

SMALL BUSINESS EXCHANGE

Vol 32, Edition 16 • July 7, 2016

Voice of Small, Emerging Diversity Owned Businesses Since 1984 • NEWS • INFO • BIDS

Purchasing

City of Long Beach

The City of Long Beach Purchasing Division is committed to providing maximum opportunities for small, disadvantaged, minority, women and Long Beach business enterprises to compete successfully in supplying our needs for products and services.

Businesses are encouraged to register in the City's Bidder Database at www.longbeach.gov/purchasing to receive automated email notifications for selected contract opportunities based on product/service categories.

Below is a list of contract opportunities for which the Purchasing Division is currently soliciting bids.

Invitation

ITB FS16-050

Project Name

One (1) Mercedes Benz Cargo Van for Library Services

Bid Due Date

07/12/2016 11:00AM Pacific

Department

Fleet Services

Contact

Contact: Soey Kol, 562-570-6123

Email: purchasingbids@longbeach.gov

Invitation

ITB FS16-148

Project Name

Four (4) Trailers

Bid Due Date

07/12/2016 11:00AM Pacific

Department

Fleet Services

Contact

Contact: Soey Kol, 562-570-6123

Email: purchasingbids@longbeach.gov

Invitation

ITB LB16-135

Project Name

Latex and Nitrile Gloves (REBID)

Bid Due Date

7/28/2016 11:00AM Pacific

Department

Citywide

Contact

Contact: Anne Takii, 562-570-6362

Email: purchasingbids@longbeach.gov

Exports Fuel American Dream at Minority- and Woman-Owned California Small Business

Over the last 9 years, minority- and woman-owned business Combustion Associates Inc. (CAI) has significantly grown their business from a small domestic operation to one that generates the majority of its revenue from exports to sub-Saharan Africa, using financing from the Export-Import Bank of the United States (EXIM).

Established in 1989, the California-based company manufactures and customizes gas turbine power generation systems, bringing dependable electricity to customers from Western Africa to Eastern Asia to South America. CAI's generators and power plants provide a reliable supply of electricity to governments, businesses, schools, and communities where spotty access to power has often hamstrung economic growth.

"We are part of the American dream of owning a business, being entrepreneurial and creating American jobs," said Kusum Kavia, President of CAI.

Kusum and her husband Mukund were born in Kenya, raised in England, and immigrated to the United States, founding CAI in Corona, California 26 years ago. Beginning as environmental

consultants, they moved on to engineering, manufacturing and installing their electrical power equipment and auxiliary systems.

Since utilizing EXIM to help finance their exports, the company has thrived, nearly doubling its workforce from 35 to 65 new employees. They are expanding their sales into Nigeria, Cameroon, Ghana, Benin and other parts of Africa as a direct result of EXIM support. CAI currently uses an EXIM credit insurance policy in order to eliminate the risk of nonpayment by foreign customers.

"EXIM gives CAI a huge competitive advantage in sub-Saharan Africa where we compete daily with Asian competitors. We're grateful to have the many resources that EXIM Bank readily provides to our small business," said Kusum. "Although the need for CAI's power generation systems in sub-Saharan Africa is very high, we would not export there without EXIM's support. We consider EXIM Bank our safety net to protect and provide payment assurance."

Kusum's success has not gone unnoticed—her story was highlighted by President Obama dur-

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Kusum Kavia, President of CAI

The Office of Advocacy at 40: Looking Back on a Regulatory Landscape Forever Changed for the Better

By Darryl L. DePriest,
Chief Counsel for Advocacy

I consider myself extremely fortunate to have arrived as chief counsel for advocacy just in time to be a part of the recognition of so many significant milestones for the Office of Advocacy. First and foremost is the 40th anniversary of the office's creation in 1976. Equally important are the key legislation and executive orders that have strengthened the office's function in the ensuing decades,

namely, the Regulatory Flexibility Act (RFA), now 35 years old; the Small Business Regulatory Enforcement Fairness Act, now 20; and Executive Order 13272, now 15.

It is appropriate to recognize these important events and reflect on how they have changed the interaction between small entities and the federal government. What I have seen the dedicated staff of the office achieve on behalf of small business in the six months of my tenure reminds me of one of my favorite movies, *The Wizard of Oz*, and the historic scene where the cyclone carries Dorothy and Toto over the rainbow from black-and-white Kansas to the colorful world of Oz. The office's creation, together with the previously mentioned legislation and executive orders, are the cyclone that has swept small entities out of the black-and-white world of "one-size-fits all" regulations, and deposited them in a colorful world where the effects of regulations on small business are examined and attempts are made to lessen their economic impact.

The analogy is not perfect. Undoubtedly, unlike Dorothy and Toto, small entities definitely do not want to go home; the post-RFA "Oz" is a much better place.

In addition, I suspect that few, if any, would claim that the office's efforts in advocating on their behalf have taken small entities completely over the rainbow.

"It is appropriate to recognize these important events and reflect on how they have changed the interaction between small entities and the federal government."

Thus, despite the progress that has been made during the past 40 years, significant work remains to be done. In April, I testified before the Senate Committee on Small Business and Entrepreneurship concerning the office's proposals for legislative improvements to the RFA. One of the proposals is to strengthen the RFA's retrospective review requirement. Given the fact that regulations will continue to be necessary in our increasingly complex society, serious effort should be made to review existing regulations and repeal those that are no longer relevant yet still cost small businesses every year.

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Community Outreach

Is Gender Diversity Profitable for Business?

By Cameron Glover

Gender diversity, with all its qualms, is still a complicated issue to tackle. It goes far beyond representation or acknowledgement – it means being truly inclusive in the field. But for some, there is still some discouragement from fully jumping on the bandwagon. And that's not because gender diversity isn't a worthwhile cause – it's more because there's some skepticism that improving gender diversity will mean worthwhile profits for businesses that choose to focus it.

Even though not everyone may be sold on focusing on gender diversity and other social justice issues, giving these issues focus in business can also mean gaining much more than a clear conscience.

The Profits of Social Justice

In a study by the Peterson Institute for International Economics, it was found that despite the apparent economic benefits, many corporations are lacking in gender diversity. Despite work to bring awareness to gender inequality in business, the numbers for women in leading company positions were lacking.

Almost 60 percent of the companies reviewed had no female board members, and more than 50 percent had no female executives. Just under 5 percent had a female chief executive.

In an article in the New York Times that focuses on this study and its effects on business, writer Daniel Victor writes:

"The study found that female C.E.O.s did not significantly underperform or overperform when compared with male chief executives. While it found some indications that having more women on boards was correlated with higher profitability, Marcus Noland,



Photo credit: <http://tech.co>

the institute's director of studies, said that 'in statistical terms that evidence is not robust.'

But the data was clear about women in top management positions. An increase in the share of women from zero to 30 percent would be associated with a 15 percent rise in profitability, Mr. Noland said."

The data suggests that the definite lack of immersion of women in tech is not for lack of data or research – in fact, it has deep roots within the culture that keeps women outside of being able to lead within the industry.

The Effects of Gender Diversity

When businesses begin focusing on gender inequality and making it a priority, there is a definite

correlation between benefits and inclusion. The study suggests that out of "21,980 firms from 91 countries, [...] the presence of women in corporate leadership positions may improve firm performance."

When it comes down to it, having women in leadership positions is a crucial step in ending gender inequality. And the benefits of that go beyond just increasing business profits. Having a social justice-minded goal while also having your business succeed don't have to be two disparate goals – in fact, they can be intertwined to make things run smoother.

