear and Grub, Roadway Excavation, Erosion Control, Aggregate Base, Asphalt Paving, Structural Concrete Reinforcing Steel, Signs Roadside, Fencing, MBGR, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, SWPPP Planning, Water Truck, Sweeper, Trucker, and Storm Drain (Underground).

Scope of Work: Upgrade approach bridge rail and extend culverts.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact John Pitsch 925-606-2400 johnp@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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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:

IDA B. WELLS HIGH SCHOOL MODERNIZATION

SFUSD PROJECT NO. 11510

SAN FRANCISCO, CA

BID DATE: NOVEMBER 20, 2014 at 2:00PM

ESTIMATE: \$10,500,000

Trades needed but not limited to: Hazmat, Grading, Paving, Site Utilities, Selective Demo, Site Concrete, Structural Concrete, Shotcrete, Rebar, Masonry, Chain Link Fences and Gates, Structural and Misc. Steel, Metal Deck, Cabinetry, Bentonite Waterproofing, Board and Batt Insulation, Metal Roofing Built Up Roofing, Sheetmetal, Firestopping, Joint Sealants, Doors Frames and Hardware, Coiling Counter Doors, Glass, Glazing and Aluminum, Drywall and Metal Framing, Cement Plaster, Tile, Hardwood Flooring, Resilient Flooring, Fluid Applied Flooring, Glass Fiber Reinforced Plastic Panels, Acoustical, Painting, Intumescent Painting, Visual Display Boards, Toilet Compartments and Accessories, Wall Louvers, Signage, FE Cabs and Extinguishers, Case-work, Vertical Wheel Chair Lifts, HVAC, Plumbing, Fire Sprinklers, 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

Sub-Bids Requested From Qualified MBE Subcontractors & Suppliers

**East Bay Municipal Utility District
Statement of Qualifications and Proposal
for Design Services for Pump Station Q
Force main/Gravity Interceptor Reverse Flow
Project and Urban Runoff Diversion Project
Location: East Bay Municipal
Utility District Service Area
Bid Date: 11/19/2014**

Seeking the following services:
**Stormwater Diversion; Hazardous Waste;
Structural Engineering; Instrumentation and
Controls/Electrical Engineering**

RMC Water and Environment

2001 N. Main Street, Suite 400

Walnut Creek, CA 94596

Phone: 925-627-4100 • Fax: 925-627-4101

Contact: Tamara Simbirdi, Marketing Coordinator

Email: TSimbirdi@rmcwater.com

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

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With SBE you can:

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Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences of Various
Ethnicity, Race, & Gender

ADVERTISE
Sub-Bid Request Ad

California Sub-Bid Request Ads

McCarthy Building Companies, Inc.
is seeking bids from qualified Subcontractors and Suppliers:
San Bernardino 303 Building – Remodel and Parking Structure

1.01 BID TIME, DATE AND PLACE:

A. Bid Deadline: **2:00pm on the 4th day of December, 2014**

B. Place of Bid Receipt: McCarthy Building Companies, Inc.
20401 S.W. Birch Street, Suite 300
Newport Beach, CA 92660
(949) 851-8383

C. Place Plans are on file:

The construction documents, prepared by the Architect of Record are available to interested proposers for viewing and download from Box.com at <https://mbc.box.com/SanBernardino303>. Documents are available to order from Gill Reprographics, INC Irvine. Proposers should make order requests directly to Gill Reprographics by emailing Irvineorders@gillrepro.com and requesting bid documents for “San Bernardino 303 Building TI and Parking Structure” or by calling Gill Reprographics at 949-251-9488.

Bid documents are also available for viewing at McCarthy Newport Beach office plan room (open 8am to 5pm). Located at 20410 S.W. Birch street Newport Beach, CA. 92660 (949) 851-8383

Please do not contact the Owner, Architect or Consultants. Any questions must be submitted in the form of a type-written RFI and sent via email to Janelle Tod (Email: jtod@mccarthy.com). The last day for RFI’s is November 20, 2014 prior to 5:00pm.

1.02 SUMMARY OF WORK:

Project Description: This project consists of a six story building with soft demolition and complete remodeling of interior spaces and new site improvements including a new 2 level parking structure. Structural Concrete, Fire Protection, Mechanical, and Electrical have been previously awarded. Plumbing for the Parking Structure only has previously been awarded.

1.03 NOTICES:

A. NOTICE IS HEREBY GIVEN McCarthy will receive bids for award of Subcontracts for the above-named Project up to, but not later than the bid deadline.

B. PLANS AND SPECIFICATIONS WILL BE AVAILABLE **November 10, 2014**.

C. BIDDERS with bids that exceed \$25,000 must post a bid bond or other security in the amount of 15% of the amount of the bid with the bid. Bid bonds to be received within 24 hours of bid date.

D. Each BIDDER, simultaneously with the execution of the SubContract Agreement, shall be required to furnish a Labor and Material, Payment and Performance Bond in an amount equal to 100 percent of the Contract sum and a Faithful Performance Bond in an amount equal to 100 percent of the Contract Sum. Said Bonds shall be from an admitted California Surety satisfactory to McCarthy, with A. M. Best rating of A- or better, and listed in the Federal Register, issued by the Department of Treasury and licensed in California, Or Subcontractor shall be preapproved to join McCarthy’s Contractor Default Insurance Program. Said Bonds shall remain in full force and effect through the guarantee period.

E. The BIDDER shall be a licensed contractor pursuant to the Business and Professionals Code and be licensed in the applicable classifications for the trades for which the contractor is submitting a bid.

F. There is a MANDATORY JOB WALK for BUILDING DEMOLITION BIDDERS and SITE UTILITY BIDDERS on November 17th at 11:00 AM at 303 West Third Street, San Bernardino, California. Other trades are welcome to attend, but not required.


G. No Bid may be withdrawn **until sixty (60) days** after the Bid Opening Date.

H. McCarthy reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding.

I. McCarthy is an “equal opportunity” employer and encourages Minority and Small Business and DVBE Participation.

J. This Project is a prevailing wage project subject to the provisions of California Labor Code Section 1771 ET.AL.

McCarthy Building Companies, Inc.
Janelle Tod
20401 S.W. Birch Street, Newport, CA. 92660
Phone (949) 851-8383 • Fax (949) 756-6841



Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for

County of Santa Clara
Rehabilitation of Loyola Overcrossing at Foothill Expressway
Bridge No. 37C0117
Location: Los Altos, CA
Bid Date: November 20, 2014 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: Construction & Permanent Signs; Temp. & Permanent Striping; Water Pollution Program Management; Street Sweeping; Remove & Replace Chain Link Fence; Bridge/Retaining Wall/Concrete Demolition; Remove & Replace Metal Beam Guard Rail; Cold Plane AC Pavement; Polyester Concrete Overlay - Furnish & Install; Electrical; Clearing & Grubbing; Micro Surfacing; Furnish & Place Prestressed Concrete Deck Units; Rebar; Minor Concrete; Tubular Handrailing; and Concrete Barrier.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester
9009 Railroad Avenue • Oakland, CA 94603
Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Keith Ones
An Equal Opportunity Employer



FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences of Various
Ethnicity, Race, & Gender

ADVERTISE
Sub-Bid Request Ad

SBE Newspaper boasts a weekly readership of **75,000**
SBE Delivers competent, competitive, and certified
subcontractors, vendors, and suppliers

Turner Survey Shows Support for Green Building

By Greg Aragon

Turner Construction Company has released the results of its latest survey on Green Building and the news is good for sustainable practices. In its 2014 Green Market Barometer, released October 21, Turner found that companies remain committed to constructing green projects and value the financial benefits they provide owners and occupants.

Survey respondents also put importance on the benefits that green buildings provide for employee health and wellbeing and for hiring and retention of employees

Michael Deane, Turner’s chief sustainability officer, said in a press release that while building owners continue to incorporate green features in buildings to reduce operating costs, they are seeing more organizations “paying closer attention to the positive impacts of green buildings on indoor environmental quality and employee satisfaction and productivity.”

The poll was Turner’s sixth on this topic. It surveyed more than 300 executives who own or rent space or are involved in building design and construction.

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SUB-BID REQUEST AD

SKANSKA

Western Riverside County Regional Wastewater Authority
14 mgd Expansion Project W230
Encouraged DBE/MBE/WBE/HUB/SBRA/LSAF Certified Firm Participation
Bid Date: November 12, 2014 – 2:00 PM
Questions on bid documents due NLT October 31, 2014
EPA Forms 6100-3 & 6100-4 & Certified Data Sheet (listing mfg's) Must be included with your bid.
EPA Forms can be found in Vol. I, Part 2, Appendix 2
Certified Data Sheet can be found in Vol. I, Part 1, pgs. 39-43 / Bid Forms pgs. 10-12
Please submit Forms & Scope sheets 3 days prior to bid to allow for proper evaluation
Please see General Conditions Articles 52-58 for Required Insurance Minimums

Skanska, an equal opportunity employer, is interested in soliciting in Good Faith all subcontractors as well as certified companies for this project. All interested subcontractors, please indicate all lower tier participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation. Plans and Specifications are available for view at our main office in Riverside or on the WMWD website: <http://www.wmwd.com/bids.aspx?bidID=68>

Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to: Scheduling srvc's; Hazardous material removal; Quality control; Surveying; Potholing; PreCon video; Storm water runoff control program; Temp. bypass pumping; Trucking; Demo; Concrete formwork & accessories; Concrete shoring; Reinforcing steel; Concrete pumping; Concrete ready mix; Crack injection; FRP strengthening; Masonry; Modular concrete wall; Steel fabrication, erection, decking; Misc. metal; Carpentry & sheathing; Fiberglass reinforced plastic; Insulation; Roofing & flashing; Joint sealants; Doors & hatches; Windows & glazing; Metal framing & gyp. board; Coatings – protective & architectural; Fire extinguishers; Cathodic protection; Truck scale; Pre-engineered metal bldg; Greenhouse; Monorail; Mechanical process equipment; Pipe, valves, chemical storage tanks, pumps, air compressor; HVAC; Fiberglass ducts; Louvers; Plumbing; Electrical; Generator; Clear & grub; Earthwork; Aggregates; Dewatering; Shoring; Paving – asphalt & concrete; Site concrete; Fencing; Natural gas distribution; Precast concrete; Slide & sluice gates; Stop logs; Fiberglass baffles; Instrumentation

Subcontracting Requirements: Subcontractor must provide insurance coverage as required by the Prime contract, or Skanska minimum - whichever is greatest. **Please take note of Insurance flow down requirements as stated in GC's, Articles 52-58.** Endorsements & waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Skanska will reimburse bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance & fringe benefit statements if required by law or by the Prime Contract.

