

## SBE NEWS ALERT

# Entrepreneurial Equality: New Tools for a More Inclusive SBA

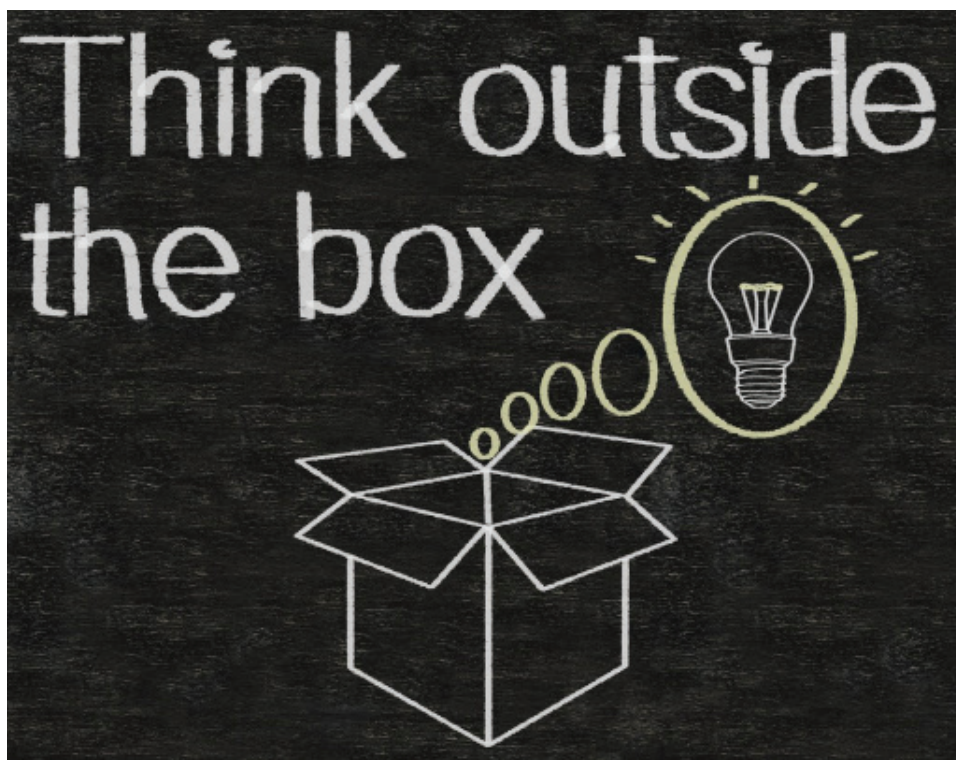


Image credit: shutterstock

**By Maria Contreras Sweet,**  
SBA Administrator

Thank you, Neera, for that kind introduction and to the entire team at the Center for American Progress for hosting us today.

I recently received a call that would change my life and move my husband and me across the country. Two months ago, President Obama tasked me with three objectives: run an effective SBA, be a strong voice for America's small businesses, and take the agency to the next level. I embraced this exciting and worthy mission, knowing small businesses are the backbone of our economy.

Small firms make up 99.7 percent of American employers. They generate two out of three net, new private sector jobs and account for half of all private sector employment. The future of our country is truly in the hands of the American entrepreneur.

SBA programs are infusing dollars into local markets to improve the domestic economy. Entrepreneurs inject capital into the economy more quickly as they cover payroll, buy equipment, and acquire real estate. Not only is SBA-backed capital more likely to be spent at home than abroad, but it's also circulated faster in local communities, spurring more economic activity. With this in mind, I am eager for this opportunity to be leading the SBA.

You see I immigrated to this country from Guadalajara at the age of five, not speaking a word of English. My mother worked at a poultry processing plant so her six children could have opportunities she never had. My life's journey has been one of seizing opportunities to help my family and build my community.

From grade-school hall monitor, to corporate executive, to California Cabinet Secretary, to bank founder, to now, a member of the President's Cabinet, I was taught it's not the titles we have that matters, it's what we do with the titles we have. I'm living my American Dream. Now, I want every entrepreneur to live theirs.