Source: <http://tech.co>

UC admits 15 percent more California freshmen for fall 2016, increases diversity

The University of California released data that show significant gains in the number of California freshman and transfer students admitted to UC campuses for fall 2016, including those from historically underrepresented groups. The admissions data in part reflects UC's initiative to enroll 5,000 more in-state students in 2016-17.

The university offered admission to 105,671 students out of a freshman applicant pool of 166,565, and 23,879 California community college transfer students from 33,199 applicants. The numbers represent a 15.1 percent jump in the number of California resident freshmen offered a

spot at one of UC's nine undergraduate campuses compared to fall 2015, a gain of 9,344 students.

Admission of students transferring from community colleges increased by 14.1 percent. The one-year increase in 2016-17 California resident transfers will be the largest in UC history.

"We are happy to welcome to the university so many more Californians, a diverse, high-achieving group of both freshman and transfer students," said UC President Janet Napolitano. "We have worked with the Legislature to ensure funding to support this boost in admission for California stu-

dents, and hope to sustain this increased access in the future. Our commitment to serve California by delivering a world-class education to our next generation of leaders, innovators and scholars is unwavering."

The newly released numbers — updated from April — include preliminary data on transfer students and students admitted from waitlists and through the referral pool. The data tables, which include campus-specific information, can be accessed here.

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DGS
GENERAL SERVICES

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Diversity on the Move

Chasing Lions, San Francisco

BACKGROUND

Chasing Lions Café, owned and founded by Keba Konte is located at the new City College of San Francisco Multiuse Building located on Phelan Avenue. The Chasing Lions Café serves artisan roasted coffee, specialty drinks and serves fresh handmade soup, salads and sandwiches for the campus community in a diverse, creative and inspiring environment. The Multi-Use Building at CCSF has stringent "green" standards, and the use of reclaimed materials is mandatory. Aside from a top of the line, customized La Marzocco espresso machine and a few energy-efficient appliances, everything at the café is reclaimed.

CHALLENGES

Over a year ago, Keba Konte was attending bookkeeping classes at the SBDC when he heard Gabriela Sapp talking about the help that SBDC provided to entrepreneurs on access to capital. Keba immediately signed up to receive free counseling. He had just won a bid to operate a Café out of CCSF main campus, competing against other businesses, including several coffee houses based in the Financial District. Keba was looking for capital to fund his new business venture. He also needed

to formalize his business plan and financials to identify the total project cost.

ACTIONS

Keba was referred to Merrill Gilbert, lead restaurant consultant to review his business model (concept, build-out, staffing, and menu options). Charles Spencer and Tom Camerato were brought in to help with the business and financial plan completion as required by lenders. Charles helped him to put all the pieces together in the narrative of the business plan as well as the implementation strategy. Tom helped him to build a 5 year financial model to generate a worst case scenario and determine the capital needed as well as the breakeven point in terms of sales and customers. Once the business and financial projections were completed, Keba was referred to Gabriela Sapp, to work on sources of funding and loan application.

RESULTS

Keba Konte/Chasing Lions Café was able to raise \$75k through a business loan and 30K with private investors. With this funding and his own injection of capital, Keba recently opened his Café at CCSF as well as hired 14 employees.

■ Continued on page 9



SUB-BID REQUEST ADS

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:
SAN JOSE CREEK WATER RECLAMATION PLANT FLOW EQUALIZATION FACILITIES – PHASE I
 Owner: County Sanitation District No. 2 of Los Angeles County
 Location: Whittier, CA
 Bid Date: August 4, 2016 @ 2:00 P.M.

J.F. Shea Construction, Inc.
 667 Brea Canyon Road, Suite 30 • Walnut, CA 91789
 Phone: (909) 595-4397 • Fax: (909) 444-4268
 Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Curb & Gutter, AC Paving, Dewatering, Tie-Down Anchors, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Miscellaneous Metals, Steel Deck, Roofing, Sealants, Sheet Metal, Waterproofing, Metal Doors/Frames/Hardware, Glazing, Painting & Coatings, Equipment, HVAC, Electrical & Instrumentation

Plans and Specifications: A free set of Bid Documents may be obtained by contacting the Sanitation District's Public Counter at (562) 908-4288, extension 1205 or emailing engineeringcounter@lacsdc.org with your request. You may also request a link to a free download by emailing katie.desmith@jfshea.com. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209
 Contact: Kevin Exberger • An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
City of Oakland - Oakland MLK Streetscape • Project No. P414230
 Location: Oakland, Alameda County • Bid Date: July 21, 2016 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP, trucking, striping/signage, electrical, and landscape.

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.

ST. LOUIS, MO SUB-BID REQUEST AD

MBE BIDDING OPPORTUNITY

MBE firms must be certified as follows: To constitute a Minority Business Enterprises, MBE for the purpose of meeting the Metropolitan St. Louis Sewer District (MSD or District) 17% MBE (African American) utilization goal, those MBE firms which have been certified for the industry type of service and/or material for which they are contracted by one or more of the following agencies on or before the date of the bid opening: Missouri Office of Equal Opportunity, City of St. Louis, St. Louis Minority Business Council. **MSD does not accept reciprocity certifications from other certifying agencies.**

Shea-McNally Joint Venture invites qualified contractors, specifically MBEs (African American) certified by the agencies and requirements listed above, to contact Shea-McNally JV (Prime Bidder/Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the **Deer Creek Sanitary Tunnel Clayton Road to RDP) 11731-015.1project.**

The Work under this contract is located in the Greater Metropolitan Area of St. Louis, MO. The MBE (African American) utilization goal is 17% of the total contract price. The Engineer's Cost Estimate is \$205,192,000. The Work consists of the construction of a deep rock tunnel, large diameter shafts, drop shafts and structures, sanitary sewers and appurtenances, diversion structures, junction chambers, manholes, paving, fencing, dog park improvements, grading, electrical and other associated work. Plans and Specifications are available for free electronic download. Please go to MSD website, <http://www.stlmsdplanroom.com/other.php?job=736&jobName=11731-015.1+DEER+CREEK+SANITARY+TUNNEL+%28CLAYTON+RD.+TO+RDP%29>

Owner: Metropolitan St. Louis Sewer District
DEER CREEK SANITARY TUNNEL (CLAYTON RD. TO RDP)
 Letting No. 11731-015.1

BID DATE: July 21, 2016 AT 2:00 PM

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, mechanical rock excavation, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, slide gates, electrical and controls work, landscaping, dewater pump station, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as MBE (African American) must submit current valid certification documents with proposal. Shea McNally JV have set up an FTP site where you can view all plans and specifications for your convenience. Please contact Brett Campbell at (909) 594-0982 (brett.campbell@jfshea.com) to receive instructions on accessing the FTP Site.

Shea McNally JV

(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
 667 Brea Canyon Road, Suite 22, Walnut, CA 91789
 909-595-4397, 909-869-0827 (fax)

Visit SBE Website @ www.sbeinc.com

California Sub-Bid Request Ads

Balfour Beatty Infrastructure Inc.

Balfour Beatty Infrastructure, Inc. is bidding as a Prime contractor and encourages all qualified Subcontractors and Suppliers to submit quotations for the following project. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable Project Labor Agreement. This project has a good faith effort for DBE's and prospective bidders must be certified by bid opening.