Skanska is an Equal Opportunity Employer
Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
Ph: (951) 684-5360, Fax: (951) 788-2449
Lead Estimator: Mike Randall • Email: bids.social@skanska.com

Turner Survey

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The respondents said that when deciding whether or not to incorporate green features on their project, financial considerations were extremely important or very important to them. The financial factors most highly rated in the decision-making process to incorporate Green features in construction projects were energy efficiency, asking rents, ongoing operations and maintenance costs, and occupancy rates. When asked about new building projects, 65% of executives said it was extremely or very likely their organization would undertake new construction over the next 12 months, while 75% said the same about undertaking a renovation project.

The results also found that sustainable practices by vendors was a top concern. More than half of the executives said the level of a vendor's sustainable practices was extremely or very important for their organization when choosing a supplier of goods and materials (56%) or a service provider (52%). Turner says these figures have climbed steadily since 2010, when they were 43% for suppliers and 39% for service providers.

When it came to building resiliency, 66% of the company bigwigs said that achieving resiliency is extremely or very important when their organization designs, constructs, or operates a building. This was explained as the ability to maintain or quickly resume building operations in the event of extreme weather conditions such as hurricanes, tornadoes, floods, and drought. With all the talk of drought recently, water efficiency naturally made it into the poll. The likelihood that respondents

would incorporate improved water efficiency into new construction and renovation projects went up from 57% in 2012 to 71% this year.

The construction professionals also showed a continued concern in obtaining LEED certification on construction projects. They additionally expressed a significantly increased interest in alternative rating systems such as Green Globes, EnergyStar, Living Building Challenge and others, with 43% of respondents saying they would be extremely or very likely to seek alternative certification, significantly more than the 2012 number of 17%.

Turner's 2014 Green Building Market Barometer surveyed 312 executives in August 2014. The executives participating in the online survey were from the following principal types of companies: corporate and government owner-occupants and tenants (38%), construction (29%), architecture (29%), engineering (19%), real estate owners and developers (14%), and brokers/real estate service providers (8%).

Respondents are active in a wide variety of different types of buildings including office (79%), industrial (51%), retail (41%), healthcare (40%), data centers (37%), multi-unit residential (34%), R&D (33%), single-family homes (32%), higher education (32%), K- 12 education (29%), hotel (28%), aviation and transportation (19%), and sports and entertainment (17%).

Source: <http://california.construction.com>

The Tactics of Collaboration

■ Continued from page 1

set of short and long-term policy recommendations government leaders can follow to ensure an environment where entrepreneurs, and our economy, can thrive.

About Small Business Majority

Small Business Majority is a national small business advocacy organization, founded and run by small business owners to focus on solving the biggest problems facing America's 28 million

small businesses today. We actively engage small business owners to drive smart public policy and get entrepreneurs the resources they need to thrive. We conduct extensive opinion and economic research and work with our rapidly growing network of 30,000+ small business owners across the country to ensure their voices are an integral part of the public policy debate. Learn more about us on Wikipedia and follow us on Twitter and Facebook.

Source: Small Business Majority

SUB-BID REQUEST AD

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

Ida B. Wells High School, Project No. 11510 • 1099 Hayes St. San Francisco, CA 94117
Owner: San Francisco Unified School District
Bid Date: 11/20/14 @ 2:00 PM • Estimate: \$10,500,000 • 3% DVBE Goal

Scope: General School Modernization and reconstruction including hazardous material/asbestos remediation, building demolition, ADA Access and Fire/Life/Structural Safety upgrades, including but not limited to shotcrete work, shear wall installation, masonry repair work, framing and drywall installation, installation of fire sprinkler and fire alarm systems, clock & P.A. system, bathroom remodeling, exterior repair work, miscellaneous site work, interior and exterior painting, and other misc. renovation work.

TRADES NEEDED (but not limited to): SITE CLEARING; DEMOLITION; TRENCH EXCAVATION & BACKFILL; EARTHWORK; WATER DISTRIBUTION; SANITARY SEWER; STORM DRAINAGE; ASPHALT PAVING; PORTLAND CEMENT CONCRETE PAVING; IRRIGATION SYSTEM; CHAIN LINK FENCES AND GATES; SITE FURNISHINGS; PLANTING; **DIVISION 3 - CONCRETE** ; STEEL REINFORCEMENT; FORMWORK; CAST-IN-PLACE CONCRETE; CONCRETE FLOOR FINISHES; SELF-LEVELING UNDERLAYMENT; SHOTCRETE; **DIVISION 4 - MASONRY** ; MASONRY MORTAR; BRICK MASONRY; MASONRY RESTORATION; MASONRY REPOINTING; MASONRY CLEANING; **DIVISION 5 - METALS** STRUCTURAL STEEL; METAL DECK; COLD-FORMED METAL FRAMING; METAL FABRICATIONS; METAL STAIRS; HANDRAILS AND RAILINGS; ORNAMENTAL METAL; **DIVISION 6 - WOOD AND PLASTICS** ROUGH CARPENTRY; FINISH CARPENTRY; CUSTOM CABINETS; **DIVISION 7 - THERMAL AND MOISTURE PROTECTION** BENTONITE WATERPROOFING; TRAFFIC MEMBRANE; BOARD AND BATT INSULATION; MODIFIED BITUMINOUS MEMBRANE ROOFING; CUSTOM SHEET METAL ROOFING; SHEET METAL FLASHING AND TRIM; FIRESTOPPING; JOINT SEALERS; **DIVISION 8 - DOORS AND WINDOWS** STEEL DOOR FRAMES; ALUMINUM DOORS AND FRAMES; FLUSH WOOD DOORS; STILE AND RAIL WOOD DOORS; ACCESS DOORS AND PANELS; COILING COUNTER DOORS; FIRE-RATED GLAZED WALLS; ALUMINUM WINDOWS; DOOR HARDWARE; **DIVISION 9 - FINISHES** METAL LATH; PORTLAND CEMENT PLASTER; GYPSUM BOARD ASSEMBLIES; TILE; SUSPENDED ACOUSTICAL CEILINGS; ADHESIVE APPLIED ACOUSTIC CEILINGS; HARDWOOD FLOORING - NAILED; RESILIENT FLOORING; FLUID-APPLIED FLOORING; GLASS FIBER REINFORCED PLASTIC PANELS; PAINTS AND COATINGS; HIGH-PERFORMANCE COATINGS; **DIVISION 10 - SPECIALTIES** VISUAL DISPLAY BOARDS; PLASTIC TOILET COMPARTMENTS; WALL LOUVERS; IDENTIFICATION DEVICES; FIRE EXTINGUISHERS, CABINETS AND ACCESSORIES; TOILET, BATH, AND LAUNDRY ACCESSORIES; **DIVISION 11 - EQUIPMENT** PROJECTION SCREENS; EVACUATION CHAIR; **DIVISION 12 - FURNISHINGS** WOOD LABORATORY CASEWORK; FLOOR MATS; **DIVISION 14 - CONVEYING SYSTEMS** VERTICAL WHEELCHAIR LIFTS; **DIVISION 15 – MECHANICAL AND PLUMBING** GENERAL MECHANICAL PROVISIONS; MECHANICAL INSULATION; FIRE SPRINKLER SYSTEM; PLUMBING; COMMISSIONING OF DOMESTIC HOT WATER SYSTEMS; HEATING, VENTILATING, AIR CONDITIONING; COMMISSIONING OF HVAC SYSTEMS & CONTROLS; DUCTWORK AND ACCESSORIES; HVAC EQUIPMENT AND DUCT CLEANING; BUILDING AUTOMATION SYSTEMS; TESTING, ADJUSTING, AND BALANCING; **DIVISION 16 – ELECTRICAL** BASIC ELECTRICAL MATERIALS AND METHODS; GROUNDING AND BONDING; ELECTRICAL SUPPORT AND SEISMIC RESTRAINTS; ELECTRICAL IDENTIFICATION; CONDUCTORS AND CABLES; RACEWAYS AND BOXES; WIRING DEVICES; LIGHTING CONTROLS DEVICES; PANELBOARDS; INTERIOR LIGHTING; EXTERIOR LIGHTING; FIRE ALARM SYSTEM; VOICE AND DATA COMMUNICATION CABLING; ASSISTED LISTENING SYSTEM; INTEGRATED COMMUNICATION – PUBLIC ADDRESS AND CLOCK SYSTEM; COMMISSIONING OF LIGHTING CONTROLS; **DIVISION 17 - COMMUNICATIONS** VIDEO DISTRIBUTION SYSTEM; DIGITAL VIDEO SURVEILLANCE SYSTEM AND DOORBELL ENTRY; MOTION DETECTION SECURITY SYSTEM

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required, 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. Bid documents will also be made available for viewing at the following plan rooms: Asian Inc.; Builders Exchange of Alameda County; Builders Exchange of Stockton; Contra Costa Builders Exchange; EBidboard; El Dorado Builders Exchange; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builder; Peninsula Builders Exchange; Placer County Builders Exchange; Reed Construction Data; Sacramento Builders Exchange; San Francisco Builders Exchange; Santa Clara Builders Exchange; Solano-Napa Builders Exchange; Sub-Hub.

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

Shifting From Prisons to Schools: Redemption in California

By Raj Jayadev

In 1999, about this time of the year, I was hanging billboard-size banners off freeway overpasses with a bunch of people I just met that morning. The spray-painted bedsheets read “No on Prop 21!” and “Stop Criminalizing Youth of Color.”

We were part of California’s burgeoning youth movement – mainly twentysomethings who were coming of age at a fork-in-the-road moment for the state in terms of how it viewed, responded to and served its young people.

Proposition 21 was a “tough-on-crime” initiative from a continuum of policies set in the 1980s. Under its language, juveniles could be charged as adults, which would significantly increase prison sentences for a broad array of felonies. Ultimately, it promised to dramatically increase California’s incarceration rates.

