

Four Types of Export Financing



Many small businesses think they are too small to compete in the world market. In fact, 97 percent of all exporters are small businesses. The U.S. Government has loans, insurance and grant programs to help you become an exporter or expand your exporting business. Here are four different types of financing programs:

Export Development and Working Capital Financing

Enables U.S. businesses to obtain loans that facilitate the export of goods or services by providing the liquidity needed to accept new business, grow international sales and compete more effectively in the international marketplace.

Small Business Administration - Export Working Capital Program

Provides up to \$5 million in short-term, transaction-specific working capital loans to U.S. small business exporters. Uses of this financing include: pre-export financing of labor and materials; and post-shipment financing of the accounts receivable generated from transaction-specific overseas sales.

Export-Import Bank - Working Capital Guarantee Program

Provides transaction-specific working capital loans to U.S. exporters, made by commercial lenders and backed by Ex-Im Bank's guarantee. Uses of this financing include: purchasing finished products for export; paying for raw materials, equipment, supplies, labor and overhead to produce goods and/or provide services for export; covering standby letters of credit serving as bid bonds, performance bonds, or payment guarantees; and financing foreign receivables.

Small Business Administration - Export Express Program

Provides small businesses that have exporting potential, but need funds to cover the initial costs of entering an export market with up to \$500,000 in export development financing to buy or produce goods or to provide services for export. The loan proceeds can be used for most business purposes, including expansion, equipment purchases, working capital, inventory or real estate acquisitions.

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With half a million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

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

Faxed Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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

Computer Generated Reports

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

Call Toll FREE for more information: 800-800-8534

Continued on page 4

BIDDING OPPORTUNITIES

Tutor Perini | **ZACHRY** | **PARSONS, A Joint Venture**

REQUEST FOR BIDS

Inviting qualified bidders including, but not limited to, certified SBES, DBES & DVBEs, for:

**Furnish and Install Cast-in-Drilled Hole Pile
Furnish and Install Asphalt Concrete and Aggregate Base
on California High Speed Rail
Contract CP1 – HSR13-06**

SEALED BIDS DUE, January 17th, 2014 by 5:00 PM

Address bids to: TPZPJV, 15901 Olden Street, Sylmar, CA 91342, Attention: Jerry Brown

TPZPJV, in its sole and absolute discretion, may reject any and all bids, or accept a bid or combination of bids, which will best serve the project's interest.

Drawings / Specifications / Insurance Requirements (Contractor Controlled Insurance Program) / CBA (Project Labor Agreement) as well as Scope (Bid Package) are available for review at:

• **Share Point Web Site** (interested parties reply to: contactcp1@tpzpjv.com to receive access information for the Share Point website)

• **TPZPJV's Office** – 1401 Fulton Street, Suite 400, Fresno, CA 93721

Requests for Information regarding Bid Package: **Email** Johnathon.Sim@TPZPJV.COM
or call (559) 385-7025 or fax (559) 353-2764

TPZPJV INTENDS TO CONDUCT ITSELF IN GOOD FAITH WITH SBES, DBES & DVBEs
REGARDING PARTICIPATION ON THIS PROJECT

**NOTE: ASSISTANCE WILL BE GIVEN IN OBTAINING BONDS, LINES OF CREDIT AND/OR INSURANCE AS WELL AS NECESSARY EQUIPMENT, SUPPLIES, MATERIALS OR RELATED SERVICES
AN EQUAL OPPORTUNITY EMPLOYER**

**McCarthy Building Companies, Inc.
IS SEEKING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS & SUPPLIERS:**

**SANTA ANA COLLEGE – CAMPUS IMPROVEMENTS
PARKING LOT #11 / PLANETARIUM / PORTABLE VILLAGE
1530 W. 17th Street, Santa Ana, CA 92706**

McCarthy Building Companies, Inc. is a General Contractor bidding the above project and is requesting a proposal from you for labor and/or material in your specialty of work.

