

SBE NEWS ALERT

A New Strategy to “Drive” Small Business Growth



By John Spears

Three years ago, entrepreneur Maurice Brewster made one of the best business decisions of his life: He signed his limousine company, Mosaic Transportation, up for IBM's Supplier Connection – a collaboration between small businesses and the supply chains of Fortune 500 corporations

It was a wise decision because small firms that enter the supply chains of major corporations grow their revenue by an average of 250 percent and their workforce by an average of 150 percent.

In three years, Maurice has signed contracts with seven major corporations, grown Mosaic from 20 to 46 employees, and tripled his annual revenues. His company had lost half of its business during the Recession, but now it is reaping record profits. Maurice credits this remarkable

turnaround to two things: he joined a corporate supply chain, and all seven of his new clients pay him up front with a corporate credit card.

Unfortunately, most Mosaic clients take far longer to pay; it took one company seven months to cut his check. Maurice says if every client paid him on time, he would expand tomorrow to New York and Los Angeles and create dozens of new jobs.

This is a common complaint from America's small business owners. Timely payments and the cost of working capital can make or break a small business. And these ingredients are essential to job creation and economic growth.

On July 11th, SBA Administrator Maria Contreras-Sweet joined President Obama at the White House to announce the launch of SupplierPay. It's a new project dedicated to giving America's entrepreneurs access to affordable, consistent working

capital. It's about paying them on time and keeping their interest rates low, so they can invest in new equipment, new products and new people.

Twenty-six major corporations have already signed up. They've pledged to shorten payment times or provide other creative financing solutions, so their small business suppliers have the confidence to hire more workers and expand their operations.

SBA will take the lead in recruiting additional corporations to join this endeavor. We have a great case to make, because SupplierPay is a win-win for small businesses and their corporate partners. Supply chains are often shared across an entire industry, so there's a

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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

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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

Computer Generated Reports

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

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

Seeking Qualified MBE, DVBE, DBE, WBE,
City of San Diego ELBE, SLBE Subcontractors

City of San Diego

**As-Needed Engineering Consultant Services:
2015-2017 for the Public Utilities Department
Contract No. H146292
Location San Diego, CA
Bid Date: September 3, 2014**

Trades: 237110 Water and Sewer Line and Related Structures Construction (construction management); 541310 Architectural Services; 541330 Engineering Services (civil, environmental, water/wastewater/recycled, traffic, soil/geotechnical, hydrogeological/geological engineering, materials, electrical/instrumentation and controls, mechanical, cost estimating, contracting); 541360 Geophysical Surveying and Mapping Services; 237120 Corrosion Protection (corrosion, coatings); 541370 Surveying and Mapping (except Geophysical) Services

RMC Water and Environment

10509 Vista Sorrento Parkway, Suite 205
San Diego, CA 92121
Phone: (925) 627-4135 • Fax: (925) 627-4101
Contact: **Sandy Bailey**
sbailey@rmcwater.com

Interested companies should email a brief statement of qualifications to sbailey@rmcwater.com

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

An Equal Opportunity Employer

Sub-Bids Requested From Qualified
DBE Subcontractors & Suppliers
**For Construction on State Highway In
Los Angeles County In Los Angeles
From Beaudry Avenue Undercrossing To
0.4 Mile North Of Pilgrimage Overcrossing
District 07 Route 101
Location: 07-LA-101-1.8/8.4
Contract No. 07-295504
Bid Date: 8/14/2014 @ 2:00 PM**

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

Chumo Construction, Inc.

14425 Joanbridge Street, Baldwin Park, CA 91706
Phone: (626) 960-9502 Fax: (626) 960-3887
Contact: **George Chumo**

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

An Equal Opportunity Employer



Kiewit Infrastructure West Co.

Requests sub-bids/quotes from qualified United States Small Business Administration (SBA) Subcontractor and/or Suppliers including Disadvantaged Business Enterprises (DBE), Women Business Enterprises (WBE) and/or Minority Business Enterprises (MBE's) listed & certified by the State office of Minority & Women's Business Enterprise Quotes seeking to participate in the SR 89 Mousehole Multi-Use Path and UPRR Undercrossing Bid.
Subcontractors and Suppliers for the following project:

**SR 89 Mousehole Multi-Use Path and UPRR Undercrossing Truckee, CA
CIP 60-03-38**

Owner: Town of Truckee

Bid Date: August 28, 2014 @ 2:00 P.M.

SBA Certified DBE, LBE or SBE Businesses wanted for the following items, including, but not limited to:

Aggregate Supply, Asphalt/Concrete Paving, Anti-Graffiti Coating, Concrete & Cement Supply, Concrete Barrier, Concrete Curb & Gutter, Concrete Pumping, Concrete Reinforcement Supply & Install, Concrete Work Misc., Clear & Grub, Electrical, Environmental Services, Erosion Control, Fencing & Gates, Fuel Supply, Hazardous Mat Management/Remediation, MOT /Traffic Control, Sanitation Facilities, Street Sweeping, Striping, Support of Excavation, SWPPP, Trucking & Hauling, and Water Truck.