California voters passed Proposition 21 (despite massive organizing by young people). It committed California – financially and ethically – to the notion that “lock-them-up politics” was a sound public safety framework to move us forward. Generations of California’s youth have been paying the price ever since.

Our prisons are now so crowded that the U.S. Supreme Court found them in violation of constitutional protections against cruel and unusual punishment. And the money required to support the exponential growth in California’s incarceration numbers has depleted public resources that could have gone to opportunities and supportive structures for youth through education and social services.



And a more subtle consequence has burrowed itself into the consciousness of many Californians. That is, youth of color in California grow up knowing that the adult generation sees them as threats to be controlled, rather than potential in which to be invested.

The decision to choose incarceration over education has been so calcified into our funding priorities that one can see it just from the institutions we choose to build. In the time it took to build 22 prisons in California, we have built only one University of California campus.

Now, California stands at a moment of potential redemption in this coming election through

Proposition 47 – an opportunity to recalibrate our state compass from prisons and jails to schools and communities.

The proposition will reduce certain low-level felonies, such as simple drug possession, check forgery and shoplifting or theft of property equal to \$950 or less, to misdemeanors.

The result would stop thousands of people from going to a prison system that has a recidivism rate of over 60 percent – a statistic that shows it perpetuates more criminality than it prevents.

Reducing the charging practice from felony to misdemeanor would also prevent people from carrying an “F” (which stands for felony and is the

modern-day scarlet letter) on their record which excludes them from housing, employment and social services for the rest of their lives. These are the very lifelines that could break a cycle of incarceration.

The resources saved through “decarceration” would be invested into K-12 school programs, crime prevention and mental health and drug treatment. We are talking about hundreds of millions of dollars.

Like many of my generation who were politicized through the fight against Proposition 21 in

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Vets First Contracting Program FAQs

■ Continued from page 1

lot of opportunity.

2. What is the purpose of this program? Is it business development like 8(a)?

This program is not like the 8(a) program. The purpose is to ensure that legitimately owned and controlled Veteran and SDVOSB are able to compete for VA VOSB and SDVOSB set-asides; to be credited by VA’s large prime contractors for subcontract plan achievements and to participate in VA’s VOSB Mentor-Protégé Program.

3. Does this program apply to all Federal agencies?

No, the Verification Program applies ONLY to the Department of Veterans Affairs. Other Federal agencies accept self-representation. They rely upon information in the System for Award Management.

4. Do State and Local Government agencies accept VA’s Verification status?

Check with the specific Government agency in question. VA has no formal agreements with any state or local Government agencies regarding use of the VetBiz.gov Vendor Information Pages database.

5. Will Verification help me win Federal contracts?

Verification is required only for VOSB or SDVOSB set-aside opportunities with VA. Verification has no bearing on contracting opportunities with other Federal agencies.

6. Is there a benefit like a price adjustment if I get verified?

There is no financial incentive to being verified. The incentive is that you become eligible to participate in Vets First Contracting Program with VA.

7. Is Verification required for subcontracting?

Full and open solicitations issued by VA after December 9, 2009, contain a clause, VAAR 852.219-9, VA Small Business Subcontracting Plan Minimum Requirements (December 2009) which says: “To be credited toward goal achievements, businesses must be verified as eligible in the Vendor Information Pages database. The contractor shall annually submit a listing of Service-Disabled Veteran-Owned Small Businesses and Veteran-Owned Small Businesses for which credit toward goal achievement is to be applied for the review of personnel in the Office of Small and Disadvantaged Business Utilization.” This plan is only required from large business concerns. For more information about VA’s subcontracting program, please contact VA’s Center for Small Business Utilization at (202) 461-4300.

8. If my verification expires, am I still able to perform the task orders of a contract?

This depends on how the solicitation is written and the specifications will have to be confirmed with the contracting officer.

9. Will the Center for Verification and Evaluation provide assistance to Veterans seeking advice on how to structure their business model in order to increase the possibility of becoming VOSB/SDVOSB verified?

CVE is not authorized to advise companies on how to structure their business. However, we have partnered with the Procurement Technical Assis-

tance Center (PTAC) organizations to support and assist companies with preparing and submitting their application. Find your local PTAC representative at http://www.apta-us.org/new/Govt_Contracting/find.php.

We also encourage you to take advantage of our Verification Assistance Program. In order to minimize misunderstanding of the regulations, we established the Verification Assistance Program. Our goal is to increase understanding and awareness of the specific reasons for noncompliance, in an effort to increase the success rate of applicants.

The information below are suggested sources of information that aides in understanding the verification process.

1. Review Verification Assistance Briefs: These briefs have been designed to clarify rules associated with 38 CFR Part 74. The briefs are based on an analysis of issues that cause the majority of denials. A large percentage of the reasons for denials are due to issues addressed in the Veteran Assistance Briefs.
2. Use Verification Self-Assessment Tool: This tool enables you do a comprehensive review of the entire regulation, and check your business model against the requirements of 38 CFR Part 74.
3. Seek Verification Counseling: The Verification Counseling Program has been developed to provide training and assistance to applicants who have trouble understanding 38 CFR Part 74 after using the briefs and the assessment tool. The counselors receive the same training as the Verification examiners. They can answer questions and guide you through the Self-Assessment Tool.

If you take advantage of these tools, you will increase your level of success.

10. What must a franchise do to become verified for the Veterans First Contracting Program?

Due to the level of control that is generally contained in a Franchise Agreement, the Franchisor maintains a significant amount of control over certain day-to-day activities as well as certain long term decisions of the Franchisee (the Applicant). That is the nature of a franchise. With this type of agreement, the applicant would not be eligible for the Veterans First Contracting Program. However, CVE reviews the business documents for each company to assess if it meets the requirements of 38 CFR Part 74.

11. Does CVE still have a policy for class deviation and if not, will they issue another deviation?

Class deviation has expired on 30 Sep 2012 and there are no plans to issue class deviation.

12. May a partnership have two general partners so long as managing control is with the Veteran or service-disabled Veteran general partner?

A business filing with two or more general partners must have at least one Veteran or service-disabled Veteran serving as general partner. In accordance with 38 CFR § 74.4(d), the Veteran or service-disabled Veteran general partner must have managing control over all partnership decisions. A partnership without a Veteran as a general partner is not eligible for the Veterans First Contracting Program.

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Technology Inclusion



Report: A Shortage Of Black and Latino Graduates Is Not the Reason Behind Their Lack Of Employment Within the Tech Industry



By Julissa Catalan

New analysis by USA today is contradicting what many technology companies have been telling us in defense of their (lack of) diversity data—a shortage in Black and Latino job seekers within the tech industry is not the reason for the demographics in Silicon Valley companies.

While most tech giants claim that their employees are almost all white, Asian or male because those are the applicants they get, new research stats proves that to be untrue.

In fact, Black and Latinos majoring in computer science and computer engineering graduate at twice the rate compared to the amount actually being hired within the tech industry.

“What do dominant groups say? ‘We tried, we searched but there was nobody qualified.’ If you look at the empirical evidence, that is just not the case,” said Darrick Hamilton, Professor of Economics and Urban Policy at The New School in New York.

On average, only 2 percent of Silicon Valley employees are Black; 3 percent are Latinos.

“They’re reporting 2 percent and 3 percent, and we’re looking at graduation numbers (for Blacks and Latinos) that are maybe twice that,” said Stuart Zweben, Professor of Computer Science and Engineering at The Ohio State University in Columbus.

“Why are they not getting more of a share of at least the doctoral-granting institutions?” said Zweben, who co-authored the 2013 Taulbee Survey report.

The USA TODAY analysis was based on the association’s annual Taulbee Survey, which includes 179 American and Canadian universities that offer PhD’s in computer science and computer engineering.

According to data from the Computing Research Association, 4.5 percent of bachelor degree recipients in 2013—majoring in computer science or computer engineering from top research universities—were Black, while 6.5 percent were Latino.

Meanwhile a survey by the National Center for Education Statistics shows that Blacks and Latinos accounted for 9 percent of computer science graduates in 2012.

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Marc Andreessen Aims to Solve Tech’s Diversity Problem with \$500,000 Donation



Photo by: Buck Ennis

Marc Andreessen and his wife, Laura Arrillaga-Andreessen, are giving \$500,000 to non-profits working to close the gender and racial gap in the high-tech industry.

By Rebecca O. Bagley

Prominent Silicon Valley venture capitalist Marc Andreessen and his wife, philanthropist and entrepreneur Laura Arrillaga-Andreessen, announced a \$500,000 donation today to support diversity in technology. In an interview with USA Today, Andreessen and Arrillaga-Andreessen said that their donation would support the efforts of three tech non-profits, including Code2040, Girls Who Code and Hack the Hood, all of which are driven by the mission to decrease gender and/or racial gaps in the field of technology.

Silicon Valley’s tech diversity problem is a well-documented phenomenon, particularly at the leadership level where the numbers of women and minorities are abysmally low. Over the summer, Twitter, Facebook, Google, LinkedIn and other tech companies released their employee demographics in an effort to be more transparent about imbalances in diversity. Twitter revealed that its tech sector is 90 percent male and 58 percent white; Google’s tech team is 83 percent male and 60 percent white; Facebook’s tech division is 53

percent white and 85 percent male; and LinkedIn’s tech division is 83 percent male but only 30 percent white (Asian employees make up the majority of company’s tech team at 60 percent). The revelation of these diversity numbers has pushed tech companies to pursue better research, support of nonprofits, recruiting events, hiring and promotion practices, which the aforementioned companies have published along with their current numbers. According to some numbers, these revelations are coming just in time.

On its website, Code2040 estimates that by 2020 there will be 1.4 million new tech jobs but that 70 percent of those jobs will be unfilled. Organizations like Code2040, Girls Who Code and Hack the Hood seek to bolster the pool of new, diverse tech talent through education and community outreach, particularly for women, blacks and Hispanics, all of whom are either underrepresented or virtually absent. These non-profits focus on attracting young adults to the field of technology through such tactics as hosting coding camps, encouraging students to join college engineering programs and starting STEM clubs, all in an effort to increase marketable skills for a career in technology.