Project Description: San Jose Creek WRP Flow Equalization Facilities

Project Location: Whittier, CA

Owner: Los Angeles County Sanitation District

Contract No.: 3232010

Bid Date: Prime Contractors: Thursday, August 4, 2016 @ 2:00 pm PST

Subcontractors: Friday, July 29, 2016 @ 2:00 pm PST

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Equipment Rentals, Aggregate, Groundwater Treatment System, Demolition, Site Clearing, Dewatering, Shoring & Underpinning (Earth), Earthwork, Flexible Pavement – Asphalt (AC), Ready Mix, Concrete Forms & Accessories, Waterstop, Reinforcing Steel, Concrete Pumping, Masonry, Miscellaneous Metals, Structural Steel, Structural Steel Erection, Metal Deck, Handrails & Railing, Grating, Rough Carpentry, Thermal Protection (Insulation), Flashing & Sheet Metal, Sheet Metal Roofing, Caulking, Joint Seal, Doors, Floor Access, Doors, Hatches, Paints, Coating & Waterproofing, Louvers & Vents, Fire Extinguishers & Cabinet, Process Equipment, Storage Tank, Mechanical, Coupling, FCA, Flex, Ball Joint, Bolts, Nuts & Gaskets (BNG), Small Bore Pipe, Plastic Pipe & Valves, Pre-Insulated Pipe, C900/C905, HDPE, Ductile Iron Pipe, Miscellaneous Valves, Ball Valve, Butterfly Valve, Check Valve, Gate Valve, Globe Valve, Plug Valve, Pipe Support, Pipe Insulation, Fire Protection Piping, Fire Protection Monitoring System, HVAC, FRP Duct, Electrical, Instrumentation.

PLANS & SPECIFICATIONS: Project Bid Documents may be obtained from the Project Owner or you may view them at BBII's office by appointment. Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Insurance requirements will include General Liability, Workers Comp and other insurance types as required by the contract documents and should be included in the Subcontractor's pricing. Please see Section 35 and 36 of the General Conditions for details. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact BBII at (949) 544-6020 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Angel Bautista at (949) 544 - 6020, fax: (877) 763-4002,

email: estimating.wr@bbius.com, or in writing to: 220 Technology Drive, Suite 210, Irvine, CA 92618

Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Subcontractor scope (including any conditions or exceptions) is required one week prior to bid deadline, to allow proper evaluation. To assist DBE Subcontractors and Suppliers, we will divide total scopes into smaller tasks or quantities, and if necessary adjust schedules to permit maximum participation by DBE firms. Subcontractors are required to indicate all lower-tier DBE participation offered on their quotation.

Balfour Beatty is an Equal Opportunity Employer



O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jason Martin • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

DeLong Avenue and Ignacio Blvd - Highway Interchanges Resurfacing

City of Novato

CIP Project No. 13-003

Federal Aid #STPL-5361(026)

BID DATE: July 19, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, Water Pollution Control, Cold Plane AC, Adjust Utilities, Loop Detector, Traffic Signal Modification, Pavement Reinforcing Fabric, Minor Concrete, Striping & Marking, and Construction Materials.

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.

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www.sbeinc.com to download the latest
SBE Newspaper and Daily E-Newsletter

Balfour Beatty Infrastructure Inc.

Balfour Beatty Infrastructure, Inc. is bidding as a Prime contractor and encourages all qualified Subcontractors and Suppliers to submit quotations for the following project. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable LADWP Project Labor Agreement. This project has a DBE/MBE/WBE/OBE goal and prospective bidders must be certified by bid opening.

Project Description: L.A. Reservoir UV Disinfection Plant

Project Location: Los Angeles, CA

Owner: Los Angeles Department of Water and Power (LADWP)

Contract No.: 7520

Bid Date: Prime Contractors: Thursday, July 21st at 2:00PM

Subcontractors: Thursday, July 14th at 2:00PM

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Subcontractor scopes must be based on the General/Special Provisions, the Project Documents and Reference Documents, as well as any addenda released. It is recommended that interested subs contact Balfour Beatty Infrastructure well ahead of the due date to discuss scope and quantities.

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Geotechnical Data, Field Engineering (Survey), Video/Photograph Progress Documentation, QA/QC, Temporary Facilities, Equipment Rental, Aggregate, Site Clearing, Shoring and Underpinning (Earth), Slope Protection, Erosion Control, HDPE Liners, Earthwork, Site Concrete, Flexible Pavement – Asphalt (AC), Landscaping (Planting & Irrigation), Ready Mix, Concrete Forms & Accessories, Forming Subs (including Scaffolding), Reinforcing Steel, Concrete Pumping, Precast Concrete, Miscellaneous Metals, Structural Steel, Structural Steel Erection, Metal Deck, Handrails & Railing, Grating, Thermal Protection (Insulation), Flashing & Sheet Metal, Sheet Metal Roofing, Caulking, Joint Seal, Floor Access, Doors, & Hatches, Overhead Door, Window (Glass & Glazing), Gypsum Board, Drywall, Metal Studs, Paints, Coating & Waterproofing, Louvers & Vents, Fire Extinguishers & Cabinet, Process Equipment, Cathodic Protection, Pre-Engineered Structure, Storage Tank, Hoists & Cables, Mechanical, Coupling, FCA, Flex, Ball Joints, Bolts, Nuts & Gaskets (BNG), Small Bore Pipe, Fabricated Steel Pipe, Plastic Pipe & Valves, C900/C905, HDPE, Ductile Iron Pipe, Miscellaneous Valves, Ball Valve, Butterfly Valve, Check Valve, Gate Valve, Globe Valve, Pipe Support, Pipe Insulation, Fire Protection Piping, Fire Protection Monitoring System, Plumbing, HVAC, Electrical, Instrumentation.

PLANS & SPECIFICATIONS: Project Bid Documents may be obtained from the Project Owner or you may view them at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartbidnet.com/External/PublicPlanRoom.aspx?id=242155&i=1>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Insurance requirements will include General Liability, Workers Comp and other insurance types as required by the contract documents and should be included in the Subcontractor's pricing. Please see Section F1A of the Special Conditions for details. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation.

We provide assistance in obtaining insurance and bonding. Please contact BBII at (949) 544-6020 for bonding and other types of assistance.

The Contractor Development Program, through the City of Los Angeles, also provides bonding assistance at <http://www.lacondev.com/our-program/>.

QUESTIONS: For questions regarding the bid, please contact Angel Bautista at (949) 544-6020, fax: (877) 763-4002,

email: estimating.wr@bbius.com, or in writing to: 5050 Business Center Drive, Suite 250, Fairfield, CA 94534.

Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Subcontractor scope (including any conditions or exceptions) is required one week prior to bid deadline, to allow proper evaluation. To assist DBE/MBE/WBE/OBE Subcontractors and Suppliers, we will divide total scopes into smaller tasks or quantities, and if necessary adjust schedules to permit maximum participation by DBE/MBE/WBE/OBE firms. Subcontractors are required to indicate all lower-tier DBE/MBE/WBE/OBE participation offered on their quotation.

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Contact: Greg Souder • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Camino Tassajara SAFETEA-LU • Improvements Phase II (CIP 508) • Town of Danville

BID DATE: July 15, 2016 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, Portable Changeable Message Sign, Construction Area Signs, CPM Schedule, Cold Plane AC, Inlet Protection, Adjust Utilities to Grade, Striping & Marking, Vehicle Detection Modifications, and Construction Materials.

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 at the Town of Danville's website at <http://www.danville.ca.gov>.



