

SBE NEWS ALERT

Searching For A Franchise? Don't Complicate It



By Joel Libava

It's easy to do. It's easy to search for a franchise. Looking for a franchise...or even a couple of franchise opportunities to investigate isn't hard. There's no pressure. You're just "looking."

It only starts to get difficult after you find one or two franchise concepts that actually make sense to you. I'm talking about franchises that you can "see" yourself owning.

Let The Fun Begin

A lot of things happen internally when you start to see franchise opportunities that you can visualize owning.

1. Your adrenaline* levels increase. You start getting excited. More energetic. Nervous, too.
2. You change from "casual looker" to "would-be franchise owner." Things start to feel a bit more serious.
3. You start thinking.

Don't Complicate Your Franchise Search

Once you find a franchise you're interested in, your wheels start spinning. You start thinking about lots of things. Like:

- Where can my new business go? What would be the best location for it?
- How many other franchises of the concept I'm interested in are there around my area?
- Will I be able to secure a small business loan?
- Will I make enough money?
- Could I lose all of my money in this venture?
- Will my family be okay with me buying this franchise?
- Should I just get a job instead of risking my money now?
- Etc. Etc.

Stop.

None of those things matter. You're complicating your search for a franchise.

First Things First

There will be plenty of time for you to ask those questions. But, you're wasting your time, and a lot of energy, if you start asking yourself questions like the ones I wrote above before you find out if the opportunity you're interested in is even a viable one.

In other words, don't put the cart before the horse

Instead, do this:

1. Go to the franchisor's website
2. Look for the "contact" link
3. Fill out the contact form

Continued on page 3

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

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

Advertisements

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

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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

Computer Generated Reports

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

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

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.

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

SOUTH RESERVOIR DEMOLITION
(Divisions 00-04), Specification 2049A
Owner: EAST BAY MUNICIPAL UTILITY DISTRICT
375 11TH Street, Oakland
BID DATE: June 25, 2014 @ 1:30 P.M.

We hereby encourage responsible participation of White Men, White Women, Ethnic Minorities (Men and Women), and solicit their subcontractor or materials and/or suppliers and trucking quotation for the following types of work including but not limited to:

DEMOLITION, FENCING, STRIPING AND SIGNS, CONCRETE FLATWORK, ELECTRICAL, LANDSCAPING, HYDROSEEDING

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or at your local Builders Exchange, or may be reviewed and downloaded from the following site; <https://portal.ebmud.com/cbo/specifications/default.aspx> or may be obtained from the Owner. PSEC is willing to breakout any portion of work to encourage White Men, White Women, Ethnic Minorities (Men and Women), and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at kdonahue@pacificstates.net or call at (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

Pacific States Environmental Contractors, Inc.

CAL LIC. NO. 723241
11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334
ESTIMATOR: Keith Donahue

An Equal Opportunity Employer



SWINERTON BUILDERS

Requesting sub bids from all qualified subcontractors including Small Business Enterprises (SBE), Women-Owned Business Enterprises (WBE), HUBZone, Small Disadvantaged Business Enterprises (SDBE), Small Disabled Veterans Small Business Enterprise (SD-VSBE), and Veteran-Owned Small Business Enterprise (VOSBE)

PROJECT INFO:

Project Name: JPL B230 Data Center Phase 2
Address: 4800 Oak Grove Drive
Pasadena, CA 91109

BIDS ARE DUE: July 9th, 2014 at 2:00 PM

DESCRIPTION

2757 SQ. FT. New building addition Structural steel building to house new data center 5,935 SQ FT. TI in existing building 230

Scope involves interior and site demolition, grading, concrete foundations, concrete fill over metal deck, drilled caissons, site utilities, site and asphalt paving, roofing and sheet metal, interior finishes, exterior plaster, new medium voltage, 16.5 KV switchgear, all MEP systems for new data center phase two equipment and associated MEP re-work.

TRADES:

Demolition, Reinforcing Steel, Fibrous Reinforcing, Concrete, Structural Metal Framing, Metal Decking, Thermal Insulation, Membrane Roofing, Flashing and Sheet Metal, Acoustical Ceilings, Doors and Frames, Gypsum Board, Resilient Flooring, Access Flooring, Painting, Signage, HVAC, Plumbing, Fire Suppression, Fire Detection and Alarm, Earthwork, Drilled Caissons, and Concrete Paving. Electrical bidders have been pre-selected and prequalified.

Prequalification is required of all subcontractors. In order to complete prequalification, the following documents are required: Current financial statement (income statement plus balance sheet), letter of bondability, certificate of insurance, OSHA 300 log, certifications (MBE, DBE, etc.), line of credit letter, general liability, workers compensation insurance policy rate, declaration pages, and W-9. For questions regarding prequalification please contact Nancy Figueroa at nfigueroa@swinerton.com or 213.869.3400.

An EMR of 1.0 or less is required.

Prevailing Wage/ Davis-Bacon rates apply. You can access wage determination at <http://www.wdol.gov/>

If assistance is needed in obtaining bonds, lines of credit and/or insurance, please contact Charles "Rick" Moore at 415.984.1289.

