

## SBE NEWS ALERT

# Risk is the Admission Fee of Entrepreneurship



Amy Rosen

Risk is easy to understand. Growing up, we heard daily reminders of risk: "Don't play in the rain -- you can get sick." "Look both ways when crossing the street."

When we get older we learn to view risk as an admission fee for reward. The person you like won't go out with you if you don't ask. To get a job, you have to apply. Later still, we learn that higher rewards involve higher risks.

Clearly, turning recognized opportunity into reward requires risk.

Money is the first risk most people see. But entrepreneurial risk is deeper and more nuanced. Reputations are at stake. Entrepreneurs also invest -- and risk -- time and opportunity cost. They wager intellectual capital -- exposing their entrepreneurial ideas to the market.

To many would-be entrepreneurs, the risks are roadblocks that keep them on the sidelines. Risk of

losing \$1,000 in needed startup funding may be unthinkable. Or the risk of leaving a steady job may be too much.

And there are non-financial costs to consider.

In Japan, for example, an unsuccessful business endeavor is so damaging to a person's reputation that those who don't succeed are forced to move away so they don't shame their community. This heavy risk barrier is part of the reason startup entrepreneurship in Japan is among the lowest in the world.

In a classroom setting, we can reduce risk and create a safe place for students to try and practice entrepreneurship. Even in the safe classroom space, the notion of getting up in front of 30 of their peers and presenting an idea is loaded with social risks. But they learn how to assess these risks and move past them.

The real world isn't as simple. Businesses fail. Risks and consequences are real.

Good advice for all potential entrepreneurs, whether in a classroom or at a kitchen table, is to be clear and objective about the risks of acting on

recognized opportunity. Sit down and write them out. Make honest assessments about what your effort will cost in dollars, days and other, less immediate ways. Think of everything you write down as a loan you're making to your idea -- a loan which may never be paid back.

Once you have your risk list, look for ways to reduce or manage it.

To reduce the financial risks, those considering a new idea or product often think about approaching angel investors or venture capitalists. Unfortunately, especially as a first-time entrepreneur, luring early investors can be especially tricky, time consuming and unrewarding. But if outside funding is mandatory to the

Continued on page 2

**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

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#### Publisher of

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weekly newspaper

# California Sub-Bid Request Ads

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Old Redwood Highway  
Pedestrian and Bicycle Enhancements  
Town of Windsor  
BID DATE: June 24, 2014 @ 10:00 AM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Erosion Control, Adjust Utilities, Minor Concrete, Cole Plane, AC Dike, Underground, Striping & Marking, Loop Detectors, Object Marker, Roadside Sign, Lighting, Planting & Irrigation, Surveying, WPCP, Survey Monuments, Fencing and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Jean Sicard

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE and local participation. Plans & Specs are available for viewing at our office.

REQUEST FOR MBE/WBE/DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Rumrill Park, City of San Pablo  
Project No. PW-531  
BID DATE: June 30, 2014 @ 1:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, SWPPP, Erosion Control, Hydroseed, Clearing & Grubbing, Underground, Sewer, Striping, Synthetic Turf, Planting & Irrigation, Fencing, Site Furnishings, Site Concrete, Signs, Restroom Building, Electrical and Construction Materials

**O.C. Jones & Sons, Inc.**

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

Contact: Mike Crowley

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage MBE/WBE/DBE Participation. Plans & Specs are available for viewing at our office.

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

**SAN MATEO BRIDGES REPLACEMENT PROJECT • Peninsula Corridor Joint Powers Board • Contract 14-PCJPB-C-038  
Bids: June 26, 2014 @ 2pm • DBE – 12%**

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers.

**Proven Management, Inc.**

2000 Fifth Street, Berkeley, CA 94710 • Phone: 415-421-9500 • fax: 415-421-9600

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

GRANITE CONSTRUCTION COMPANY is seeking WM, WW, and EM Qualified Sub-Contractors on the following Project

**Project Owner: East Bay Municipal Utility District  
Estimate # 3045**

**Lead Estimator: Nick Jouras Phone 831-728-7511**

**Bid Date 6/25/14 1:30PM**

**Please Fax Quotes to 408-327-7090**

**Project: South Reservoir Demolition**

Work covers demolition of the existing 47—Million Gallon (MG), open-cut reservoir, asbestos removal, crushing reservoir concrete and asphalt to the specifications for Class 2 aggregate base, excavation of the reservoir embankment and two private properties, installation of temporary drainage, paving of roadway and construction of sidewalks, and curb and gutter for approximately 150 feet of Gail Drive, landscaping 'two private properties, hydraulic seeding the reservoir basin.