SUB-BID REQUEST AD ORDER FORM

FAX completed form to (415) 778-6255 or
EMAIL your ad to Nabil Vo at nvo@sbeinc.com

SUB-BIDS REQUESTED FROM QUALIFIED:

MBE WBE DBE DVBE OBE LBE UDBE SBE

PROJECT: _____

PROJECT LOCATION:(City, County, or District) _____

PROJECT NUMBER: _____

BID DATE: _____

BID TIME: _____

COMPANY NAME: _____

ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____

FAX: _____

CONTACT: _____

PUBLICATION DATES (please enter the days you want the ad to run):

SBE Weekly Newspaper (THURSDAY) / Print & Electronic Distribution:

SBE Today E-edition (Daily) / Electronic Distribution

MONDAY _____ TUESDAY _____ WEDNESDAY _____

THURSDAY _____ FRIDAY _____

www.sbeinc.com: Beginning _____

PUBLICATION INFO: Reserve space by 3 p.m. the day preceding publication date. Late ads subject to a 25% late fee.

STANDARD SIZE: AD MEASURES 2.5" X 4", company logo may be included with 2.5" X 4" ad or larger.

SUB-BID REQUEST AD



Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com

Requests sub-bids from qualified California Unified Certification Program (CUCP) OR U.S. DOT certified Disadvantaged Business Enterprise (DBE)], Subcontractors, Consultants, and/or Suppliers seeking to participate in the Caltrain – Peninsula Corridor Joint Powers Board (JPB), Los Gatos Creek Bridge Replacement Project in San Jose, CA.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

Los Gatos Creek Bridge Replacement • Contract No. 16-J-C-005

Owner: Peninsula Corridor Joint Powers Board (JPB)

Bid Date: August 2, 2016 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to: AC Paving, Aggregates, Concrete, Minor Concrete, Concrete Forming, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Electrical, Precast Concrete, Cast in Place Concrete, CIDH Concrete Piles, Dewatering, Demolition, Earthwork, Erosion Control, Fencing, Polymeric Sheet Waterproofing, Ground Water Treatment, Hazardous Materials Abatement, Joint Sealant, Landscaping, Metals, Paints and Coatings, Quality Control, Rail Welding, Retaining Wall, Site Clearing, Signal Shelters, Support of Excavation, Slope Protection, Street Sweeping, SWPPP, Structural Steel, Signage, Sheet Waterproofing, Temp Facilities, Track Removal & Salvage, Trackwork, Trucking & Hauling, Waterstops, Water Truck

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

Subcontractor and Supplier Scopes are due July 25, 2016 and Quotes NO LATER THAN August 1, 2016 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147

Grow Your Business! Subscribe to SBE

- One Year Subscription - \$260
- 6-Month Subscription - \$180
- 3-Month Subscription - \$90

For bulk rates call for pricing

Company Name _____

Contact _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Email _____

• Subscriptions are non-refundable.

Subscriptions begin upon receipt of payment.

• Make check payable to: Small Business Exchange, Inc.

• Mail payment & form to:

795 Folsom Street, 1st Floor, Room 1124

San Francisco, CA 94107

**Fax your subscription form to (415) 778-6255
or email it to sbe@sbeinc.com**

Check Enclosed Charge (circle one) VISA/MC/AMEX

Account #

Expiration Date:

California Sub-Bid Request Ads

CAHILL CONTRACTORS, LLC
Colby Smith at estimating@cahill-sf.com
(415) 986-0600.

CAHILL CONTRACTORS, LLC requests
DESIGN-BUILD bids from Certified SBE Subcontractors and Suppliers for the
following TRADES:

Piling & Shoring / Exterior Building Maintenance / Solar Photovoltaic System / Solar Hot Water System / Fire Sprinkler

EDDY & TAYLOR - DESIGN-BUILD BID - SELECT TRADES
227 Taylor Street, San Francisco, CA 94102

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

BID DATE: 7/11/16 @ 2PM

Voluntary Pre-bid Meeting/Job-Walk: NONE

BID DOCUMENTS: Please contact Colby for access to documents on BuildingConnected.

DESILVA GATES
CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263

Estimator: STEVE LIPPIS • Website: www.desilvagates.com

An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**Camino Tassajara SAFETEA-LU Improvements Phase II,
CIP No. C-508, Federal Aid Project TIPL 5434(022),
Disadvantaged Business Enterprise Goal Assigned is 8%**

OWNER: TOWN OF DANVILLE - 510 La Gonda Way, Danville, CA 94526

BID DATE: JULY 15, 2016 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises for the following types of work and supplies/materials including but not limited to:

ADJUST IRON, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, STRIPING, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is f7pa55wd) or from the Owner's site at <http://www.danville.ca.gov/Government/RFPs-and-Bids/>.

Fax your bid to (925) 803-4263 to the attention of Estimator Steve Lippis. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is 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: Chris Pieri • cpieri@pacificstates

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

Briones Aqueduct Slope Stabilization - Specification 2119

Owner: East Bay Municipal Utility District

BID DATE: July 13, 2016 @ 1:30pm

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: **Landscaping and Trucking**

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 may be downloaded from the Districts website at www.ebmud.com/current-construction-bids

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 quotations as well as increase the expectations of meeting the Districts Contracting Goal. If you require any assistance, please contact the Estimator, Chris Pieri, email him at cpieri@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

We are an equal opportunity employer.

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763
Phone: (916) 351-0457 • Fax: (916) 351-1674
Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, DBE, DVBE Subcontractors & Suppliers for:

Fair Share Objectives

	Minority Business Enterprise	Women's Business Enterprise
Construction	11%	4%
Supplies	2%	1%
Services Equipment	4%	2%
	2%	2%

City of Woodland

ASR Wells #29 and #30 Equipping and Building Project • CIP #15-02

Location: Woodland, CA

Bid Date: August 4, 2016 @ 2:00PM

Trades Solicited:

SWPPP, Electrical, Trenching, Steel, DI, RC, PVC Pipe and Appurtenances, Misc. Metal, Doors, Traffic Control, Landscape & Irrigation, Concrete Curbs, Gutters & Sidewalks, AB, Sand, Crushed Rock, Cutting & Patching, Fences and Gates, HVAC, Signage, Sealants, Demolition, Epoxy resin/Cement Bonding agents, Gate, Globe, Butterfly, Ball, Check Valves, Painting & Coatings, Cement Concrete, AC Paving & Markings, Bonding, Polyethylene Tanks, Rebar, Structural Steel, Masonry, Instrumentation, Bore & Jack.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.



SBE Pre-Bid/Meet and Greet Outreach
Request for Certified Small Business Subcontractors and Suppliers
160 Folsom Street

Bid Packages Available Beginning: July 6, 2016

We are soliciting Bids for the following Trades:

- Office Trailers
- Tower Cranes
- Construction Hoists
- Masonry
- Masonry Stone
- Metal Stairs
- Below Grade Waterproofing
- Thermal Protection
- Stucco
- Metal Panels
- Glass and Glazing (other than tower façade)
- Metal Stud Framing / Drywall
- Building Maintenance / Window Washing System
- Mass Excavation & Dewatering
- Temporary Shoring & Deep Foundations
- Utilities

Projection Description: 160 Folsom Street will include the new construction of a 700,000 square feet (approx.) residential condominium development comprised of 391 residential units located in a 40-story tower, a four story townhome structure and a six and eight story podium building all over a three level subterranean parking structure. The project site is bounded by Folsom, Main and Spear Streets in downtown San Francisco.

Project is subject to the Office of Community Investment and Infrastructure (OCII SBE Program), for applicable trades. We encourage engaging Second-Tier LBE/SBE/MBE/WBE Subcontractor and Suppliers

Instruction for Bidders: Plans, specs and contract exhibits are available on gradebeam.com. Please contact Mario Chavarria at 415-535-5618 or mario.chavarria@lendlease.com to obtain access to the Bid Package Folder.