BID DOCS:

Plans and specifications are available for review online via www.smartbidnet.com. Please contact Nancy Figueroa at nfigueroa@swinerton.com or 213.869.3400 if you are interested in this project in order to receive the link to the plans and specifications for this project.

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California Sub-Bid Request Ads

RGW Construction Inc. is seeking all qualified White Men, White Women and Ethnic Minority-owned subcontractors and suppliers for the following project:

Main WWTP Engineers Road Widening Spec SD-357

Owner: East Bay Municipal Utility District
Contracting Objectives: White Men 25%, White Women 9%, Ethnic Minorities (Men and Women) 25%
Engineer's Estimate: \$1,750,000 - \$2,250,000
Bids: June 25th, 2014 @ 1:30 PM

Requesting Sub-quotes for (including but not limited to): Fabric & Oils (Tack Coat), Raise Iron-Utilities, Cold Plane, Landscaping (Biotreatment Soil), Hydroseeding, Signs Roadside, Concrete Curb & Sidewalk-Misc., Remove Existing Fence & New Fencing, Thermoplastic Traffic Stripe & Marking, Signal and Lighting (Removal & New), Surveyor, Water Truck, Sweeper and Trucker.

Scope of Work: Roadway excavation, subgrade and pavement installations, Sidewalk and curb work; utility work: installation of recycled water line, storm drains and fire water lines; electrical work: above and below grade electrical conduit, wiring installations for roadway lighting.

Plans and specifications for this project are available for viewing in our office or plans maybe obtained from the District at <http://www.ebmud.com/current-construction-bids>. Please contact Dave Czech at (925) 606-2400 david.czech@rgwconstruction.com.

RGW is willing to breakout any portion of work to encourage white men, white women and ethnic minority-owned business participation. Contact us for a specific item list.

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

Small Business Exchange

The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.
Look no further. We have them all in our database

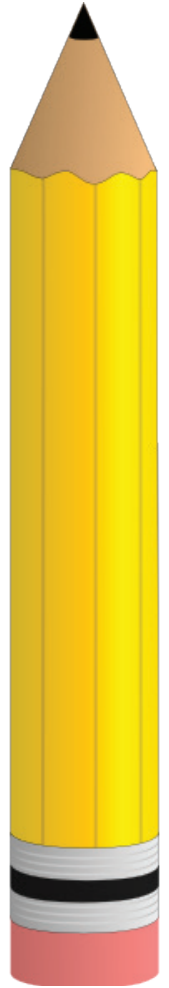
Need construction contractors and suppliers familiar with public contracting, bondable certified by cities, states and federal, and willing to work in one or many locations?
We have that, too.

Want to reach them by industry-specific codes (NAIC/SIC/UN-SPSC)
We can do that, too

The next time you're bidding project where time and accuracy are of the essence, call us.
We'll make it happen.

We are on the move to make your business better.

Call 1-800-800-8534



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4. Wait to get contacted
5. Arrange a call with a member of the franchise development department
6. On the call, share your story-and listen to theirs
7. Decide if you'd like to continue learning more about the franchise
8. Follow the franchisor's "next steps"

Take the steps

If you're still interested in possibly buying the franchise, continue down this list. If not, start your search for a franchise again.

1. Call several franchisees, and ask questions like these*
2. Visit franchisees-spend a day with one or two of them
3. Start writing a business plan*
4. Find a franchise attorney
5. Visit franchise headquarters
6. Have your attorney look over the franchise agreement
7. Make your decision

Your Wheels

It's right before your decision that your wheels will be spinning. Sometimes, they'll spin out of control. Things like self-doubt will creep into your head. Fear...real-live fear will also appear on your

doorstep. But, don't worry. It's completely normal.

If you ask the franchise development director, the franchise executives at headquarters, and existing (and former) franchisees great questions, and their answers are satisfactory, it may be time for you to become the owner of the franchise you've been focused on for the past few months.

But, you don't have to say yes. You always have a choice. Don't complicate your search for a franchise-the right franchise.

Keep it simple. Go step-by-step. Don't get ahead of yourself.

Are you ready to start searching for a franchise?

*Non-US Government links.

Source: U.S. SBA

California Sub-Bid Request Ads



C. Overaa & Co - General Building Contractor

200 Parr Blvd., Richmond, CA 94801
510 234-0926, Fax: 510 237-2435
www.overaa.com

We request bids from all qualified subcontractors and suppliers including DBE/SBE's for the following Project:

VTA BART Silicon Valley Berryessa & Milpitas D-B Parking Structures
Bid Date: June 25, 2014 until 2:00 PM
Contact: TJ Sekel, tjs@overaa.com

Scope of work includes all material, equipment, labor and work efforts required to design and construct two parking structures, one each at the Berryessa Station and the Milpitas Station. Work includes, but is not necessarily limited to, 1) architectural, structural, plumbing, mechanical, electrical, fire protection and security design and construction for the parking structures; 2) civil design and construction for the areas surrounding the parking structures including grading, utilities, stormwater management, paving, walks, hardscape and accommodations for future landscaping; and 3) parking space count and parking & revenue control systems.