Granite Construction Company (Granite) is requesting quotes from all qualified subcontractors and suppliers including WM WW and EM firms for the following items of work, including but not limited to, Landscaping, Asphalt Pipe Fencing, Electrical, Construction Staking, Demo Concrete / Crush, Clear and Grub, Develop Water supply Demo Precast Concrete, Rebar, Roadway Excavation, Grading, Erosion Control and Hydroseeding, Asphalt Concrete, Recycle, Reclaim Asphalt Concrete, Curb and Gutter Fencing, Striping and Markers, Surveyor, and Asbestos Removal.

**GRANITE CONSTRUCTION COMPANY**

Estimating Assistant: Barbara Jacob 408-327-7013

Tel: (408) 327-7000 / Fax: (408)327-7090

Granite Construction Company (Granite) is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 100% performance and payment bonds may be required for the full amount of subcontract price. Granite will pay for bond premium up to 1.5%. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage meeting Granite's requirements and will be required to sign the standard Granite Subcontract Agreement. A copy of the insurance requirements and agreement can be obtained by contacting the estimator. Plans and specifications are available for viewing at our office located at 715 Comstock St., Santa Clara, CA., 95054 or at: <http://app.box.com/s/fhtpn8nbimj93e11x39w>

Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Granite intends to work cooperatively with all qualified firms seeking work on this project. Granite is an equal opportunity employer. Portions of work can be made available upon request prior to bid date. Please call if any assistance is needed.

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Continued from page 1

success of your opportunity, do your homework.

Instead of chasing angels, most small, first-time and young entrepreneurs approach family and friends for backing -- people who are as likely to invest in them as their ideas. Keep in mind, however, that regardless of who you're asking to invest, putting up your own money too demonstrates confidence in your idea.

Another great way to lower risk is to get advice from mentors who can give early insight and analyze risk. That's why, in addition to our teachers, we infuse our classrooms with volunteer mentors and experienced business leaders.

Outside the classroom, there are entrepreneur and mentor networks, such as the successful and aptly named MeetAdvisors in Chicago. There, and in similar hubs around the world, those with new ideas or new businesses can connect with those who can help them understand and manage their risk.

Unfortunately, there's no textbook answer to knowing when the risk outweighs the reward. Or the other way around.

Before taking any entrepreneurial risks, the first step in this second-phase of thinking like an entrepreneur is recognizing, analyzing and, where possible, reducing them.

Source: [www.entrepreneur.com/article/234634](http://www.entrepreneur.com/article/234634)

# CALIFORNIA HIGH-SPEED RAIL CONSTRUCTION PACKAGE 2-3



## **Tutor Perini / Zachry / Parsons Invites You to Join Our Team**

**Monday, July 7, 2014**

**10:00 a.m. to 12:00 p.m.**

**Hanford Civic Auditorium**

**400 North Douty Street, Hanford CA 93230**

In April 2014, the California High-Speed Rail Authority qualified the Tutor Perini/Zachry/Parsons, a Joint Venture (TPZP) to bid on the HSR Construction Package 2-3 design-build contract. TPZP is currently building the HSR Construction Package 1 and has engaged many local, SB, DBE, and DVBE firms in our efforts to achieve the Authority's 30% Small Business participation goal. TPZP wants to continue building the California High-Speed Rail in the Central Valley with additional support from certified small businesses.

On July 7<sup>th</sup>, TPZP executives will host a small business outreach networking event to connect with all interested parties. Small Businesses will meet TPZP and learn more about opportunities on HSR Construction Package 2-3.

### **Who Should Attend:**

- ✓ **Design/Engineering Firms:** TPZP and a few of our major design subs (looking to bring in SB participation) will discuss areas of design open for subcontracting.
- ✓ **Construction Firms:** You will meet with TPZP construction-side team members who will provide information on the types of construction services we will be bidding over the life of the project.

If you are looking for an edge and want to start developing key relationships with TPZP, please plan to attend.

Representatives from the CHSRA Small Business Program have also been invited!

**RSVP by July 2, 2014 to:**

**[RSVP4TPZP@leeandrewsgroup.com](mailto:RSVP4TPZP@leeandrewsgroup.com) or (213) 891-2965 Ext. 111**

**Please visit [WWW.TPZPJV.COM](http://WWW.TPZPJV.COM) for a comprehensive list of opportunities and for more information about our team.**

**TutorPerini**  **ZACHRY** **PARSONS, A Joint Venture**



# California Sub-Bid Request Ads



Shimmick Construction Company, Inc./FCC Construction S.A./Impregilo S.p.A. Joint Venture (SFI) is an equal opportunity Prime Contractor seeking quotes from certified Underutilized Disadvantaged Business Enterprises (UDBEs) Subcontractors/Suppliers for the following project:

**Construction of the Gerald Desmond Bridge Replacement Project**

**Subcontractors/Suppliers Requested for, but not limited to, the following:** Structural Steel, Asphalt Paving, Landscaping, Flat Work & Minor Concrete, Paintings & Coatings, Fencing & Guard Rail, Concrete Barrier, Barge/Tug, PCC Paving, Polyester Concrete Overlay, Overhead Signage, Disposal Construction Material, Maintenance Building, Lightweight Fill, Environmental Compliance, Aggregates, Falsework Material, Precast Deck Panels, Maintenance Equipment, Pipe Materials, Formwork, Precast Drainage Material, Misc Metals.