Pre-bid Meeting: Thursday, July 21st at 10:00 a.m.

Meet and Greet: Thursday, July 21st at 11:15 a.m.

SFPUC Contractors Assistance Center, 150 Executive Park Blvd, Suite 1300, SF CA 94134

Prequalification & Bonding Requirements: To obtain access to the Bid Package and learn about Bonding and Prequalification Requirements, please contact [Mario Chavarria] at 415-535-5618 or [mario.chavarria@lendlease.com]

***If there is an interest in participating in the following trades, join us for the meet/greet as well.
(structural concrete, tower curtain wall, fire protection, plumbing, mechanical and electrical)

Lend Lease (US) Construction Inc.

71 Stevenson Street, Suite 800, San Francisco, CA 94105
CA Contractors License #483550

An Equal Opportunity Employer

Technology Startup

Anatomy of a unicorn: Why tech start-ups are staying private



Image Credit: takarasmall.com

Up-and-coming technology companies are no longer racing to list their shares on public markets. A massive increase in late-stage venture capital has enabled many start-ups to reach valuations of more than \$1 billion while remaining in private hands.

Will the tech unicorn go the way of the dodo? It depends on a number of factors. In this episode of the McKinsey Podcast, McKinsey partners David Cogman and Kara Sprague talk with McKinsey's Simon London about why dozens of billion-dollar technology start-ups in Silicon Valley and elsewhere are choosing not to go public—and whether the unicorn phenomenon is cyclical or here to stay. An edited transcript of their conversation follows.

Podcast transcript

Simon London: Welcome to this episode of the McKinsey Podcast. I'm Simon London, an editor with McKinsey Publishing. Today we're going to be talking about unicorns, the new breed of companies valued at a billion dollars or more, but which remain in private hands. The first unicorn didn't appear until 2009. But today, there are more than 100 worldwide.

To discuss the issues, I'm joined today by Kara Sprague, a McKinsey partner based in San Francisco, and also by David Cogman, a partner based in Hong Kong. Kara and David, thanks for joining today.

Kara Sprague: Thank you, Simon. Looking forward to it.

David Cogman: Thank you, Simon.

Simon London: Perhaps we should start by defining our terms. Kara, could you tell us more about these unicorns? How many are there? Where are they based? And what kind of businesses are they in?

Kara Sprague: As you said in your introduction, Simon, there are more than 100. The latest count from CB Insights says there's 164.1. This rate of growth and the number of unicorns is actually quite fast. When we last looked, at the end of last year, there were 146. Most of them are based in the United States or China. But there are also some that you could find in India, Germany, and elsewhere around the world. The list includes many familiar names like Airbnb, Uber, SpaceX, but also some names that many probably haven't heard of. For example, companies like Tanium, which specializes in IT security, or MongoDB, which works on databases.

What they all have in common, as you mentioned, is that they are worth more than \$1 billion in value. And they remain in private hands. There's even some of these unicorns that we could call decacorns, which are worth more than \$10 billion in value.

Simon London: David, from a China perspective, what jumps out at you at the list of unicorns?

David Cogman: A bit under a third of the companies are China based, but you look at the type of companies you have there and it's actually quite a bit different from what you would see in the US. The US tech sector tends to be a lot more, if you like, "real" tech.

Whereas what you have in the China tech sector is a lot more intimate, and a lot more, if you like, sort of reseller business models. So, companies that are providing intermediation through a service. Things like social media—e-commerce is obviously a very big issue. E-commerce in China is absolutely huge. It's a massive market, and much, much better developed than most other countries right now, including the US.

So you have a slightly different mix of types of companies. The China Internet sector itself is, in a way, fundamentally different than the US because it's basically dominated by three behemoths that function as platforms. The end game for a lot of the Chinese start-ups—well, not just the end game, but right from the outset many of them want to be on one of those platforms, and on two of those platforms, and potentially acquired by them at the end of the day. It's a lot more organized around that exit route than perhaps the US would be.

Kara Sprague: If you look at the range and variety of the unicorns in the United States, it's just much broader. For example, we talked about Uber and Airbnb, which are representative of these sharing-economy companies. You see many of those also popping up in international markets.

But also in the United States, you see a number of these security players. I already mentioned one. You see Palantir, for example, doing things in advanced analytics. There's Stripe in payments, there's Slack in collaboration software. So the variety of what is making it and scaling to \$1 billion is just much broader.

Simon London: OK. Obviously these are some pretty big companies. And in some cases, they are pretty well-known brands. The obvious question is why

are they still in private hands?

David Cogman: Fundamentally, they've taken the decision to stay private for longer because that was possible. It wasn't possible 10 years ago or 15 years ago. They'd hit a point where they had to go to public funding because they just couldn't continue to finance themselves and finance their growth.

Now that there is a substantial amount of capital aimed at the late-stage sector, that allows them to stay private for longer. In the venture-capital sector itself, you've got unprecedented levels of fundraising. A few hundred billion of uninvested funds sitting there, and it has to be deployed. Now, venture capital is fundamentally a bit of a cottage industry. It doesn't scale very well. It's all based on a small group of people searching for opportunities in a defined area, industry or geographic.

That's put more pressure to get money into investments. But I think what's really changed the game has been the entry of a lot of money from outside the traditional venture-capital industry. So, buyout funds looking to get into late-stage limited partners, pension funds and so forth who want to do pre-IPO investments into some of these more prestigious companies like Facebook.

The numbers in those industries absolutely dwarf what you've got in the venture-capital industry itself. You've got something close to about \$1 trillion that's getting recommitted into private-equity funds at the moment. Then if you look at the broader limited-partner industry itself, there's \$30-odd trillion of capital in that.

Simon London: If we're advising these kind of companies, what do we tell them about how to think about an IPO strategically? When's the right time to do it? And indeed, are there types of companies for whom, frankly, it may never make sense?

Kara Sprague: The way I like to think about this is, think about your growth and acts. For example, a tech company starts out in a prelude, and that's when tech companies are searching for the thing that's going to be able to scale to material customers.

Think about it as them searching for their first real product offering that could be repeatable and sold to a number of players. When they finally find that, that would be their act one. Now, act one, depending on the market you pick, will last only so long.

If you're Google, and your act one is search, it'll last for a very long time. But if you're a smaller company or a company that's picked a much more reduced scope, so for example GoPro, they picked a much smaller market, your act one isn't going to last very long. Once you think about how far your act one can go, it's a question of when do you start having to think about your act two.

My advice in terms of thinking about what's an ideal time for a company to do an IPO is thinking about, are we in a stable period for our act one? Meaning, I don't want to go public and then have everything become unstable because I haven't figured out what my next growth platform is. At the same time, you don't want to go public when you're still trying to figure out what that scalable model is, which is why many companies are waiting longer and longer.

David Cogman: When you think about why you actually need to have a public listing, you bear in mind that the listing process itself and then maintaining your listing is painful. It imposes real costs on the company, not just disclosure of information but directors' liability and so forth.

There's a lot of overhead that goes with having a listing, so why do you need one? In some cases, it's so that you can use your equity as currency for acquisitions. But obviously, if you have a near-unlimited supply of funders pre-IPO, that's less of a consideration.

It can be to give liquidity to employees who hold significant stock holdings, which is possible but harder to do when you're pre-IPO. So there are a few motivations for why you might do it. There are some companies for whom the considerations of privacy and avoiding transparency can be enough to outweigh this indefinitely. But typically those aren't so much in the tech space.

You see companies say in the commodity trading space that, "We'll never go public." They're very big companies but will never go public because they just don't want the scrutiny that the public markets would bring.