Women and minorities aren’t the only ones who benefit from such programs. Much has been written on the important role that diversity plays in the workplace, and the fast-paced world of technology is no exception. “Diversity and innovation go hand in hand, in my opinion; you can’t have one without the other,” Arrillaga-Andreessen told USA Today.

Andreessen and Arrillaga-Andreessen are part of a groundswell of support among Silicon Valley investors who want to tackle the diversity problem. Startup accelerator Y Combinator hosted its first Female Founders conference in March 2014, an event that brought in more than 450 attendees. Similar events are becoming more popular in the Bay Area. With continued investment in diversity and better transparency from major tech companies about the disparity in their demographics, Silicon Valley can have a baseline measurement for how to improve.

Source: <http://www.forbes.com>

Lean In or Lean Together

Women Making Labor Market Leaps Despite Sluggish August Growth

The labor market's underwhelming August isn't all bad, a White House adviser says.

By Andrew Soergel

U.S. job growth in August fell short of projections and slowed to its lowest level of the year with only 142,000 jobs added, the Labor Department announced Friday. Economists had expected about 225,000 additions, according to The Wall Street Journal.

But growth is growth. August marked the 54th consecutive month of private sector job expansion, the longest streak on record, said Betsey Stevenson, a member of the White House Council of Economic Advisers. An estimated 10 million jobs have been added during that time.

Stevenson on Friday said the nation is still reeling from the economic crisis that began in 2007, but that there's a gender divide when it comes to the Great Recession's aftermath.

"Since 1970, the growth in women's participation in the economy has expanded the economy by \$2 trillion," Stevenson said during a call with reporters. "So taking a look at how women are doing in the recovery is important to understanding how the recovery is doing overall."

Stevenson said women have recouped 4.1 million private sector jobs since December 2007, citing data from the Bureau of Labor Statistics. While that's less than half of the added 10 million jobs, men lost more jobs than women over the course of the Recession, meaning women have less ground to make up.

Men lost 6.1 million jobs between December 2007 and February 2010, Stevenson said, and male workers have only recouped 5.9 million jobs.

Women, on the other hand, lost only 2.7 million jobs during the Recession, according to the Economic Policy Institute. And with the 4.1 million jobs gained since December 2007, they've managed to add 1.4 million jobs to their pre-Recession total.

Overall unemployment ticked down to 6.1 percent last month, but the labor force participation rate sunk to 62.8 percent, matching its lowest level since 1978, according to the Los Angeles Times. The number of discouraged workers — or unemployed individuals who had not actively searched for a job in the four weeks preceding the labor survey — also rose to 775,000 individuals in August.

But Stevenson said the labor participation rate is skewed by the baby boomer generation entering retirement.

"That's pushing down participation rates," Stevenson said. "Even though older Americans are working more than before, they're still not working as much as young people."

Stevenson said a more telling economic indicator is the performance of young people in the workforce, particularly women, who have in many ways narrowed statistical gaps with men.

"The vast majority are either in school or participating in the labor force, and that's very similar to where men are," Stevenson said. "There are very few differences between what young women and young men are doing."

While job creation in August was lackluster across most industries, employment numbers were bolstered by strong performances in standout sectors like health care, which added nearly 43,000 new positions, according to The New York Times.



Despite sluggish growth in August, women have seen success in recouping jobs lost during the Great Recession.

Retail, meanwhile, shed 8,400 jobs after gaining 85,000 the last three months.

A loss of 17,000 jobs was reported in the food and beverage sector, which the Labor Department attributed at least in part to a Market Basket grocery store strike in New England. The chain has 25,000 employees, according to the Los Angeles Times.

"The strike did take people out of the workforce and the strike was settled," said Jack Kleinhenz, chief economist at the National Retail Federation. "When you think about the economy as a jigsaw puzzle, this is a puzzle piece that just doesn't fit."

"I don't believe it's a cause for alarm or that the direction of the economy is changing," he said.

Source: U.S. News & World Report

The Good Jobs Strategy



Dr. Zeynep Ton speaks at a roundtable discussion with Secretary Tom Perez at the U.S. Department of Labor.

by Mary Beth Maxwell

We've begun a new series of policy forums at the Labor Department, hosting national experts on issues that impact and inform our work here. Speakers have included Cass Sunstein (author of *Simpler: The Future of Government*), Cary Gaglianese (Does Regulation Kill Jobs?), and Wage and Hour Administrator David Weil (*The Fissured Workplace*).

Most recently we hosted Dr. Zeynep Ton, who teaches operations management at the MIT Sloan School of Management and authored the book, *The Good Jobs Strategy: How the Smartest Companies Invest in Employees to Lower Costs and Boost Profits*. After studying retail operations for more than a decade, Professor Ton has found that some of the most successful businesses are choosing to make significant investments in their employees — and making a lot of money doing it.

Professor Ton launched her research by looking for ways to increase efficiency in operations and to improve businesses' competitiveness. What she found flew in the face of what is sometimes considered conventional wisdom in today's global marketplace: The days of good jobs are over, espe-

cially for low-cost retailers, who often seem to rely on low wages and just-in-time scheduling. Dr. Ton was surprised in discovering example after example of some of the most successful retailers making a very different choice.

Many of us may be familiar with the Costco story. They pay a living wage, they promote from within and benefit from incredible employee retention and loyalty, and their sales per employee are almost double those of their main competitors. But Professor Ton has found that this strategy is not unique to Costco and its segment of the retail industry.

As another example among several, QuikTrip — a chain of low-price convenience stores — has also made this model work. They pay higher wages and benefits, and they schedule more workers so they can commit to high-quality service. In fact, QuikTrip's wages and benefits are good enough that they have been named one of Fortune's "100 best companies to work for" every year since 2003. And this investment has clearly paid off: their sales per labor hour are 66 percent higher than those of an average convenience store.

Through her years of research, Professor Ton has documented the fact that low wages and unpredictable work schedules are a choice — they

are not the only business strategy — and it is a choice that comes with costs. At our forum, Dr. Ton talked about the fact that some companies are stuck in a vicious cycle of low investment in employees, poor operations and bad service, decreasing sales and profits and decreasing labor budgets. But companies can instead create a virtuous cycle by combining investments in workers like cross-training and higher wages with a sustained focus on logistics and service, reaping the benefits in sales and profits.

"Offering good jobs is a choice that's available to all retailers — small, large, regional, national, public private if you want to move our economy more towards a good jobs economy that works for all, we have to think about not just the wages and benefits, but look at the work itself, because as I examine different companies — from Costco to QuikTrip — what I found was they weren't just paying their people more, they were designing the work differently. They were designing the work so their employees are more productive, so they are more engaged, so they contribute more, so their job is more meaningful — there is more dignity in their job. Good jobs — in my research and the research of others — good jobs equal good work."

■ Continued on page 11

Procurement U.S. Government

Doing Business with the Defense Logistics Agency



DLA MISSION

Defense Logistics Agency (DLA) is a defense agency under the U.S. Department of Defense (DoD). The DLA Director reports to the Under Secretary of Defense for Acquisition, Technology and Logistics through the Deputy Under Secretary of Defense for Logistics and Materiel Readiness. DLA provides worldwide logistics support for the missions of the Military Departments and the Unified Combatant Commands under conditions of peace and war. It also provides logistics support to other DoD Components and certain Federal agencies, foreign governments, international organizations, and others as authorized. DLA's origins date back to World War II when America's huge military buildup required the rapid procurement of vast amounts of munitions and supplies.

DLA supplies the Nation's military services and several civilian agencies with the critical resources they need to accomplish their worldwide missions. DLA provides wide-ranging logistical support for peacetime and wartime operations, as well as emergency preparedness and humanitarian missions.

Since its creation in 1961, DLA has grown to become a worldwide logistics combat support operation. From its headquarters just outside Washington, D.C., DLA oversees a staff of approximately 27,000 civilian and military employees who work in 48 states and 28 countries. It supplies almost every consumable item America's military services need to operate, from groceries to jet fuel. In short, if America's forces can eat it, wear it, drive it, shoot it, or burn it, chances are that DLA helps provide it. DLA also helps dispose of materiel and equipment that is no longer needed.

DLA HEADQUARTERS (HQ) OFFICE OF SMALL BUSINESS PROGRAMS

Assistance we can provide:

- Explain government procurement technology, procedures and regulations
- Identify points of contact
- Assist in identifying Federal Supply Classes (FSC) for items/ services that you provide
- Provide details on useful websites
- Support and implement Small Business Programs
- Facilitate communication with Agency small business and contracting personnel
- Act as an ombudsman for small business

SOCIO-ECONOMIC PROGRAMS

Required Sources of Supply

DLA procures items and services from required sources under the AbilityOne umbrella (National Industries for the Blind [NIB] and Creating Em-

ployment Opportunities for People with Severe Disabilities [NISH], and Federal Prison Industries [FPI]/[UNICOR]). AbilityOne products can be identified at www.abilityone.org, and FPI products can be identified at www.unicor.gov.

Small Disadvantaged Business (SDB) Program

SDBs are small businesses that are at least 51% owned and controlled by a socially and economically disadvantaged individual or individuals.

Eligibility Requirements:

- Must be owned by socially disadvantaged individuals who have been subjected to racial and ethnic prejudice or cultural bias within American society because of their identities.
- Must be economically disadvantaged individuals who are also socially disadvantaged whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities.
- As of October 1, 2008, small businesses may now self-certify as a small disadvantaged business.
- For additional information visit <http://www.sba.gov/content/disadvantaged-businesses>

8(a) Program

The 8(a) program refers to section 8(a) of the Small Business Act, a program developed to help small disadvantaged businesses compete in the marketplace. It also helps these companies gain access to federal and private procurement markets.

Eligibility Requirements

- Must be a small business.
- Must be unconditionally owned and controlled by one or more socially and economically disadvantaged individuals who are citizens of the United States.
- Must demonstrate potential for success.
- Must register with and be certified by the Small Business Administration.
- For further information or to apply for 8(a) status, contact the Small Business Administration at <http://www.sba.gov/category/navigation-structure/contracting/contracting-support-small-businesses/8a-business-developme>

Women-Owned Small Business (WOSB) Program

PL1005-664 provides for a Women-Owned set-aside and is aimed at expanding federal contracting opportunities for WOSBs. The WOSB Federal Contract Program authorizes contracting officers to set aside certain federal contracts for eli-

gible Women-Owned Small Businesses (WOSBs) and Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs)

Eligibility Requirements:

- 51% owned and controlled by one or more women;
- U.S. citizen; and
- Must be "small" in its primary industry in accordance with SBA's size standards.