I joined this Administration because President Obama is committed to providing equal opportunity and creating new pathways to the middle class. I know how committed he is to creating opportunities for small business owners. He has demonstrated this by cutting their taxes 18 times. He has created billions of dollars in tax credits, write-offs and deductions for those who start businesses, buy equipment and machinery, and invest in start-ups. He has made quality, affordable health insurance available to small business owners and their employees. Under this administration, SBA eliminated pages of regulations that were clogging the capital pipeline and causing more problems than they were solving. And we zeroed out fees on loans under

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**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

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

#### Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://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](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://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

Sub Bids Requested From Qualified  
MBE, WBE, DBE, UDBE  
Subcontractors & Suppliers for

**Ducks Unlimited -  
Cullinan Ranch Restoration Project  
Phase III**

**Location: Vallejo, CA**

**Bid Date: July 2, 2014 @ 3:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: striping; surveying; traffic control; sawcutting; grinding; hydro-seeding; SWPPP; trucking; and lead compliance.

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: Hugo Gutierrez**

An Equal Opportunity Employer

Robert A. Bothman  
An Equal Opportunity Employer,

is requesting bids from qualified MBE/WBE/DBE subcontractors and suppliers for the following trades: Traffic control, SWPPP, Hydroseed, Demolition, Trucking, Earthwork, Underground, AC Paving, Striping, Survey, Landscaping, Fencing, Electrical.

**RUMRILL PARK Co. PW 531**

**City/Location: San Pablo, California**

**Owner: City of San Pablo**

**Bid Date: June 30th at 1:00 pm**

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

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 Horne Ave., San Francisco, CA 94124

**CAHILL CONTRACTORS, INC.**

**Contact: Julie Park**

**estimating@cahill-sf.com, (415) 986-0600**

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**Richardson Hall Renovation**

**Project Loc.: 55 Laguna St  
San Francisco, CA 94102**

**Bid Date: July 15, 2014 at 2:00pm**

**Start Date: October 2014**

**(Duration 15 months)**

**Local LBE goals apply**

**This project also has a 50% local hiring requirement.**

This project includes 40 affordable housing units. This is a prevailing wage project.

SBE/LBE/MBE/WBES are encouraged to bid. If interested in bidding this work please contact Richard Keller via email @ richard@jerocorp.com

**JAMES E. ROBERTS-OBAYASHI CORP.**

20 Oak Court, Danville, CA 94526  
925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

**Marina Landscape, Inc.**

is recruiting qualified SBE Subcontractors and Suppliers for the following work:

- a. Pesticides**
- b. Herbicides**
- c. Fertilizer**
- d. Irrigation Parts**
- e. Landscape Mulch**

**Project Name:**

**Combined Landscape Maintenance Projects**

**Project Location: San Jose, CA**

**Owner: Santa Clara Valley**

**Transportation Authority**

**Bid Date: July 2nd, 2014 @ 2 P.M.**

**(Please forward all pricing by  
5 PM, June 27th, 2014)**

Please contact us if you need information or assistance in obtaining bonds, insurance, or lines of credit.

Plans and specs are available for pick-up at Marina Landscape, Inc. office in Anaheim, CA. Please make arrangements prior to stopping by or shipment.

For additional information, please contact:

**Adam Alden, Estimator**

**1900 S Lewis Street, Anaheim, CA 92805**

**W: (714) 939-6600**

**F:(714) 935-1199**

**Email: aalden@marinaco.com**

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@pacific-states.net](mailto:kdonahue@pacific-states.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**

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**Invitation to bid  
JCHS Student Life Center  
Construction Project**

**Plant Construction Company** invites subcontractors to bid on the **Jewish Community High School Student Life Center Project**. The Office of Community Investment and Infrastructure (OCII)/Successor Agency to the SFRA certified MBE/WBE/SBE/LBE subcontractors are strongly encouraged to bid. Project has a 50% SBE goal and Work Force goal is 50% S.F. Residents with first consideration for resident of the Western Addition. A Pre-Bid Meeting will be held on Thursday, July 2nd at 10:00am at Plant Construction Company, 300 Newhall Street in SF. Bids are due on July 21st, 2014 at 11:00am. Plans and Specs are available for viewing at Plant Construction 300 Newhall Street in SF. Send Bids to Jeremy Littman of Plant Construction at (415)550-1357 fax or by e-mail: [jeremyl@plantco.com](mailto:jeremyl@plantco.com).