Visit the link below for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1667&pageID=25

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



Image Credit: www.realtor.com

Fact Sheets on Minority Women-owned Businesses



Black Women-Owned Businesses (WOBs)

NWBC Analysis of 2012 Survey of Business Owners

AS OF 2012:

- ★ There are **1,521,494** Black women-owned businesses¹ in the United States. That's an increase **609,766** of businesses, or **66.9%**, from 2007. Of nonfarm and privately-held Black businesses, **58.9%** are women-owned, in 2007, **47.4%** were women-owned. Black women-owned businesses generated **\$42.2 billion** in receipts.
- ★ In 2012, of these firms, **97.5%** have no employees other than the owner. These firms have receipts of **\$20.7 billion**. In 2007, **96.5%** of Black women-owned firms were sole proprietorships with receipts of **\$13.7 billion**.
- ★ The remaining **2.5%** of firms employ **316,977** people in addition to the owner. In 2007, they employed **245,474** people in addition to the owner. In 2012, Black women-owned employer firms paid their employees **\$7.7 billion**, a **\$2.1 billion** or **38.1%** increase since 2007. Black women-owned firms with employees generated **\$21.5 billion** in receipts.

GEOGRAPHY:

Highest number of women-owned firms:



1. Georgia	153.5K firms, 10.1% of Black WOBs
2. Florida	148.8K firms, 9.8% of Black WOBs
3. Texas	125.7K firms, 8.3% of Black WOBs
4. New York	124.8K firms, 8.2% of Black WOBs
5. California	102.1K firms, 6.7% of Black WOBs

Highest percentage of women-owned businesses relative to men-owned and equally-owned:



1. Michigan	69.3%
2. Wisconsin	68.3%
3. Indiana	66.0%
4. Illinois	65.3%
5. Ohio	63.5%

Highest percentage growth of women-owned businesses:



1. South Dakota	584.0%
2. Nevada	162.7%
3. North Dakota	141.2%
4. Iowa	137.3%
5. Tennessee	120.9%

INDUSTRY:

Highest number of women-owned firms:



1. Other Services²	457.9K firms
2. Health Care and Social Assistance	431.5K firms
3. Administrative and Support and Waste Management and Remediation Services	151.9K firms
4. Professional, Scientific, and Technical Services	102.6K firms
5. Retail Trade	94.6K firms

Highest percentage of women-owned businesses relative to men-owned and equally-owned:



1. Health Care and Social Assistance	87.5%
2. Educational Services	70.6%
3. Other Services	70.4%
4. Accommodation and Food Services	64.8%
5. Retail Trade	59.0%

Highest average receipts:



1. Management of Companies and Enterprises	\$1,909,865
2. Wholesale Trade	\$117,650
3. Construction	\$76,224
4. Transportation and Warehousing	\$53,873
5. Manufacturing	\$52,000

¹Women-owned businesses, as defined by the U.S. Census, are businesses in which women own 51 percent or more of the equity, interest, or stock of the business. Men-owned businesses are defined as men owning 51 percent or more of the equity, interest, or stock of the business. Equally men-/women-owned businesses those in which the equity, interest, or stock of the business is shared 50-50 among men and women owners. Publicly held, foreign-owned, and non-profit businesses are not included in this data.

²As an industry classification, Other Services (except Public Administration) is defined as businesses that provide services not specifically provided for elsewhere in the classification system. Please see U.S. Census Bureau's NAICS classification System.

*All calculations are based off of the SBO 2012 classification of "all firms classifiable by gender, ethnicity, race, and veteran status" rather than "all firms." Therefore, "publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status" are not taken into account in the current calculations.

Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS**

Contract No. 2504J (ID No. FCE16108)

**EUREKA STREET, GRAND VIEW AVENUE
AND MANGELS AVENUE –
PAVEMENT RENOVATION,
SEWER REPLACEMENT AND
WATER MAIN INSTALLATION**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on August 3, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfdpw.org/biddocs. Please visit the Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Eureka St, Grand View Ave, Mangels Ave and at various locations throughout San Francisco, California and consists of pavement renovation, sewer replacement, watermain installation, traffic routing, and all associated work. The time allowed for completion is 430 consecutive calendar days. The Engineer's estimate is approximately \$8,200,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

This Contract requires pre-qualification by the City for the Bidder or Bidder's subcontractor to perform the water work. Only Bidders or Bidders with subcontractors who have successfully completed the pre-qualification process for the applicable category of Work, as posted at <http://sfwater.org/pre-qualify> and active on list at time of Bid Opening, are allowed to submit Bids for this Contract. The applicable pre-qualification category for this Contract is: Local Water Projects - Small (<48") Water Pipelines.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **25%**. Call Finbarr Jewell at 415-274-0511 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%.

Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on July 18, 2016; 1:00 p.m., at 1680 Mission Street, 3rd Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "A" license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

7/7/16
CNS-2900092#
SMALL BUSINESS EXCHANGE

UC Increases diversity



Continued from page 2

The racial and ethnic makeup of the newly admitted freshman and transfer classes reflects UC's continued progress in broadening the diversity of its undergraduate student body.

The share of California resident freshmen from historically underrepresented groups grew to 37.8 percent of the total, compared with 34.6 percent a year ago. Admitted Chicano/Latino students rose 2.7 percent to 32.3 percent of admitted California freshmen. The number of African American freshman students admitted jumped by 30.6 percent, from 2,653 in 2015 to 3,464 for fall 2016. That represents 4.9 percent of the total, up from 4.3 percent last year.

The proportion of African American, Chicano/Latino, and American Indian students transferring from community colleges also increased, from 32.2 percent to 34.7 percent of the admitted pool. The proportion of African American students grew

to 5.5 percent from 4.6 percent in fall 2015. Chicano/Latino students increased to 28.3 percent from 26.8 percent last year.

The admission data also demonstrate UC's role as a driver of social mobility in California and the nation — 42.7 percent of admitted California freshmen are the first in their families to attend college. Systemwide, 37.3 percent of admitted students come from low-income families, which in 2016 means those with annual earnings of \$47,200 or less.

The number of nonresident freshman students admitted to the university increased by 4,003 students for fall 2016, a 13.1 percent increase over fall 2015. The UC Berkeley, UCLA and UC San Diego campuses adjusted their nonresident admission numbers in order to keep their fall 2016 nonresident enrollment at the same level as last year.

Source: <http://universityofcalifornia.edu>

The Office of Advocacy at 40

Continued from page 1

In "Over the Rainbow," Dorothy sings of a place where the "dreams that you dare to dream really do come true." For many families across our country, owning a successful small business is the realization of their American Dream. Half of our nation's work force is employed

by small business and two out of every three jobs are being created by small business. As we look back on the past 40 years, and look forward to the years to come, I am certain that the Office of Advocacy will continue to work on behalf of the dreamers.

Source: *The Small Business Advocate*

Chasing Lions, San Francisco



Continued from page 3

Keba expressed his gratitude by writing an e-mail saying: "Gabriela, thanks for all of your assistance. You and the entire SBDC team have been super helpful and instrumental to the success of this loan. Thank you!"

Company Name: Chasing Lions Cafe
Business Owner(s): Keba Konte
50 Phelan Ave. M.U.B. Rm 198 SF CA 94112
Telephone Number: (510) 517-5582
email: ib@kebakonte.com
<http://www.luvchasinglions.com>

Category	Percentage
SBE	49%
WBE	32%
MBE	11%
DBE	6%
DVBE	2%

AUDIENCE PROFILE

Small Business Exchange, Inc.
Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses
The Small Business Exchange has the resources you need to succeed.