WOSBs / EDWOSBs must meet the eligibility requirements for set-asides under this program and either:

1. **Self-certify their business** – must register their WOSB in the System for Award Management (SAM) at www.sam.gov as well as upload required documents to the WOSB Program Repository at www.sba.gov. OR-
2. **Be certified by an SBA Approved 3rd Party Certifier:**
 - El Paso Hispanic Chamber of Commerce
 - National Women Business Owners Corporation
 - US Women's Chamber of Commerce
 - Women's Business Enterprise National Council (WBENC)

For more information, go to: <http://www.sba.gov/content/women-owned-small-business-federal-contract-program>

Historically Underutilized Business (HUB) Zone Program

The HUBZone program establishes regions within the country that are defined as underutilized business zones. A Historically Underutilized Business Zone (HUBZone) is a small business owned and controlled 51% or more by one or more U.S. citizens. This contracting program is intended to encourage the award of contracts to small business located in designated economically distressed urban and rural areas.

Eligibility Requirements

- Must be small business
- Owned and controlled only by U.S. citizens
- Have the "principle office" located in a HUBZone
- Have at least 35% of the company's employees residing in a HUBZone. The small business does not have to be in the same HUBZone as the company's principal office.
- Certified by the Small Business Administration (SBA)

- For additional information visit the SBA HUBZone page: <http://www.sba.gov/category/navigation-structure/contracting/working-with-government/small-business-certifications-audiences/hubzone-certification>

Veteran-Owned Small Business (VOSB) Programs

All veteran-owned companies should register their company with the VetBiz database at www.vetbiz.gov. This database is free and available to any veteran-owned business. Purchasing officials use this database for market research purposes when looking for veteran-owned companies.

Eligibility Requirements:

- Be an eligible small business concern by the SBA standards
- Located in the U.S, organized for profit
- Including affiliates is independently owned and operated
- Not dominant in field of operations in which it is bidding on Government contracts
- Meets SBA size standards included in solicitations
- Be 51% owned and controlled by one or more veterans
- Have management and daily business operations controlled by one or more veterans
- For additional information

The Defense Logistics Agency (DLA) Wants to Buy from Small Business!

DLA is looking for small business suppliers in all socio-economic categories, including Service-Disabled Veteran Owned Small Businesses (SDVOSB), Women-Owned Small Businesses, 8(A)s and Historically Underutilized Business (HUB) Zones.

What DLA Buys

The Defense Logistics Agency supplies virtually all of the consumable items America's military forces need to operate, from food, fuel and energy, to uniforms, medical supplies, and construction and barrier equipment, as well as more than 84 percent of the military's spare parts. From ice cream bars and bath towels to valve assemblies and aircraft structure beams, DLA buys it all. Every day DLA receives more than 130,000 requisitions, processes nearly 9,200 contract actions and does business with nearly 24,000 different suppliers.

Public Legal Notices

SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT

NOTICE TO BIDDERS GENERAL INFORMATION

NOTICE IS HEREBY GIVEN that sealed Bids will be received until the hour of 2:00 p.m., Tuesday, December 16, 2014, at the District Secretary's Office, 23rd Floor, 300 Lakeside Drive, Oakland, California 94612 (mailing address: P.O. Box 12688, Oakland, California, 94604-2688) for **CONSTRUCTION OF HAYWARD MAINTENANCE COMPLEX PROJECT SITE, TRACK, AND SYSTEMS, Contract No. 01RQ-120**. Such Bids will be opened publicly and announced at the said hour and date in the 23rd Floor Conference Room No. 2382T, Kaiser Center Building, 300 Lakeside Drive, Oakland, California. Bids will thereafter be accepted or rejected by the District. The Bidders are responsible to ensure their Bids are received at the time and location specified.

The time for receipt of Bids may be extended by the District's General Manager, or authorized representative, from the above-stated Bid Opening date. Notice of such extension will be published at least once in a newspaper of general circulation in the District, which publication will be at least ten (10) Days before Bids are formally received and opened.

This Contract includes requirements related to Disadvantaged Business Enterprise (DBE) Participation including Small Business Elements (SBE Elements) as part of its DBE Program that includes a DBE goal of 25% of the total Bid Price excluding any Allowance and Option Bid Items, if applicable. Bidders are required to meet the DBE Participation Goal or demonstrate sufficient good faith efforts to do so as a condition of being eligible for Award of this Contract. There is no Small Business Entity (SBE) goal for this contract.

DESCRIPTION OF WORK TO BE PERFORMED

The Work consists of site preparation work, utility work, 8" waterline extension, structural work and special trackwork, electrical, traction power work and train control system work as described Summary of Work, Section 01 11 00 of the Technical Specification.

The estimated value of this Contract is \$ 19 Million to \$ 23 Million.

PRE-BID MEETING AND SITE TOUR

A pre-Bid meeting and site tour will be held on Wednesday, November 19, 2014. The pre-Bid meeting and site tour will convene at 9:00 a.m. at 1029 Whipple Road, Hayward, California. At the pre-Bid meeting, the District's Disadvantaged Business Enterprise (DBE) participation policy as well as the SBE Elements will be explained and DBE and SBE opportunities discussed. A conducted inspection tour of the Jobsite will immediately follow the pre-Bid meeting. All prospective site tour attendees shall furnish the following Personal Protective Equipment: hard hat, reflective vest, safety glasses and work boots/safety shoes. Interested prospective Bidders are requested to confirm their intention to attend by notifying the District's Contract Administrator Sunni Gunawardena, telephone 510-464-6550 prior to the date of the scheduled pre-Bid meeting and site tour.

(Available on or after Wednesday, November 5, 2014)

Bid Documents may be obtained from the District Secretary, San Francisco Bay Area Rapid Transit District, in person on the 23rd Floor at 300 Lakeside Drive, Oakland, California 94612, or by mail at P.O. Box 12688, Oakland, California 94604-2688. Requests must be accompanied by either cash, check, or postal money order drawn in favor of the San Francisco Bay Area Rapid Transit District.

Bidders may examine Bid Documents without charge at the District Secretary's Office indicated above and at various Plan Rooms. Telephone inquiries regarding information on obtaining or examining Bid Documents may be obtained by calling the District's Contract Administrator (510) 464-6550.

Dated at Oakland, California, this 31st Day of November 2014.

/s/ Kenneth A. Duron
Kenneth A. Duron,
District Secretary
San Francisco Bay Area
Rapid Transit District
11/6/14
CNS-2685097#

SMALL BUSINESS EXCHANGE

UC DAVIS HEALTH SYSTEM

UNIVERSITY OF CALIFORNIA DAVIS HEALTH SYSTEM

NOTICE TO PROSPECTIVE BIDDERS

Passage of SB876, which amended PCC§ 10502(a), authorizes the University of California system to advertise construction projects on university websites as an alternative to newspapers and trade journals. Effective December 1, 2014, the UC Davis Health System (Medical Center) will no longer advertise in newspapers or trade journals. Notices for all construction projects going out to bid will only be posted on our website at <http://www.ucdmc.ucdavis.edu/facilities/contractors/advertisements.html>.

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
NOVEMBER 2014
University of California, Davis Health System

The Good Jobs Strategy

Continued from page 9

As Dr. Ton talked to us about the decisions that successful, high-profile businesses have made — paying a living wage, investing in training and others — I could not help but think about the millions of low-wage American workers who have been mobilizing to demand these same things. It's no surprise that workers value higher wages, a say in scheduling, and a certain dignity at work. But Professor Ton's research shows that these same values can play a crucial role in building a successful, profitable business.

Secretary Perez talks often about rejecting "false choices" and lifts up companies that "do well by doing good." If you missed his recent speech at the National Press Club, it's a pragmatic as well as optimistic call for a return to the core American values of shared responsibility and shared prosperity. He talked about the fact that investing in workers is a crucial part of building an economy that works for everyone, and he highlighted the leadership of business executives, who believe an investment in their workers is an investment in the strength of their companies. Among other success stories, Secretary Perez lifted up the remarkable action this past summer of Market Basket workers and managers who came together around shared values, partnership and a mission that works: low prices, great service AND great jobs.

As we meet with business leaders from across the country, we continue to see there are companies all around us illustrating that what's good for American workers is good for American business, too. And Dr. Ton's concrete data and analysis are a critical new contribution to making the business case for investing in employees.

Worker engagement isn't just the right thing to do; it's a winning strategy for competitive high-quality services and a high-profit bottom line.

Mary Beth Maxwell is the Principal Deputy Assistant Secretary for Policy at the U.S. Department of Labor and a senior advisor to Secretary Perez.

Source: U.S. Department of Labor

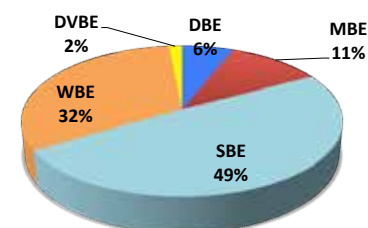
San Francisco Nonprofit Displacement Mitigation Program

The Northern California Community Loan Fund, Community Arts Stabilization Trust and Urban Solutions announce the availability of technical and financial assistance to address displacement impacting San Francisco nonprofits providing arts, cultural, and social services.

Applications must be received by
Friday, November 14, 2014.

For information and the online application, please visit: www.ncclf.org/npdmitigation

AUDIENCE PROFILE Small Business Exchange, Inc.



Big News for LGBT-Owned Businesses

Continued from page 2

sity numbers, offer formal training and mentoring for diverse suppliers, and link procurement-management compensation to supplier-diversity goals.

"I think it's long overdue," said Ken McNeely, President of AT&T California. "Here in California, about 45 to 50 percent of all our expenditures go to disadvantaged or underrepresented businesses, which totals about \$2 billion."

Last year, AT&T California spent \$1.2 billion—or 51.57 percent of its more than \$2.1 billion in total procurement spending—with MBEs and WBEs. AT&T Wireless spent an additional \$999 million in California with diverse suppliers.