SUBCONTRACTOR BIDS ARE DUE Monday, January 6th, 2014 at 2:00 PM.

THE PROJECT: A new 260,000 SF **Parking Lot #11** over 8.9-acres on an existing site including site demo/clearing, 4" AC Paving over 10" base & geotextile fabric, pavement markings & precast bumpers, fire lane concrete & pavers, sidewalks, landscaping, steel & masonry trellises with 6' deep caisson footings, signage, CCTV, bollards, & light poles, plus a large Daktronics digital sign with caisson footing, steel frame, framed plaster encasing. Shoring is required on C5.3 & Site Utilities includes 60" diameter perforated pipe with CDS units. The **Tessmann Planetarium** is an existing 4500 SF Building "M" with remodel work of interior demolition, hazardous abatement with specs & reports, new framed 1800 SF covered walkway, new framed 1000 SF restrooms, interior remodel of 2000 SF, and new roofing & metal panels plus 9,000 SF of sitework including storm drainage, hardscape, pavers, metal benches, stone plaque, masonry/precast monument sign & landscape. The **Portable Village** includes 28 portables, minor demo/clearing, temporary asphalt, small sidewalk areas, new signage, paint of units, chain-link gates, power hookup, fire alarm system, CCTV cameras and communications systems. The approximate construction value is \$8.0 million with an 5-month duration for the Parking Lot, a 6-month duration for the Portable Village, and an 8-month duration for the Planetarium.

Work categories include: Survey, Erosion Control, Demolition & Abatement, Shoring, Earthwork, Site Utilities, Fencing, AC Paving, Pavement Markings, Site Concrete, Pavers, Landscaping, Concrete, Rebar, Masonry, Steel, Carpentry, Fireproofing, Roofing, Sheet Metal, Doors-Frames-Hardware, Glass, Plaster-Drywall, Tile, Acoustical, Flooring, Painting, Signage, Toilet Accessories, Plumbing, HVAC Electrical/Fire Alarm/Low Voltage Communication Systems.

This is a prevailing wage project with an OCIP requirement.

Prequalification - All subcontractor bidders must be prequalified to participate in this bid. Contact Kevin Helgevoid at McCarthy Building Companies for Prequalification Form & instructions. Suppliers: A list of prequalified subcontractors is available upon request.

Bid Documents - An electronic CD of the bid documents is available upon request.

Disabled Veteran Business Enterprise (DVBE)

The District has adopted a Disabled Veteran Business Enterprise Participation Program (DVBE), which includes businesses owned by Disabled Veterans. The District has established participation goals to attain 3 percent going to DVBE.

McCarthy is an equal opportunity employer and encourages DVBE participation.

A 100% Performance & Payment Bond will be required from an admitted surety for subcontracts over \$100,000. Upon request, subcontractors will be required to provide evidence of their ability to provide same within twenty-four (24) hours.

McCarthy Building Companies, Inc.

Kevin Helgevoid x73392, Preconstruction Director

20401 SW Birch Street, Suite 300, Newport Beach, CA 92660

Phone: (949) 851-8383 • Fax: (949) 756-6841



SWINERTON BUILDERS

Requesting sub bids from all qualified subcontractors, vendors, material suppliers, equipment rental firms including Minority-Owned Business Enterprises.

PROJECT INFO:

Project Name: DELTA LAX T5 -

Airside Projects (SE & RS)

Location: Terminal 5

Address: 500 World Way,

Los Angeles, CA 90045

Bid Date: December 30, 2013 at 2:00 PM

Fax Bids To: 213.896.0027

OUTREACH GOALS

Outreach goals shall be **17% MBE participation for the Service Elevator project, 28% MBE participation for the Restroom project, and 17% to 28% MBE participation for the Exit Stairs.**

DESCRIPTION

Installation of a 6500lbs five stop traction elevator, exit stairs, and upgrade of (18) restrooms at Terminal 5 connector & satellite buildings on the airside. Demolition of existing structural assemblies and associated areas to make modifications for accessing the new work. Full repair and/or replacement of impacted critical building components, MEP fixtures and equipment, sprinkler systems, and architectural finishes that are affected.