Fictitious Business Name

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371379-00

Fictitious Business Name(s):
Apple Janitorial
 Address
1812 Lane Street #7,
San Francisco, CA 94124
 Full Name of Registrant #1
Jaime Montoya
 Address of Registrant #1
1812 Lane Street #7,
San Francisco, CA 94124

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/13/2016**

Signed: **Jaime Montoya**

This statement was filed with the County Clerk of San Francisco County on **6/13/2016**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**
 Deputy County Clerk
 6/13/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371326-00

Fictitious Business Name(s):
Bay Area Hot Dogs
 Address
450 5th Street,
San Francisco, CA 94107
 Full Name of Registrant #1
Lorenzo Robles
 Address of Registrant #1
400 Inverness Dr.,
Vallejo, CA 94589

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/7/26**

Signed: **Lorenzo Robles**

This statement was filed with the County Clerk of San Francisco County on **6/8/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Fallon Lim**
 Deputy County Clerk
 6/8/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371479-00

Fictitious Business Name(s):
BCC Systems
 Address
3821 Cesar Chavez Street,
San Francisco, CA 94131
 Full Name of Registrant #1
Al Tarif
 Address of Registrant #1
3821 Cesar Chavez Street,
San Francisco, CA 94131

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/21/2016**

Signed: **Al Tarif**

This statement was filed with the County Clerk of San Francisco County on **6/21/2016**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Morgan Jaldon**
 Deputy County Clerk
 6/21/2016

6/23/16 + 6/30/16 + 7/7/16 + 7/14/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371102-00

Fictitious Business Name(s):
Custom Auto
 Address
251 Capp Street,
San Francisco, CA 94120
 Full Name of Registrant #1
Rendy Bautista
 Address of Registrant #1
251 Capp Street,
San Francisco, CA 94120

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **5/24/2016**

Signed: **Rendy Bautista**

This statement was filed with the County Clerk of San Francisco County on **5/24/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jennifer Wong**
 Deputy County Clerk
 5/24/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371258-00

Fictitious Business Name(s):
1.) Irving Partners
2.) Scinto Group
 Address
554 Irving Street,
San Francisco, CA 94122
 Full Name of Registrant #1
Madeleine Scinto
 Address of Registrant #1
554 Irving Street,
San Francisco, CA 94122

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/3/2016**

Signed: **Madeleine Scinto**

This statement was filed with the County Clerk of San Francisco County on **6/1/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sonya Yi**
 Deputy County Clerk
 6/3/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371140-00

Fictitious Business Name(s):
1.) Metro Appliance Repair
2.) Rainbow Appliance Repair
 Address
855 Folsom Street #540,
San Francisco, CA 94107
 Full Name of Registrant #1
Alex Slivnyak
 Address of Registrant #1
165 Glenwood Ave,
Daly City, CA 94015

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2016**

Signed: **Alex Slivnyak**

This statement was filed with the County Clerk of San Francisco County on **5/26/2016**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Alex Liang**
 Deputy County Clerk
 5/26/2016

6/23/16 + 6/30/16 + 7/7/16 + 7/14/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371182-00

Fictitious Business Name(s):
Noise
 Address
3427 Balboa Street,
San Francisco, CA 94121
 Full Name of Registrant #1
Daniel A. Brown
 Address of Registrant #1
3405 Anza Street,
San Francisco, CA 94121

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/8/15**

Signed: **Daniel A. Brown**

This statement was filed with the County Clerk of San Francisco County on **5/27/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Fallon Lim**
 Deputy County Clerk
 5/27/2016

6/27/16 + 7/7/16 + 7/14/16 + 7/21/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371288-00

Fictitious Business Name(s):
Pinnacle Career
 Address
1801 Jefferson Street, Suite 302
San Francisco, CA 94123
 Full Name of Registrant #1
Buqing Pang
 Address of Registrant #1
1801 Jefferson Street, Suite 302
San Francisco, CA 94123

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/6/2016**

Signed: **Buqing Pang**

This statement was filed with the County Clerk of San Francisco County on **6/6/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jennifer Wong**
 Deputy County Clerk
 6/6/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0371345-00

Fictitious Business Name(s):
Symphony Tower Apartments
 Address
265 Fell Street,
San Francisco, CA 94102
 Full Name of Registrant #1
Bianne Chan
 Address of Registrant #1
58 Condon Court,
San Mateo, CA 94403

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/31/1985**

Signed: **Bianne Chan**

This statement was filed with the County Clerk of San Francisco County on **6/9/2016**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**
 Deputy County Clerk
 6/9/2016

6/16/16 + 6/23/16 + 6/30/16 + 7/7/16

ABANDONMENT OF FICTITIOUS BUSINESS

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) Tune-Up
 Located at **577 Hayes Street, Apt. A, San Francisco, CA 94102**

This fictitious business name was filed in the County of San Francisco on **May 9th, 2012** under file **2012-0343321**

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1
Leandra M. Rouse
577 Hayes Street, Apt. A
San Francisco, CA 94102

This business was conducted by a **AN INDIVIDUAL**

Signed: **Leandra Maile Rouse**

This statement was filed with the County Clerk of San Francisco County on **6/30/2016**.

Filed: **Fallon Lim**
 Deputy County Clerk
 6/30/2016

7/7/16 + 7/14/16 + 7/21/16 + 7/28/16

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) TuneUp Wellness
2.) TuneUp SF

Located at **577 Hayes Street, Apt. A, San Francisco, CA 94102**

This fictitious business name was filed in the County of San Francisco on **Oct. 2, 2015** under file **A-0367146-00**

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1
Leandra M. Rouse
577 Hayes Street, Apt. A
San Francisco, CA 94102

This business was conducted by a **AN INDIVIDUAL**

Signed: **Leandra Maile Rouse**

This statement was filed with the County Clerk of San Francisco County on **6/30/2016**.

Filed: **Fallon Lim**
 Deputy County Clerk
 6/30/2016

7/7/16 + 7/14/16 + 7/21/16 + 7/28/16





Access to Capital



Small-Business Grants for Women: 10 Go-To Spots

By Teddy Nykiel

If you're starting a business and need outside financing, it's natural to be wary of small-business loans. Why take on debt if you can get a grant that you won't have to repay?

But small-business grants for women — or men, for that matter — can be hard to come by. "There's not a pot of free money," says Michelle Somes-Booher, a business consultant at the Small Business Development Center in Madison, Wisconsin.

If you need business financing, two more likely options are business credit cards and small-business loans for women. The competition is fierce for small-business grants, and it takes a lot of time and effort to find them and complete the applications. However, if you're up for the challenge, the payoff can be worth it. Here are 10 places women entrepreneurs can look for small-business grants.

Federal small-business grants for women

The federal government offers some grants for small-business owners, but they're designated for very specific purposes, such as certain research and development projects or for businesses in rural areas. Government grants can't be used to cover startup costs or day-to-day expenses, and most aren't earmarked specifically for women.

1. Grants.gov

Grants.gov is a database of all federally sponsored grants. You can search for small-business grants here — just make sure you filter the results on the left side of the page to view grants specifically for small businesses.

2. InnovateHER Challenge

The U.S. Small Business Administration hosts an annual competition for businesses with a marketable product or service that positively affects women's lives. To participate, you must first enter and win a local InnovateHER Challenge to advance to the national semifinal round. The top three national finalists will win \$40,000, \$20,000 and \$10,000, respectively.