AT&T is No. 1 on the 2014 DiversityInc Top 10 Companies for Supplier Diversity list. It is also No. 10 in the 2014 DiversityInc Top 50 Companies for Diversity and received our award as the Top Company for Supplier Diversity last year.

Two of the companies appearing at the top of the CPUC's Supplier Diversity Program also appear on the 2014 DiversityInc Top 7 Utilities: Pacific Gas & Electric, No. 1 on the list (\$2.3 billion in spending with diverse suppliers, or 42.1 percent of their total procurement spend); and Southern California Edison, No. 2 on the list (\$1.3 billion, or 40.99 percent of procurement spending).

Source: DiversityInc

SMALL BUSINESS EXCHANGE

Defense Logistics Agency

Continued from page 10

See for yourself: Check out this List of Items that DLA is seeking here:

<http://www.aptac-us.org/media/List-of-DLA-Items-Needed.7.2014.xlsb>

The list includes over 980,000 items, sorted by North American Industrial Classification System (NAICS) code, Federal Supply Class (FSC), National Item Identification Number (NIIN) and Nomenclature (name).

DLA's Internet Bid Board System (DIBBS)

DIBBS is an online system that allows vendors to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for DLA supply items. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards, and other procurement information related to DLA. Click here for more information on DIBBS, including recorded webinars and upcoming training opportunities.

DIBBS – The Way to Sell to DLA

The Defense Logistics Agency (DLA) Internet Bid Board System (DIBBS) provides automated access to 85% of DLA's solicitations, which support America's combat logistics, including nearly

100 percent of consumable items including food, fuel and energy, uniforms, medical supplies, construction and barrier equipment, and more than 85 percent of the military's spare parts. Being knowledgeable about DIBBS will allow your company to access more business opportunities, making it easier to submit quotes, view and download drawings, and compete for long term contract opportunities.

Source: Association of Procurement Technical Assistance Centers



CONTRACTING OPPORTUNITIES

NOTE: FOR BIDS NATIONWIDE PLEASE VISIT OUR WEBSITE
DIRECT LINK: http://www.sbeinc.com/database/bid_database/

These are samples of bid opportunities from federal, state and local jurisdictions in 4 categories: Construction, Architecture/Engineering, Business Services and Commodities. All are available in electronic format. [See Subscription Form on page 16]

Southern CA Construction Bids

LOS ANGELES COUNTY

CONSTRUCTION UPGRADE RESTROOMS VARIOUS B

1st reported in SBE: 10/30/14
Location: Long Beach, CA
Date: 12/10/14
Bid Date Extended from: 10/29/14
Ref#: VA26215B0044
Description available through electronic services.
Owner: Department of Veterans Af, Suite 600,
Long Beach, CA, 90815, H. Seballos
SIC: 236220

CONSTRUCT SOUNDWALLS, CURB RAMPS AND SID

1st reported in SBE: 10/16/14
Location: Los Angeles, CA
Date: 11/20/14
Ref#: 07-2055A4
Description available through electronic services.
License Req'd: A
Estimate: \$3,670,000 - \$3,670,000
Owner: CA TRANSPORTATION, DEPART, DENISE
SILVAS,
(916)227-6293
E:MAIL DENISE_SILVAS@DOT.CA.GOV

INSTALL AUSTIN VAULT SAND FILTERS AND BI

1st reported in SBE: 10/02/14
Location: Los Angeles, CA
Date: 11/20/14
Ref#: 07-259024
Description available through electronic services.
License Req'd: A
Estimate: \$14,500,000 - \$14,500,000

Owner: CA TRANSPORTATION, DEPART, DENISE
SILVAS,
(916)227-6293
E:MAIL DENISE_SILVAS@DOT.CA.GOV

ORANGE COUNTY

VARIOUS PUBLIC WORKS PROJECTS

1st reported in SBE: 6/26/14
Location: Fullerton, CA
Date: 12/31/14
Ref#: SR14001
Description available through electronic services.
License Req'd: A
Estimate: \$634,000 - \$634,000
Owner: CA CSU FULLERTON, SERGIO RODRIGUEZ,
(657)278-5492
E:MAIL SERODRIGUEZ@FULLERTON.EDU

SAN DIEGO COUNTY

STORM WATER MITIGATION, CONSTRUCT BIO-SWA

1st reported in SBE: 10/16/14
Location: San Diego, CA
Date: 11/19/14
Ref#: 11-282504
Description available through electronic services.
License Req'd: A
Estimate: \$6,400,000 - \$6,400,000
Owner: CA TRANSPORTATION, DEPART, DENISE
SILVAS,
(916)227-6293
E:MAIL DENISE_SILVAS@DOT.CA.GOV

Business Services

COUNTY: MADERA COUNTY

BASS LAKE JANITORIAL SERVICES

Location: North Fork, CA
Date: 11/17/14
Bid Date Extended from: 9/09/14
Ref#: AG-9AB5-S-15-0004
LOCATION:57003 Road 225 North Fork, CA
CONTACT:1600 Tollhouse Road Clovis CA 93611
The contract is for janitorial services at the Bass Lake Rnager District. The selected contractor will provide all labor, equipment, supplies, and materials (except as noted), to perform routine, weekly, monthly, quarterly, and annual services as specified in the statement of work. The performance period will be from date of award through 10/30/2015, with four OPTIONAL one-year extensions. br / br / Complete specifications will be available for download at a href= <http://www.fbo.gov> www.fbo.gov /a on or around Oct. 27, 2014. <https://www.fbo.gov/spg/USDA/FS/9A40/AG-9AB5-S-15-0004/listing.html>
Owner: Department of Agriculture, 1600 Tollhouse Rd, Clovis, CA, 93611, Mary E Cantrell, (559)297-0706, Fax (559)294-4833
SIC: 561720
mecantrell@fs.fed.us

COUNTY: SAN DIEGO COUNTY

MEDICAL SERVICES TO STUDENTS

Location: Imperial Beach, CA
Date: 11/17/14
Ref#: SDJCC2014MSS
LOCATION:1325 Iris Avenue Imperial Beach, CA
CONTACT:1325 Iris Avenue Imperial Beach CA 91932-3751
TITLE:CONTRACT TO PROVIDE MEDICAL SERVICES TO 525 STUDENTS INCLUDING PHYSICALS, EXAMS & TRIAGE ETC
The San Diego Job Corps Center is a Residential, Academic/Vocational Training Facility for young adults (16-24). The Center is soliciting Contract proposals on a

full and open competitive basis from qualified Physicians/ Medical Organizations to award a Subcontract to provide a full range of medical services for 525 students including physical examinations, triage etc., for the period 1 December 2014 and continuing until March 31, 2016 with (3)three br / (1) one year Option extensions periods. A Medical Subcontractor is wanted to provide these services on site. This is not a RFP. To receive a copy submit a request to the Center no later than 2:00 PM November 10, 2014. br / br / <https://www.fbo.gov/spg/DOL/ETA/SanDiegoJCC/SD-JCC2014MSS/listing.html>
Owner: Department of Labor, 1325 Iris Ave, Imperial Beach, CA, 91932-3751, Hans Hartwig, (619)429-2302, Fax (619)423-5767
SIC: 624190
Hartwig.Hans@jobcorps.org

COUNTY: UNRECOGNIZED

JANITORIAL SERVICES

Location: CA 95634. Georgetown, CA
Date: 11/12/14
Bid Date Extended from: 9/03/14
Ref#: AG-9JGP-S-15-0005
LOCATION:Georgetown Ranger District, 7600 Wentworth Springs Road, Georgetown, CA 95634. Georgetown, CA
CONTACT:631 Coyote Street Nevada City CA 95959-2250
Janitorial Services
<https://www.fbo.gov/spg/USDA/FS/9A63/AG-9JGP-S-15-0005/listing.html>
Owner: Department of Agriculture, 631 Coyote Street Ne, CA, 95959-2250, Peggy L Scott, (530)478-6123, Fax (530)478-6123
SIC: 561720
mscott01@fs.fed.us
SBSA

Northern CA Construction Bids

ALAMEDA COUNTY

WARM SPRINGS EXTENSION

Location: Fremont, CA
Date: 11/18/14 2:00PM
Ref#: 02EE-140
Prebid Conf: 10/28/14 11:00AM
Description available through electronic services.
Estimate: \$2,200,000 - \$2,500,000
Owner: SF Bay Area Transit Dist,
300 Lakeside Dr 23rd Flt, Oakland, CA, 94612,
Sunni Gunawardena, (510)464-6550
Docs Avail: BART, 300 Lakeside Dr 23rd Flr, Oakland, CA, 94612
Goals: 23% MBE, 12% WBE
Prefs: 5% SBE

SAN MATEO COUNTY

REPLACE GLASS PANELS AT PLATFORM

Location: Daly City, CA
Date: 11/18/14
Ref#: 15QG-140
Prebid Conf: 10/29/14
Site Visit/Walkthru: 10/29/14
Description available through electronic services.
License Req'd: A/B/C17
Estimate: \$80,000 - \$100,000
Owner: SF Bay Area Transit Dist, Kaiser Center Mall,
344, Oakland, CA, 94612, Aminta Maynard,
(510)464-7546
Docs Avail: BART, 300 Lakeside Dr 23rd Flr, Oakland, CA, 94612
Goals: 23% MBE, 12% WBE
Aminta Maynard, amaynar@bart.gov

Shifting From Prisons to Schools

Continued from page 7

1999, I still work at an organization that serves the very youth of color that proposition targeted.

During the week, young people who go to under-served, crowded schools come to our community center to learn media skills, work on social justice campaigns and just be in a place that truly believes in them for a couple hours each day.

During the weekend, we host meetings for families whose loved ones face criminal charges and are looking for some support through the most challenging moments of their lives.

I can't tell you the number of times I felt that if a young person had been to our center during the week – or any other positive program for that matter – I wouldn't have had to see them at a week-end meeting dealing with the prospect of prison. Proposition 47 could make that switch a reality.

I remember back in the Proposition 21 days, I was charged with a defiant energy against electoral politics and its limitations. An older, more seasoned activist, once said at a rally: “You don't ever win what you want at the ballot box, but you can lose what you got.”

I've remembered that phrase as gospel.

Today's youth can't afford to be so skeptical. They actually have a chance to win something this election – their future.