# 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.



Is requesting quotes from qualified SBE/DVBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

Fence, Drill and Blast Rock, Rock Crushing, AC Pavement, Signs and Striping, Instrumentation, Cement Deep Soil Mixing, Dewatering, Rebar, Well Installation, Rock Anchors, Hydroseeding, Misc. Metal, RCP, PVC Pipe, Ready Mix, Trucking, Survey, QA/QC, Security, Field Office, SWPPP

**Seismic Remediation of Dam Embankment – Perris Dam**

**Riverside County, CA**

**Department of Water Resources**

**Contract No. C51484**

**SBE Goal: 25% with DVBE incentive**

**BID DATE: June 26, 2014 @ 11:00 a.m.**

**Sub & Vendor Bids Due Prior**

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Steve Reiser

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, or may be obtained from Department of Water Resources. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC An Equal Opportunity Employer**

## TEXAS SUB-BID REQUEST AD

Request for SMWB  
 Subcontractors and Suppliers for:

**Solicitation No. 12-8909-218**  
**San Antonio Water System for the Brackish Water Desalinization Program Production and Injection Wells, SAWS Job No. 9657**  
**Location: Elmendorf, Texas**

**Bid Date: 7/10/14**

Subcontractor/Services Solicited:

Pipe Suppliers, Fencing, Earth Mover/Road Builders, Water Hauling, Hydroseeding, Cement Ready-Mix, Water Quality Analysis.

### Hydro Resources

13027 County Road 18, Unit C • Fort Lupton, CO 80621

Phone: 303-857-7540 • Fax: 303-857-3826

Contact – Fred Rothauge

Email: [frothauge@hydroresources.com](mailto:frothauge@hydroresources.com)



Looking for  
 Subcontractors, Vendors,  
 and Suppliers?

Call 1-800-800-8534

or visit us at [www.sbeinc.com](http://www.sbeinc.com)

Advertise your Sub-Bid Requests in the  
 Small Business Exchange.

With a monthly readership of 75,000,  
 SBE reaches a diverse audience,  
 cutting across ethnic and gender  
 lines as well as traditional industry  
 segments.



# New Tools for a More Inclusive SBA

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\$150,000, which has led to a 15 percent increase in our small dollar lending.

In my first two months on the job I have met with our field offices, our program leaders and with stakeholders – in Congress, the business community, our resource partners – all to strengthen our relationships and enhance our programs. Their insights and contributions have been invaluable, and we've already begun to act on their suggestions. In my first month, we removed regulatory obstacles to our real estate and equipment financing, and we launched a new national call center for Certified Development Companies to expedite 504 real estate loans.

Today, all of the jobs lost in the Great Recession have been recovered, yet our nation still faces a profound challenge: capital is not reaching small business owners equitably. The face of entrepreneurship is changing in America. More of those faces today belong to women, Latinos, African-Americans, Asian Americans, Native Americans, veterans, seniors, and business owners who are socially and economically disadvantaged. Too many in these groups cannot access the requisite expansion capital. Your gender, your race, your age, or your neighborhood should never impact whether you can get a small business loan. Only your creditworthiness should.

At the SBA, we will assure a continuum of support, especially for our underserved businesses. We'll expand access to our core programs, we refer to as the "three Cs" – capital, consultation and contracting. And it goes without saying we'll remain focused on our disaster assistance programs, so homeowners and business owners can access our help when they need us the most.

To advance our work on behalf of America's entrepreneurs, I'm focusing my initial efforts in three areas. First, we will modernize and implement smart systems, so the SBA keeps pace with technological advances that are changing how we do banking and conduct business. To encourage our lending partners to provide more capital to Main Street, we will automate our credit analysis using predictive systems. Second, we will create a more inclusive SBA by tailoring programs that embrace our nation's dynamic demographics. Third, we will serve as a "market maker" for small companies by opening new business channels within the federal government, corporate supply chains, and international commerce. We will be modern. We will be inclusive. And we will make new markets. This is how we'll move the dial for entrepreneurs from all walks of American life.

Let's explore these points more fully. First, we're going to modernize our capital access programs to the new ways Americans are accessing financial services, and technology is the key. The prevailing challenge we face has been that our loan documentation is too complex and labor-intensive, forcing banks to hire specialized staff or contract it out – or walk away from the loan. We cannot afford to lose these partners and turn job creators away.

The time has come to reach out to all of our lending partners on small loans and bring new lenders into the SBA fold. To augment loan volume and multiply points of sale, I'm pleased to announce that we're transforming into a smart system guarantee process to serve businesses better. Our Office of Capital Access has been testing and refining a predictive business

credit scoring model for more than a decade, combining an entrepreneur's personal and business credit scores. SBA's total credit score will make it easier and less time-intensive for banks to do business with the SBA. This model is cost-reducing and credit-based. It ensures that risk characteristics – not socio-economic factors – determine who is deemed creditworthy.

We're now so confident of our model's predictive value on small loans that we're eliminating cumbersome analyses of a company's cash flow, a step that can delay loan decisions. Effective next month, I'm directing that SBA's total credit scoring model be made available to all our lending partners for loans of \$350,000 or less. We're making these changes knowing it will simplify and streamline the lending process and get more small loans into the hands of entrepreneurs, especially the underserved.