Swinerton Builders is seeking qualified contractors for the following trades:

Demolition, Asbestos remediation, Concrete, Structural and Misc. Steel, Solid Surface Counters, Stucco, Roofing, Flashing, Finish Carpentry, Thermal and Moisture Protection, Doors/Frames & Hardware, Glass & Glazing, Gypsum Board, Ceramic Tile, Acoustical Ceilings, Resilient Flooring, Painting, Signage, Toilet Partition & Accessories, Elevator, Fire Suppression, Plumbing, HVAC, Electrical, Fire Protection and Fire Alarm.

BID DOCS

The project is a five level parking structure that consists of on and above grade, cast in place and post tensioned concrete structure, three elevators and stair shafts. Swinerton Builders is seeking qualified contractors for the following trades: Striping, Masonry, Structural Steel/Steel Stairs/Miscellaneous Metals/Metal Deck, Expansion Joints/ Sheet Metal, Waterproofing/ Elastomeric Coatings, Doors/Frames/ Hardware, Painting, F.E. & Cabinets (material only), Design-Build Landscape & Irrigation, Concrete Ready Mix, Lumber, Concrete Pumping, and Concrete Finishing.

All subcontractors will be required to provide one hundred percent 100% performance and payment bonds from US Treasury listed Surety. Premium cost to be included in a separate line item.

Assistance in helping subcontractors obtaining bonds, lines of credit and/or insurance will be provided. Please contact Charles "Rick" Moore at 415.984.1289.

Plans and specifications are available for review and take off at Swinerton's LA Office located at 865 S. Figueroa Street Suite 3000 Los Angeles, CA 90017 or online via www.smartbidnet.com. Should you have any questions, please contact Nancy Figueroa at nfigueroa@swinerton.com or 213.869.3400.

An Equal Opportunity Employer

BIDDING OPPORTUNITIES



SKANSKA • TRAYLOR • SHEA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Westside Subway Extension Design-Build Project

Owner: LACMTA

RFP No.: C1045

RC-DBE Goal: 20% Design & 17% Construction

Subcontractor Proposal Due Date: January 16, 2014, 4:00PM

Prime Proposal due date: January 30, 2014

Website: www.skanska-traylor-shea.com

Skanska-Traylor-Shea a Joint Venture is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the Westside Subway Extension Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. Please visit our website for the RFP documents and addenda, Subcontracting Requirements, Project Announcements, Outreach and Contact Information. If you are interested in joining our team for this project, please visit our website, fill out and return the Invitation to Bid form to the fax number below. All Quotes are due January 16, 2014.

Requested scopes include, but are not limited to the following and should be based on the C1045 RFP and its amendments.

Subcontractors: Demolition, Clear & Grub, Excavation Earthwork and Support Systems, Shoring & Lagging, Temp. Tunnel Ventilation, AC Paving, Concrete Curbs, Gutters and Sidewalks, Pavement Striping & Marking, Cast-In-Place and Prestressed Concrete, Exposed Concrete Finishes, Arch. Pavers, Stone, Granite, Masonry, Misc. Metal, Welding, Steel Rail, Fencing, Rough Carpentry, Sheet and Pre-Applied Sheet Waterproofing, Painting & Coatings, Fire Protection, Suppression & Stopping, Metal Doors, Frames & Hardware, Glazing, Equipment, Mechanical Piping & Materials, Ventilation Fans & Equipment, Plumbing, Electrical & Electrical Supply, Low Voltage Systems, Hazardous Material Remediation & Hauling, Trucking (Haz Mat & hauling)