This year's campaign is different with tactics. There are hashtag campaigns and viral videos rather than banner drops and sit-in take-overs of hotel lobbies, but the fight to define California priorities for youth is the same.

The Proposition 47 campaign has gained the support of elected officials, district attorneys and famous pop stars. I'm glad the message is being more widely received because the stakes are undeniably higher than ever.

Raj Jayadev is executive director of Silicon Valley De-Bug, a community organizing, advocacy and media organization in San Jose, Calif.

Source: New American Media

Vets First Contracting Program FAQs

Continued from page 7

13. Should Personally Identifiable Information (PII) be redacted when providing documentation to Center for Verification and Evaluation (CVE) for verification?

CVE's recommendation is that, except on VA Form 0877, applicants should redact (black out) all PII on application documentation including: Social Security number(s), date(s) of birth, home address(es) (if different from the business address(es), home phone number(s), bank routing number(s) and checking account number(s). However Veteran and service-disabled Veteran owners must include their Social Security numbers on the VA Form 0877. In the event CVE is in need of any specific documentation that contains PII, a document request will be submitted to the Veteran company to provide such information.

14. How do I establish a Joint Venture for the purpose of registering with Center for Verification and Evaluation (CVE)?

To establish a joint venture, a company must begin by forming a separate legal entity. From there, the company must follow the rules of its home state for filing as a joint venture. For example, if the joint venture were to be established as a limited liability company (LLC), depending on state law, the company would have to file Articles of Organization. There is no requirement that a company create Articles of Incorporation if none are required under state law to establish the particular legal entity.

Source: U.S. Department of Veterans Affairs



Fictitious Business Name

<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360878-00</div><div>Fictitious Business Name(s): Alex R. Construction Address 76 Nebraska Street, San Francisco, CA 94110 Full Name of Registrant #1 Alejandro Rosillo Address of Registrant #1 76 Nebraska Street, San Francisco, CA 94110 This business is conducted by AN INDIVIDUAL. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 6/30/2007 Signed: Alejandro Rosillo This statement was filed with the County Clerk of San Francisco County on 10/14/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jeanette Yu Deputy County Clerk 10/14/2014 10/16/14 + 10/23/14 + 10/30/14 + 11/6/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360835-00</div><div>Fictitious Business Name(s): Black Ember Address 590 6th Street, Apt #205 San Francisco, CA 94103 Full Name of Registrant #1 Grace Hwang Address of Registrant #1 590 6th Street, Apt #205 San Francisco, CA 94103 This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on Not Applicable Signed: Grace Hwang This statement was filed with the County Clerk of San Francisco County on 10/9/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jeanette Yu Deputy County Clerk 10/9/2014 10/16/14 + 10/23/14 + 10/30/14 + 11/6/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360999-00</div><div>Fictitious Business Name(s): Cybus Management Address 2100 Larkin Street, San Francisco, CA 94109 Full Name of Registrant #1 Meagan McLaughlin Address of Registrant #1 123 Serres Dr., Sonoma, CA 95476 This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/1/2014 Signed: Meagan McLaughlin This statement was filed with the County Clerk of San Francisco County on 10/21/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jennifer Wong Deputy County Clerk 10/21/2014 10/23/14 + 10/30/14 + 11/6/14 + 11/13/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0361196-00</div><div>Fictitious Business Name(s): Mission Strategies Address 3288 21st Street Suite 235, San Francisco, CA 94110 Full Name of Registrant #1 Mission Strategies LLC (CA) Address of Registrant #1 2941A Harrison Street, San Francisco, CA 94110 This business is conducted by A Limited Liability Company. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/3/2014 Signed: Guy Maxwell Long This statement was filed with the County Clerk of San Francisco County on 10/28/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jennifer Wong Deputy County Clerk 10/28/2014 11/06/14 + 11/13/14 + 11/20/14 + 11/27/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360775-00</div><div>Fictitious Business Name(s): Pacific Tamarack Address 679 Portola Dr., San Francisco, CA 94127 Full Name of Registrant #1 Danielle Bricker Address of Registrant #1 679 Portola Dr., San Francisco, CA 94127 This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/6/2014 Signed: Danielle Bricker This statement was filed with the County Clerk of San Francisco County on 10/6/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Brian Heffern Deputy County Clerk 10/6/2014 10/30/14 + 11/6/14 + 11/13/14 + 11/20/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360883-00</div><div>Fictitious Business Name(s): Total App Driving Address 657 Mission #200, San Francisco, CA 94105 Full Name of Registrant #1 John Louis Sollars Address of Registrant #1 1117 Lindbergh Street, San Mateo, CA 94401 This business is conducted by A Limited Liability Company. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 9/1/2014 Signed: John Sollars This statement was filed with the County Clerk of San Francisco County on 10/14/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jeanette Yu Deputy County Clerk 10/14/2014 10/16/14 + 10/23/14 + 10/30/14 + 11/6/14</div></div>
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<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0360792-00</div><div>Fictitious Business Name(s): Worldmap IS Address 71 Stevenson Street #419, San Francisco, CA 94105 Full Name of Registrant #1 Worldmap International Services, LLC (CA) Address of Registrant #1 71 Stevenson Street #419, San Francisco, CA 94105 This business is conducted by A Limited Liability Company. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/7/2014 Signed: Jiawei Huang This statement was filed with the County Clerk of San Francisco County on 10/7/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jennifer Wong Deputy County Clerk 10/7/2014 10/23/14 + 10/30/14 + 11/6/14 + 11/13/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0361328-00</div><div>Fictitious Business Name(s): Golden Giants Company Address 1100 26th Street Apt #1121 San Francisco, CA 94107 Full Name of Registrant #1 Subash Kumar Khadka Chhetri Address of Registrant #1 415 Jones Street, Apt #107 San Francisco, CA 94102 This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10/31/2014 Signed: Subash Khadka Chhetri This statement was filed with the County Clerk of San Francisco County on 11/4/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jennifer Wong Deputy County Clerk 11/4/2014 11/06/14 + 11/13/14 + 11/20/14 + 11/27/14</div></div>	<div><div>FICTITIOUS BUSINESS NAME STATEMENT</div><div>File No. A-0361024-00</div><div>Fictitious Business Name(s): Square Neat Address 176 Whipple Avenue, San Francisco, CA 94112 Full Name of Registrant #1 Edenilson Bran Address of Registrant #1 15778 Marcella Street, San Leandro, CA 94578 This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on Not Applicable Signed: Edenilson Bran This statement was filed with the County Clerk of San Francisco County on 10/21/2014. Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law Filed: Jennifer Wong Deputy County Clerk 10/21/2014 11/06/14 + 11/13/14 + 11/20/14 + 11/27/14</div></div>
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Lack Of Employment Within the Tech Industry

- Continued from page 8

Overall, Blacks make up 12 percent of the U.S. workforce, while Latinos account for 16 percent.

Companies like Apple, Google, Twitter, and Yahoo!, were all under fire earlier this year when they voluntarily released their diversity data—after much protest.

Apple’s leadership is 64 percent white, 21 percent Asian, 3 percent Black, 6 percent Latino, and 30 percent women.

Google’s leadership is 72 percent white, 23 percent Asian, 2 percent Black, 1 percent Latino, and 21 percent women.

Twitter’s leadership is 72 percent white, 24 percent Asian, 2 percent Black, 2 percent Latino, and 21 percent women.

Yahoo!’s leadership is 78 percent white, 17 percent Asian, 1 percent Black, 2 percent Latino, and 23 percent women.

USA Today asked all the aforementioned companies to comment on the gap between Black and Latino graduation rates and their hiring rates—All of the companies declined.


None of these tech giants have participated in the DiversityInc Top 50 survey.

As a point of comparison, below are senior leadership representation stats from Top 50 companies versus Silicon Valley.

Website: <http://www.diversityinc.com>

Source: DiversityInc.
- Senior Leadership
- | Group | Black (%) | Latino (%) |
|------------------|-----------|------------|
| Silicon Valley | 2.0 | 2.8 |
| Scientific Index | 7.0 | 5.0 |
| Top 50 | 6.8 | 4.4 |
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- Disadvantaged Veteran Business Enterprises (DVBES)



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California District Inc

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- San Francisco DPW

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- Schiavone Construction

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- McCarthy Building Companies Inc

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- Robert A Bothman, Inc.

For more info please call Valerie Voorhies at 415-778-6250 or email vvv@sbeinc.com

Access to Capital

SMALL & MINORITY BUSINESS

How Digital Payments Can Transform the Developing World

By **Rodger Voorhies**

More than 90% of people living in Bangladesh do not have bank accounts. But 75% have something that could be just as good: mobile phones that have the capacity to make digital payments.

Using a digital payment platform called bKash, Bangladeshis can send money easily and inexpensively from one mobile wallet to another and receive cash payments at any one of 100,000 agents — mostly mom-and-pop stores — distributed throughout the country. The service allows them to support relatives around the country and pay merchants in their own neighborhoods. The platform has already achieved widespread success, launching 13 million accounts in its first three years and processing more than 1.5 million financial transactions per day.

In Kenya, a similar platform boasts 17 million users. And in Somaliland, where users average over 30 digital transactions per month, people put cash into the system four times as often as they take it out. In other words, instead of a mobile-enabled system of deposits and withdrawals, Somaliland has a system where cash is going digital — and staying that way.

How did the developing world become the hotbed of financial innovation? It's a simple matter of supply and demand. The need for new and different financial services in the developing world is driving fresh ideas. And when innovations hit the market, adoption and usage are through the roof.

Banks have a historic opportunity to get involved in this rapidly advancing market. They stand to gain millions of new customers and, in the process, help those customers graduate from a cash-only existence and all the risks that entails. Both philanthropists and financial leaders should recognize and seize this moment together.

There are many reasons that the world's poorest people have not been considered attractive banking customers. It's hard for banks to achieve sufficient margins of equity by processing smaller transactions, and prohibitively expensive to do so when those transactions are made almost entirely in cash.

Digital payments jump right over these barriers. Poor households typically have high transaction volumes — an attractive proposition for mobile carriers. And customers can build equity and experience with formal banking by using cash-in cash-out systems operated by networks of agents. Moreover, digital payment products are the ideal medium to reach a large customer base across a wide territory. Thanks to scale, digital products can be both cheap and profitable.