We have another transformative initiative in the works: We call it "SBA One." It's a new, interactive, user-friendly SBA lending platform. Say goodbye to fax machines and mountains of paperwork. We will automate the uploading of documents and the generation of forms, and we will allow electronic signatures.

On each 7A loan, our core product, SBA One will save banks hours of processing time and thousands of dollars. The combination of SBA credit scoring and SBA One will incent more banks to partner with us, generating more loans and igniting economic activity. By making the process quicker, cheaper and more intuitive, these reforms will help existing lenders do more small-dollar lending.

These capital access improvements lead into my second priority area: tailoring our programs, so the SBA's efforts are responsive to the diversity of this great nation. On an encouraging note, our lending to African Americans is up 29 percent over the last year. That's important, because the Urban Institute found that women and minorities are three to five times more likely to be approved for an SBA-backed loan than a traditional loan.

Four out of five loan applications we receive from Hispanic-American and African-American business owners are for \$150,000 or less. These smaller loans, then, are a vital part of our promise of equal opportunity in America. If a bank can't quite say "yes" to a borrower, we're asking them to partner with a microlender or a Community Advantage lender that can.

Microlenders and CDFIs specialize in providing technical assistance to underserved borrowers. They can spend time with small business owners to make their credit applications stronger. By facilitating partnerships within the lending space, the SBA can build an expanded capital pipeline. A successful microloan can be refinanced into a community advantage loan, which can be refinanced into a low-interest bank loan, helping borrowers build credit. This is one way to provide a pathway to the middle class.

We also have a special obligation to serve those who served us so well: our veterans. They fought for our freedoms, and now many are ready to fight for their dream of starting a business. Our armed forces have a track record of producing outstanding leaders. Veterans own two and a half million businesses that generate more than \$1 trillion in sales a year.

This year, the SBA will counsel and train 15,000 transitioning service members through our Boots to Business Program. We're helping them apply their military discipline and training to their dream of start-

ing a business. America spends an average of \$31,000 per service member to get them battle-ready while this program costs an average of \$411 per veteran to get them business-ready.

This program has been so popular with our troops and so cost-effective that today I'm announcing its expansion. We're calling it Boots to Business: Reboot. Starting this summer, in 12 cities across America, we will be opening this program to the 23 million veterans who've already made the transition to civilian life. Our first class will kick off at the White House on July 11th.

While our veterans represent an important group for the SBA, the fact is, we offer counseling for all entrepreneurs at every stage of the small business life cycle. We help small businesses start up and scale up, and we provide access to new markets so they can really take off.

Last month at Twitter headquarters in San Francisco, I announced a competition to fund 50 local entities that specialize in helping to launch new start-ups. We're exporting the Silicon Valley model to Middle America to fund business incubators and growth accelerators in underserved communities. But we're equally committed to helping small businesses that are already turning a profit but haven't yet made it to the next level.

Ninety-two percent of new jobs come from the expansion of existing businesses. So today, I'm announcing Scale-Up America. We are bringing our successful entrepreneurship education program to up to 14 underserved communities across the country that will benefit from intensive SBA support. We'll help firms gain market intelligence.

We'll provide business consulting, and we'll offer matchmaking with corporate and government buyers. The list of Scale Up communities that we'll select will be announced later this year. Also, as part of our continuum of capital, the SBA is working to disperse investment capital more equitably.

Last year, about one-quarter of the companies capitalized by our Small Business Investment Companies were owned by minorities, women, or veterans – or those who conduct their business in rural or distressed urban areas. We're focused on increasing these numbers through sustained outreach and through our Impact Investing Initiative.

But promoting inclusion is not just about gender, race, and socio-economics. One of the biggest demographic shifts affecting small businesses has to do with the fact that we're living longer. The global population of those 65 and over is expected to triple by mid-century. More and more of our retiring Baby Boomers are starting a second act and finding fulfillment in entrepreneurship. Americans age 55 to 64 are creating nearly a quarter of our new businesses. With their life's experiences in their tool box, they are actually building businesses in larger numbers than their youthful counterparts. While there is evidence that our Encore counseling program for the 50+ group continues to be well received, considering the magnitude of its potential impact, a thoughtful examination is warranted about the program's expansion potential, so that we might enrich their golden years.

You can read the full article here:

<http://www.sba.gov/content/entrepreneurial-equality-new-tools-more-inclusive-sba>