3. Small Business Innovation Research and Small Business Technology Transfer programs

The SBA facilitates these two competitive programs, which ultimately provide grants to small businesses that contribute to federal research and development. Eleven federal agencies, including the departments of Agriculture, Defense, and Health and Human Services, post grant opportunities on their websites. You can search all grant opportunities on the SBIR website.

State and local small-business grants

Because federal small-business grants are limited in number and often very competitive, you may have better luck looking for grants at the state and municipal levels. You'll have to do your own research to pinpoint specific grant programs in your area, but here are some places to look:



Image Credit: connectionsgroups.ning.com

4. Women's Business Centers

The SBA sponsors about 100 Women's Business Centers nationwide, designed to help women entrepreneurs with business development and access to capital. Some, such as the California Capital Financial Development Corp., lend money directly, while others simply help you find small-business grants and loans that you may qualify for.

5. Economic development agencies

Every state and many cities have economic development agencies focused on promoting a strong local economy. Even if the agency itself doesn't offer a small-business grant, it will likely be able to point you in the right direction.

6. Small Business Development Centers

There are hundreds of these SBA-sponsored centers around the country, typically housed at colleges and universities. SBDCs offer free, one-on-one business consulting. Set up a meeting with your local SBDC advisor, who will be able to tell you about grants and other business financing opportunities in your area.

Private small-business grants for women

Some private organizations and businesses have created national grant programs for women small-business owners. Here are two to look into:

7. Amber Grant

The Amber Grant Foundation awards \$500 to a different women-owned business every month. At the end of each year, one of the 12 grant winners is awarded an additional \$2,000. The application is relatively simple: Explain what your business is, describe what you'd do with the grant money and pay a \$7 application fee. The foundation's advisory board chooses the

winners, looking for women with passion and a good story.

8. Eileen Fisher Women-Owned Business Grant

Eileen Fisher, a women's clothing retailer, awards \$100,000 to up to 10 women business owners each year. To be eligible, women must make up at least 51% of your business's ownership and leadership, your business must have been in operation for at least three years, it must not exceed \$1 million in annual revenue, and it must be focused on environmental or social change.

Two other good possibilities for grants

These options aren't specifically for women, but they're good small-business grants to consider:

9. FedEx Small Business Grant

FedEx awards up to \$25,000 apiece to 10 small businesses annually. The application requires an explanation of your business, how you'd use the money, photos of your business and — this part is optional — a short video explaining your business. You don't need a FedEx account to apply.

10. Mission Main Street Grants

Chase Bank gives \$150,000 to 20 small businesses each year through its Mission Main Street Grants program. To be eligible, you must have been in business at least two years and have fewer than 100 employees, and the application includes answering five essay questions.

About NerWallet

Our mission:

We want to be the nerdy friend you can always count on to answer all of your money questions.

Most people don't have a tax expert or an investment guru on their friend list, making it tough to know where to turn. NerWallet aims to make great answers more readily available — so you can feel confident about the choices you make and save time and money.

When was NerWallet founded?

2009

How NerWallet began:

It all started with credit cards. Our CEO Tim was looking for a new card. He got some recommendations from friends, then he went online — where he found financial gibberish and too many websites that only wanted to sell him something. It was clear: Those websites were hiding consumer-friendly credit cards because they didn't pay the websites commissions. Tim figured that consumers deserved more — a site that offers straight talk and unbiased information — so he started NerWallet in his apartment. Several years later, Tim is surrounded by many other nerds, whose one and only job is to give consumers solid financial tools and information. We now cover banking, credit cards, education, health care, insurance, investments, mortgages, shopping and travel. (And we now work out of an office in San Francisco, not in Tim's apartment.)

What NerWallet does:

We hire nerds to analyze complex decisions, and we present what we find in a user-friendly way. Everyone else is trying to sell you financial products that are complicated and confusing. We get rid of the complexity and give you recommendations that are clear, unbiased and personalized.

Source: www.nerdwallet.com



DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/Timed Documentation
- Customized Reports Available

SMALL BUSINESS EXCHANGE

Contact us
795 Folsom Street, 1st Floor • San Francisco, CA 94107-4226
Phone: (415) 778-6250 • Toll Free: (800) 800-8534
Fax: 415-778-6255
sbe@sbeinc.com • www.sbeinc.com

Exports Fuel American Dream

Continued from page 1

ing the August 2014 U.S.-Africa Business Forum and she now serves as a member of EXIM Bank's Advisory Committee, a group of customers and stakeholders that advises EXIM on its service, operations, and competitiveness.

Additionally, CAI has received numerous awards including the U.S. President's 'E' Award for excellence in exporting, and the 2016 Export Achievement Award presented at the 90th Annual World Trade Week in Los Angeles.

Later this year, Kusum will meet with leaders in business and policy to present a paper on CAI's 80 MW power plant project in Benin, West Africa, which was built with the help of EXIM Bank, at the prestigious Power-Gen Africa conference in July.

Since 2009, EXIM has authorized more loans to help grow minority- and women-owned businesses than it did over the previous sixteen years combined - making it the fastest growing sector in the Bank's small business portfolio.

The Bank also has a business development team devoted to minority and woman-owned businesses (MWOB) which works exclusively with these businesses. They provide hands-on guidance to small businesses and MWOBs that wish to export and learn how to qualify for and access EXIM financing.

To find out more about EXIM Bank financing and its Minority-owned and Women-owned Business Group click here.

ABOUT EXIMBANK:

EXIM is an independent federal agency that supports and maintains U.S. jobs by filling gaps in private export financing at no cost to American taxpayers. The Bank provides a variety of financing mechanisms, including working capital guarantees and export credit insurance, to promote the sale of U.S. goods and services abroad. Almost ninety percent of its transactions directly serve American small businesses.

In fiscal year 2015, EXIM approved \$12.4 billion in total authorizations. These authorizations supported an estimated \$17 billion in U.S. export sales, as well as approximately 109,000 American jobs in communities across the country.

Small business exporters can learn how EXIM products can empower them to increase foreign sales by clicking here. For more information about EXIM, visit www.exim.gov.

About CAI

Company Overview

Mission

To provide outstanding custom-engineered solutions to clients in the Energy, Process and En-

vironmental industries for on-shore and off-shore applications.

Profile

With over 25 years of U.S. and international industry experience, CAI has emerged as a key EPC and equipment exporter whose initiative and achievements were recently recognized by President Barack Obama.

Today, CAI offers a wide array of packaged combustion and gas turbine-power generation systems, both skid-mounted and stationary for embedded generation, that are cost-effective and energy-efficient without compromising quality or effectiveness.

CAI's background and expertise in process and power generation systems, coupled with emerging technologies in renewable energy sources and environmental ecology, make it a single-stop provider of turn-key solutions.

CAI occupies a state-of-the-art 40,000-square-foot facility in Corona, California where all the engineering, manufacturing and testing takes place.

Design, Fabrication, Assembly, Testing and Remote Monitoring all under one roof.

Capabilities

CAI takes your concept and builds a system that adheres to your custom needs.

Complete "Turn-Key" Solutions consisting of:

- Design and Engineering
- Assembly and Testing
- Balance of Plant
- Sourcing and Manufacturing
- Start-up & Commissioning
- Operations & Maintenance
- Procurement
- Manufacturing
- Installation
- Training

A few of CAI's customized technical and commercial successes include:

- 80 MW power plant – a complete "greenfield" design. Engineering to installation and After-Service.
- Simple and combined cycle Spirit 1-10 MW packaged Gas Turbine Power Generation systems.
- Power generation systems for offshore application.
- Multiple-story skid-mounted systems for chemical, oil and food processing industries.

Source: <http://www.mbda.gov>