This is quite simply an idea whose time has come. As Bill Gates said at the Sibos banking conference in early October, "There's no place that digital technology can change more than making payment systems, making digital transactions very inexpensive, and also very easy, as the mobile phone has become pervasive."

The U.S. and other countries have a critical role to play in establishing the right regulatory environ-



ment for digital payments. Meanwhile, American companies would do well to pay close attention to product innovation in the developing world and apply those lessons to their own efforts in the digital payments space. There's a lot of information to be gleaned: "This is not a case where we're waiting for trickle-down, like we do with many advanced technologies," as Gates said at Sibos.

Despite the success of bKash and other platforms, the need for financial inclusion is indeed great. Cash is still the only option for most people in the developing world. If easy and affordable

digital payment options were available to these populations, all precedents suggest they would be fully and enthusiastically embraced.

Financial leaders are in prime position to deliver those options and lead the way in bringing secure, reliable and convenient financial services to the people who need them most.

Rodger Voorhies is director of the Financial Services for the Poor initiative at the Bill & Melinda Gates Foundation.

Source: American Banker

Four Takeaways for Banks from the GOP's Sweeping Election Victory

By **Victoria Finkle and Rob Blackwell**

The Republicans scored a big win late Tuesday, gaining seats in the House and reclaiming control of the Senate after eight years.

While that thought may initially cheer the banks and other financial institutions that were rooting for the GOP in this election cycle, hopeful for the chance at regulatory relief, the election results may not be as transformative as they hope.

Here are four things to keep in mind in the wake of the GOP's successes.

1. The Senate remains closely divided

Republicans will now have at least 52 seats in the Senate, with results in Alaska still being tallied on Wednesday and a runoff in Louisiana scheduled for Dec. 6.

Regardless of how those contests turn out, the GOP is poised to fall short of the critical 60-vote threshold needed to make legislation filibuster-proof. That means they'll still have to compromise with Democrats to move important pieces of legislation.

The most controversial banking bills the GOP might want to push through — on issues like changing the Consumer Financial Protection Bureau's structure or subjecting the agency to appropriations — would still need buy-in from Democrats and independents. That's going to be a hard sell.

2. The President still has veto power

Even if Republicans succeed in getting legislation through a closely divided Senate, the president retains veto power, making it highly unlikely any controversial legislation will be signed into law. Republicans would need at least 67 votes in the Senate to override a veto, far more than they would have even if the undecided contests go their way.

Similarly in the House, which is solidly under Republican control, they would need 290 votes for an override, or at least 40 more than they currently control depending on final election results in a few races.

Ultimately, that means not just compromising with Hill Democrats on a bill to restructure the CFPB, but it also couldn't happen unless President Obama wants reform (spoiler alert: he doesn't.) The same dynamic is also true for any significant effort to roll back the Dodd-Frank Act.

In other words, despite the Republican victories, the fundamental politics underlying the situation haven't been altered: the GOP will have to compromise with Democrats and Obama if it wants to enact legislation. And even if Republican leadership wants to make a deal, that could prove difficult.

"GOP leadership may wish to cut deals with Obama to show Republicans know how to govern," said Jaret Seiberg, an analyst with Guggenheim Securities, in a note to clients. "Yet we believe the rank-and-file are more combative. Some are true believers in the conservative message. Others realize that compromising with the president will

leave them at risk of tea party challengers in their next primary."

3. Democrats are favored to retake the Senate in 2016

Republicans will be taking a well-earned victory lap in the coming months, but many recognize there's already trouble on the horizon. Even before Election Night, pundits were arguing that Republican control is likely to be short-lived.

The election map looks far more favorable for Democrats to reclaim the chamber in 2016 — a reversal of fortunes from this year's contest. Democrats had to defend 21 of the 36 seats up for grabs on Tuesday, including six that presidential nominee Mitt Romney won in 2012 and two additional swing states.

By comparison, Republicans will have seven seats up in 2016 in states that President Obama won twice, while Democrats won't have to defend any seats in GOP states. Republicans will also have to contend with drastically larger voter turnover for the presidential election, with larger proportions of young and minority voters, who skew Democrat, expected to weigh in.

At the same time, Republicans will be viewed as the incumbents, forced to defend the status quo and wrangle with an electorate likely to remain dissatisfied with the economy and the direction of the country.

The dynamic may well give Democrats the feeling that while they are out of power now, they are likely to be back soon, making them even less willing to compromise on key issues.

4. The Big losers here are the Fed and CFPB

While CFPB Director Richard Cordray can breathe easy that a bill to reshape his agency is unlikely to be enacted, his life is still likely to become significantly harder. House Republicans have been hammering the CFPB since it opened its doors in 2011, questioning everything from its treatment of employees to the costs of renovating its headquarters.

But CFPB oversight in the Senate Banking Committee has been far less hostile. With Sen. Richard Shelby, R-Ala., set to control the gavel, however, that could rapidly change. The Alabama Republican has been vociferous in his arguments that the CFPB holds too much power. He may not be able to move legislation clipping the agency's wings, but he can hold hearing after hearing demanding it account for its actions.

The situation is just as fraught for the Federal Reserve Board. Since the financial crisis, the cries to "audit the Fed," — that is force it to provide more information about its monetary policymaking — have grown steadily louder on both the far right and the far left. Current Senate Banking Committee Chairman Tim Johnson, D-S.D., is a moderate who doesn't share the skepticism of Fed authority. But Shelby is a well-known Fed critic who voted against Chair Janet Yellen's confirmation earlier this year.

It's likely that Shelby will tighten the screws for both the Fed and CFPB over the next year. Even without a legislative threat, the situation for both agencies is likely to be considerably weaker.

Source: <http://www.americanbanker.com/>

Events & Seminars



NOVEMBER 8, 2014

MASTERING QUICKBOOKS I: THE BASICS
1st reported in SBE: 10/16/14
Location: Los Angeles, CA
Bid Date: 11/08/14 9:00AM
Description last reported in SBE: 10/16/14
Duration: 09:00AM-01:00PM
SBA Los Angeles, 3171 S Bundy Dr #127, Los Angeles, CA, 90066, (310)434-3566

NOVEMBER 10, 2014

SBDC QUICKBOOKS INSTITUTE -
1st reported in SBE: 10/16/14
Location: Santa Clarita, CA
Bid Date: 11/10/14 6:00PM
Description last reported in SBE: 10/16/14

Duration: 06:00PM-08:00PM
SBA Los Angeles, 26455 Rockwell Canyon Rd, Santa Clarita, CA, 91355, Helene Liatsos,(661)799-9675

NOVEMBER 11, 2014

KEYS TO THE SBA LOAN PROCESS
1st reported in SBE: 10/16/14
Location: Culver City, CA
Bid Date: 11/11/14 9:00AM
Description last reported in SBE: 10/16/14
Duration: 09:00AM-11:30PM
SBA Los Angeles, 6000 Sepulveda Blvd #1260, Culver City, CA, 90230-6425, (562)938-5020, Fax (562)938-5030

NOVEMBER 15, 2014

SAN DIEGO CART MEETING
1st reported in SBE: 9/25/14
Location: San Diego, CA
Bid Date: 11/15/14 7:30AM
Description last reported in SBE: 09/25/14
Duration: 07:30AM-08:30AM
SBA San Diego, 9325 Sky Park Ct # 300, San Diego, CA, 92123, NCMA President president@ncmasd.org

DECEMBER 15, 2014

SAN DIEGO CART MEETING
1st reported in SBE: 9/25/14
Location: San Diego, CA
Bid Date: 12/15/14 7:30AM

Description last reported in SBE: 09/25/14
Duration: 07:30AM-08:30AM
SBA San Diego, 9325 Sky Park Ct # 300, San Diego, CA, 92123, NCMA President president@ncmasd.org



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- Description:** SBE maintains but does not publish bid descriptions. When available they are provided through daily email, daily fax, and on our website, www.sbeinc.com.
- Duration:** The time allotted to complete a delivery or project
- Estimate:** The owner's estimate of the dollar value of the bid or proposal.
- Last Addendum Received:** The number of the last addendum received by the SBE.
- Owner:** The agency by whom the contract is being released. When available, the name, address, telephone, fax number, contact name is included.
- Goals/Preferences/Special Subcontracting Requirements:** Numerical goal and preference requirements for SBE (Small Business Enterprise), MBE (Minority Business Enterprise), WBE (Woman Business Enterprise), DBE (Disadvantaged Business Enterprise), SDBE (Small Disadvantaged Business Enterprise), SWBE (Small Woman Business Enterprise), LBE (Local Business Enterprise), DVBE (Disabled Veteran Business Enterprise). Special subcontracting provisions: SBSA-(Small Business Set-Aside), SDBSA-(Small Disadvantaged Business Set-Aside), 8(A)-(Set-Aside for Negotiation or for Bid by U.S. Small Business Administration Certified 8a firms), LSA-(Labor Surplus Area), TACPA-(Target Area Contract Preference Act), Entrp Zon-(Enterprise Zone),

1 — Business Services

2 — ALAMEDA COUNTY

- ENGINEERING SERVICES**
- Location: ALAMEDA COUNTY, CA
- Date: 12/15/2014 3:00PM
- Prebid Conf: 4/30/14 9:00 AM MANDATORY
- Ref#: 09-397
- Engineering services for groundwater monitoring at the Woolworth Rd, Regional Solid Waste Facility.
- Duration: 260 working days
- Estimate: \$75,000
- Last Addn Rcvd: 1
- Owner: Department of Transportation Sue Jobe, (916) 456-9956
- Goal: 5% SBE
- Notes: 1.
- SBSA: reqs in writing or fax, 10% bid bond
- SIC: 1542 ###
- Docs Avail: Department of Transportation, Building E E-mail: pat_myers@dot.ca.gov

Fed Aid-(Federal Aid Project), HUBZone-(Historically Underutilized Business Zone).
14.**Notes:** Reference to notes for federal procurement opportunities.
15.**Comments:** Additional information particular to this solicitation.
16.**SIC:** Standard Industry Classification Code.
17.**### (Symbols):** Indicates a change since first reported.
18.**Location of bid documents.**

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☐ Professional Services ☐ Commodities
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