Items of work may be broken down into economically feasible packages to encourage participation. SFI, A Joint Venture intends to conduct itself in good faith with all firms for participation on this project

**SFI Joint Venture**

11 Golden Shore, Suite 110 - Long Beach, CA 90802  
Phone (949) 398-6100, FAX (949) 398-6199

For additional project information or to discuss obtaining necessary equipment, supplies, and/or materials please call (949) 398-6127, email [udbc@sfigdb.com](mailto:udbc@sfigdb.com) or visit [www.sfigdb.com](http://www.sfigdb.com).

All subcontractors must register on the [www.smartbidnet.com](http://www.smartbidnet.com) website to be considered. All contract documents, bid packages, and required forms will be available for download on the website. If you need to register your company please contact: Nancy Nguyen by email at [Nancy.Nguyen@sfigdb.com](mailto:Nancy.Nguyen@sfigdb.com).

\*Bid Proposal Due Dates: Varies by package. Proposal due dates and calendar will be available on the SmartBidNet website.

Required/Compliance Documents are available at: Electronic copies of the Required/Compliance Documents can be downloaded from the SFI Joint Venture website: <http://www.sfigdb.com/subcontractor/requiredcompliance-docs/>  
100% Performance and Payment bonds with a surety company subject to approval of SFI, A Joint Venture. are required of subcontractors for this project. SFI, A Joint Venture will pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the Project Labor Agreements (PLA) and to execute an agreement utilizing the latest SFI, A Joint Venture Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. SFI, A Joint Venture 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. SFI, A Joint Venture 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 Azzam Saad at (949) 398-6120.

SFI Joint Venture.  
is An Equal Opportunity Employer

Gallagher & Burk, Inc. is soliciting for L/SBEs for the following project:  
**CITYWIDE STREET RESURFACING II,**  
**City Project No. C369650**  
OWNER: CITY OF OAKLAND –  
1 Frank H. Ogawa Plaza, Room #101,  
Oakland, CA 94612  
**BID DATE: JUNE 26, 2014 @ 2:00 P.M.**

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

**MINOR CONCRETE, STRIPING, ADJUST IRON, SURVEY, TRUCKING.**

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

**Gallagher & Burk, Inc.**

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

RGW Construction Inc. is seeking all qualified Minority Owned Business and Women Owned Business Enterprises (MBE/WBE's) for the following three projects bidding to Alameda County:

**Spec #2254 Resurfacing of Portions of Various Roadways in the Castro Valley Area of Alameda County**

Engineer's Estimate \$ 2,000,000 - 60 working days

**Spec #2255 Resurfacing of Portions of Various Roadways in the Ashland, Fairmont Terrace and Fairview Areas of Alameda County**

Engineer's Estimate \$ 1,200,000 - 30 working days

**Spec #2256 Resurfacing of Portions of Various Roadways in the Eastern Unincorporated Areas of Alameda County**

Engineer's Estimate \$ 1,000,000 - 60 working days

All Three Projects bid on: June 18th, 2014 at 2:00pm Goals: MBE 15% - WBE 5%

**Requesting Sub-quotes for (including but not limited to):** Fabric and Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Crack Seal, Survey & Historical Monument, Thermoplastic Traffic Stripe, Detector Loops, SWPPP, Water Truck, Sweeper, and Trucker.

**Scope of Work:** Providing traffic control, water pollution control plan, AC base failure repair, sealing cracks, adjusting manholes, detector loops, striping & AC resurfacing.

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 online [www.ipdservices.com/clients/eastbay?ALCCO](http://www.ipdservices.com/clients/eastbay?ALCCO) or contact Central Blue Print 510-276-3375. Contact Dave Czech 925-606-2400 for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

**RGW Construction, Inc.**

Contractors License A/B 591940  
550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925  
An Equal Opportunity Employer

Bid Requests from Certified SBE Subcontractors and Suppliers for ALL TRADES except for Earth Shoring  
**HUNTER'S POINT SHIPYARD PHASE I, BLOCK 49**

This is a SFRA project with construction workforce and prevailing wage requirements.

**Hunter's Point Shipyards Phase I, Block 49**

350 Friedell Street  
San Francisco, CA 94124

**Bid Date: 7/1/14 @ 2 PM**

Voluntary Pre-bid Meeting on  
6/18/14 at 1:00 PM at  
Hunters Point Auditorium - Building 101,  
101 Home Ave., San Francisco, CA 94124

**CAHILL CONTRACTORS, INC.**

Contact: Julie Park  
[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 986-0600