Design: Civil, Electrical, Mechanical, Architectural, Landscaping

Services/Vendors: Monitoring: Sound, Vibration, Geo, and Air Quality, Security, Office Supplies, Reprographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering STS will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements

STS is an Equal Opportunity Employer

Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 - Ph: (951) 684-5360 • Fax: (951) 788-2449

Email: info@skanska-traylor-shea.com

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

For Construction on State Highway In

Los Angeles County In Baldwin Park And West Covina From 0.1 Mile West Of Puente Avenue Undercrossing To 0.2 Mile East Of Hollenbeck Street Undercrossing

Project ID 0700000085

Location: 07-LA-10-33.2/37.2

Contract No. 07-1170U4

Bid Date: 12-19-2013 @ 2:00 PM

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

Chumo Construction, Inc.

14425 Joanbridge Street • Baldwin Park, CA 91706

Phone: (626) 960-9502 • Fax: (626) 960-3887

Contact: George Chumo

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at (626) 960-9502.

An Equal Opportunity Employer

Golden Gate Constructors, JV is soliciting for LBE's for the following project:

Boarding Area G A380 Improvements, Phase A, Contract No. 8519A

Owner: San Francisco International Airport

Jason G. Yuen Architecture and

Engineering Building

676 N. McDonnell Road, San Francisco, CA 94128

Bid Date: December 19, 2013 @ 2:00 P.M.

We hereby encourage responsible participation of **Local Business Enterprises**, and solicit their subcontractor or material and/or suppliers quotation for the following types of work including but not limited to: **Existing Utility Locating, Demolition and removal of existing blast fence and foundation, Cold Plane, Crushed Aggregate Base (CA B), Cement Treated base (CTB), Asphalt Concrete, Asphalt Emulsion, Underground, Retaining Wall, SWPPP, Electrical, Trucking, Water Trucks and Street Sweeper, Fencing, Gates, Striping, Fuel, Hazmat.**

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

Golden Gate Constructors, JV

11555 Dublin Blvd • Dublin, CA 94568

Estimator: Alan McKean

An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 4 Widening, Stockton • Caltrans #10-0W1204

BID DATE: December 18, 2013 @ 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, Temp Alternative Crash Cushion, SWPPP, Storm Water Annual Report, Sweeping, Temp. Fence, Reconstruct Guardrail, Cold Plane AC, Clearing & Grubbing, Erosion Control, Hydroseed, Compost, AC Dike, Rumble Strip, Data Core, Tack Coat, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Roadside Signs, Rock Slope Protection, Concrete, Survey Monument, Delineator, Object Marker, Striping & Marking, End Anchor Assembly, Electrical, Temp. Clear Water Diversion System, Ground-In Rumble Strip, Underground Storm Drain and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710

Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Dan Palmer

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.

PUBLIC LEGAL ADVERTISEMENTS

UC IRVINE

NOTICE INVITING GLAZING CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine Medical Center (UCIMC)** from general contractors wishing to submit bids for a lump sum contract for the **UCIMC B23 Exterior Upgrade, Project No. 994024**.

PREQUALIFICATION: The University has determined that bidders must be prequalified for this project.

DESCRIPTION OF WORK: Replace all existing spandrel glass elements and repaint existing mullion caps in Building 23 with a solid, light gray glass. Touch up paint around replaced glass as needed. Alternates may include modification of stair tower windows and addition of a canopy structure at the fourth floor terrace. Project completion time: 90 days.

ESTIMATED COST: \$800,000, excluding alternates

PROCEDURES: Prequalification Questionnaires available Thursday, 12/12/13, 2:00 PM. Contact David Donovan, (714) 456-5628, ddonovan@uci.edu.

MANDATORY PREQUALIFICATION CONFERENCE: Thursday, 12/19/13, at UCIMC, Building 56, Room 113, 101 The City Drive South, Orange, CA 92868, beginning promptly at 10:00 AM.