Trades include, but are not limited to the following or portions of the following: testing lab services (541380), material & personnel lifts (238990), surveying (541370), hazardous soil off haul & disposal (238910), demo (238910), excavation (238910), piles (238910), asphalt paving (237310,238990), earthwork (237310, 238910), site utilities (237110), fences & gates (238990, 332323), pavement markings (237310), site concrete (238990), cast-in-place concrete (238110, 238120, 327320), precast concrete (238120,327390) concrete formwork (238110, 238190), rebar (238120), masonry (238140), structural steel(238120), metal fabrication (332323), site railing (332323), waterproofing (238390), flashing & sheet metal (238170), metal roofing (238160), roofing(238160), joint sealers (238390), doors/frames & hardware (238350), glass & glazing (238150), overhead coiling doors (238290), plaster (238310), flooring (238330), metal framing (238130), drywall (238310), painting and coatings (238320), signage (339950), traction elevators (238290), fire alarm system (238210), plumbing (238220), fire sprinklers (238220), HVAC (238220) and electrical work (238210).

VTA has a Disadvantaged Business Enterprise (DBE) participation goal of 15% with liquidated damages if 15% is not met, therefore **ALL SUBCONTRACTORS SHALL PROVIDE A MINIMUM OF 15% DBE PARTICIPATION IN THEIR BID. DBE firms must be certified by the California Unified Certification Program (CUCP).** Also Small Business Enterprises (SBE) are encouraged to bid.

We very much look forward to your success and responsive quote. Please feel free to contact our estimating department for further assistance including any bid questions, optimum scope/ size to fit your company, bond advice and/or help, insurance, or help with supplies and procurement.

This project requires the use of Buy American provisions.
This project will have a Project Labor Agreement.

Engineer's estimate: \$80-85M

Deadline for Bidder Questions is June 10, 2014. Please send questions to: tjs@overaa.com

NTP date is: September, 2014

Construction Duration: 16 months beginning the second quarter of 2015.

The Overaa Team for this project will be as follows:

TJ Sekel - Division 01

Larry Etcheverry - Divisions 02, 04, 31, 32, 33

Vinson Heine - Divisions 03, 14

Lupe Hernandez - Division 05

Cody Lee & Colby Powell - Divisions 07, 08, 09, 10, 11

Carl Overaa & Colby Powell - Divisions 20, 21, 22, 23, 26, 27, 28

Plans and specifications will be available for viewing in our plan room at 200 Parr Blvd., Richmond, CA; online at <http://www.vta.org/bart/financial-contractingopportunities> and/or at www.isqft.com, login is required. Please call for additional information about project and/or project documents.

We encourage bids from all Subcontractors/Suppliers including MBE/WBE/DBE/DVBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. We are signatory to both Carpenters and Laborers. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their worker compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: www.overaa.com.

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

SHIMMICK | FCC | IMPREGILO JV

MEET & GREET OUTREACH EVENT

Shimmick Construction Company, Inc. /FCC Construction S.A./Impregilo S.p.A. Joint Venture (SFI) is an equal opportunity Prime Contractor seeking quotes from subcontractors/suppliers for the following project:

GERALD DESMOND BRIDGE REPLACEMENT PROJECT

Construction of a new 2000 ft cable stay main span bridge with approximately 3 miles of approach bridge structures for the Port of Long Beach. For more information about subcontracting please go to: www.sfigdb.com

Shimmick, FCC, Impregilo a JV will be hosting an outreach event to seek qualified sub-contractors/suppliers and encourage participation of certified, Underutilized Disadvantaged Business Enterprises (UDBE) to help attain the project goal of 11% UDBE in the following scopes:

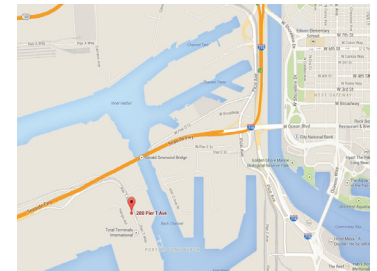
Structural Steel, Asphalt Paving, Landscaping, Flat Work & Minor Concrete, Paintings & Coatings, Fencing & Guard Rail, Concrete Barrier, Barge/Tug, PCC Paving, Polyester Concrete Overlay, Overhead Signage, Disposal Construction Material, Maintenance Building, Lightweight Fill, Environmental Compliance, Aggregates, Falsework Material, Precast Deck Panels, Maintenance Equipment, Pipe Materials, Formwork, Precast Drainage Material, Misc Metals.

This event will be held on:

**June 27th, 2014
10:00 AM - 11:00 AM**



at:
**280 Pier T Lane/SFI Office Trailer
Long Beach, CA 90802**



*Parking is Free

Please email Nancy @ nancy.nguyen@sfigdb.com to register for the event.

SFI, A Joint Venture is an Equal Opportunity Employer and actively requests bids from Underutilized Disadvantaged Business Enterprises (UDBE). The Project has an 11% UDBE goal. 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. 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 Agreement (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.

SHIMMICK | FCC | IMPREGILO JV