QUESTIONNAIRE DUE DATE: Questionnaires must be received by Tuesday, 1/7/14, 4 PM only at UCIMC, Planning Administration, Building 27, Room 36, 101 The City Drive South, Orange, CA 92868.

BIDDER QUALIFICATIONS: Must meet license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of three projects with a construction cost of \$500,000 or more in the last five years including: One (1) project requiring infection control constructed in a fully operational/occupied hospital or outpatient facility; one (1) exterior renovation project of a multi-story building; and one (1) window installation/replacement project that required waterproof testing. **Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.**

LICENSE REQUIREMENT: Current and active California CSLB "B" **General Building Contractor** license.

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

For other opportunities: www.healthaffairs.uci.edu/planning-administration/index.asp



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING SEALED PROPOSALS

The Golden Gate Bridge, Highway and Transportation District (District) seeks proposals for **Request for Proposals (RFP) No. 2014-FT-7, Consultant to Provide Engineering Services for the M.S. San Francisco Ferry Refurbishment**. Interested Proposers must submit sealed proposals to the Office of the Secretary of the District on **Tuesday, January 7, 2014, by 4:00 p.m., PT.**

Requests for modifications or clarifications of any requirement must be submitted in writing on **Friday, December 20, 2013, by**

4:30 p.m., PT.

The RFP Documents are available for download on the District's web site. To download the RFP Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to District Division and look for RFP No. 2014-FT-7.

To inspect and obtain the RFP Documents, please contact the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, by telephone at (415) 923-2223, by e-mail at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013.

/s/ Janet S. Tarantino, Secretary of the District

Dated: December 12, 2013

12/12, 12/19/13

CNS-2566195#

SMALL BUSINESS EXCHANGE

Four Types of Export Financing

Continued from page 1

Facilities Development Financing

Enables U.S. businesses to acquire, construct, renovate, modernize, improve or expand facilities and equipment to be used in the United States to produce goods or services involved in international trade.

Small Business Administration - International Trade Loan Program

Provides U.S. businesses that are preparing to engage in or are already engaged in international trade, or are adversely affected by competition from imports with up to \$5 million in financing to upgrade equipment and facilities. Although this loan program can also be used to refinance existing indebtedness that is not structured with reasonable terms and conditions, it cannot be used as working capital.

Financing for your International Buyers

Enables U.S. businesses to assist their international buyers in locating financing to purchase U.S. goods and services when financing is otherwise not available or there are no economically viable interest rates on terms over one-to-two years. This type of financing is generally used for financing purchases of U.S. capital equipment and services. Financing may also be available for refurbished equipment, software, certain banking and legal fees and certain local costs and expenses.

Export-Import Bank - Loan Guarantee Program

Provides term financing to your creditworthy international buyers, both private and public sector, for purchases of U.S. goods and services.

Export-Import Bank - Direct Loan Program

Provides fixed-rate loans to your creditworthy international buyers, both private and public sector, for purchases of U.S. goods and services.

Export-Import Bank - Finance Lease Guarantee Program

Provides lease financing to your creditworthy international buyers as an alternative to traditional installment loans.

USDA, Foreign Agricultural Service Export Credit Guarantees

Underwrites credit extended by the private banking sector in the United States to approved foreign banks using dollar-denominated, irrevocable letters of credit to pay for food and agricultural products sold to foreign buyers. These programs encourage exports to buyers in countries where credit is necessary to maintain or increase U.S. sales, but where financing may not be available without the guarantees.

Investment Project Financing

Enables U.S. businesses to acquire financing for large-scale projects that require large amounts of capital, such as infrastructure, telecommunications, power, water, housing, airports, hotels, high-tech, financial services, and natural resource extraction industries.

Overseas Private Investment Corporation Small and Medium-Enterprise Financing

Provides medium- to long-term funding through direct loans and loan guarantees to eligible investment projects in developing countries and emerging markets.

Source: The Minority Business Development Agency (MBDA)