Bonding, insurance, lines of credit 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, LBE or SBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Quotes are due NO LATER THAN August 27, 2014 at 5 PM.

Plans and specifications are available for viewing on our subcontractor/supplier website, SmartBidNet and on the Town of Truckee web site (www.townoftruckee.com). All subcontractors that are registered in our database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.

Kiewit Infrastructure West Co., 4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina victor.molina@kiewit.com OR

Kiewit Infrastructure West Co., 10121 SE Sunnyside Rd., Ste. 265, Clackamas, OR 97015

Attn: Chris Bottoms chris.bottoms@kiewit.com

100% Performance Bond and Payment Bonds are required for this project.

Equal Opportunity Employer

CA Lic. #433176

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Rt. 101 - Beaudry Ave. Replace PCC Pavt & AC OL

Los Angeles County, Caltrans Project #07-295504, Bid Date: August 14, 2014 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control, Prepare WPCP, Temporary Drainage Inlet Protection, Temporary Concrete Washout, Remove Fence, Remove Guardrail, Remove Marker, Remove Roadside Sign, Remove Asphalt Concrete Dike, Remove Concrete Pavement and Base, Cold Plane Asphalt, Concrete Pavement, Clear & Grub, Roadway Excavation, Rock Blanket, Wood Mulch, Check and Test Facilities, Pipe, Lean Concrete Base, Hot Mix Asphalt, Precast Jointed Concrete Pavement, Dowel Bar Retrofit, Spall Repair, Grind Existing Concrete Pavement, Aggregate Base, Structural Concrete, Minor Concrete, Joint Seal, Aluminum Sign, Roadside Sign, Slope Paving, Fence, MBGR, Vegetation Control, Stripe and Markers, Electrical, Construction/Equipment Rentals, Trucking, etc.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: www.dot.ca.gov/hq/esc/oe.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

C.C. Myers, Inc.



3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER

California Sub-Bid Request Ads

Sub Bids Requested From Qualified DBE and UDDBE Subcontractors & Suppliers for **City of Tracy - Reconstruction of Runway 12-30 and Taxiways B, D, & E, and the Runway/Taxiway Intersection**
Location: Tracy, CA
CIP 77037
Bid Date: August 12, 2014 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; Clearing & Grubbing; Demolition; Sawcutting; Grinding; Prime Coat; Aggregate/Asphalt Concrete; Striping; Precast; Electrical; and Trucking. 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: Dave Koerber
 An Equal Opportunity Employer

Sub Bids Requested From Qualified SBE and SF LBE Subcontractors & Suppliers for **Mission Bay Development Group - Mission Bay Block 36-39, X3 & Block 25**
Location: San Francisco, CA
Bid Date: August 12, 2014 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: Trucking; Concrete; Paving; Electrical; Traffic Control; Sawcutting; Striping; Grinding/Cold Planing; Sandblasting; Storm/Sewer TV; Fencing; Asphalt; and Underground.

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: Kevin Exberger
 An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:
State Highway in Alameda County at Castro Valley at Westbound 150th Avenue Off-Ramp
Contract No. 04-1SS054
Federal Aid Project No. ACNHP-5801-1(060)E
Engineer Estimate:
2,800,000 - 200 Working Days
Goal: DBE 11%
Bids: August 19th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Cold Plane, Clear & Grub, Roadway Excavation, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Asphalt Paving, AC Dike, Grinding, CIDH Piles, Structural Concrete, Reinforcing Steel, Sign Structure, Signs Roadside, Clean & Paint Steel, Concrete Curb & Sidewalk-Misc., Object Marker, MBGR, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP, Water Truck, Sweeper, Hazardous Substance Removal and Trucker.

Scope of Work: Construct soldier pile retaining wall.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact David Aboujdom 925-606-2400 david@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940
 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
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Small Business Exchange

The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

Look no further. We have them all in our database

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

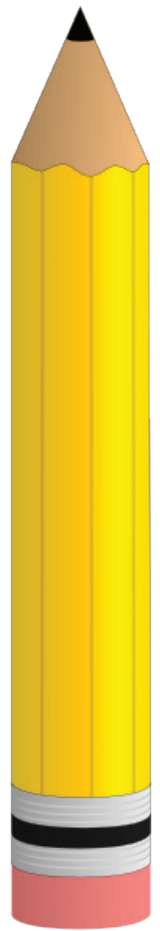
We have that, too.

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

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

We are on the move to make your business better.

Call 1-800-800-8534



A New Strategy to "Drive" Small Business Growth

Continued from page 1

positive spillover effect when capital costs are lowered. It reduces the price of goods and services. It allows investments in human capital that reduce preventable errors. It increases returns on cash and improves the overall stability of supply chains.

President Obama promised the American people he would use the power of his office to make progress on their behalf. Whether you're a limo company, an auto parts maker or an IT services company, getting paid faster and on more favorable terms is a surefire way to drive job growth and help put America on the road to a more prosperous future.

John Spears is the Director of Clusters and Skills Initiatives at the SBA.

Source: The Minority Business Development Agency (MBDA)

Public Legal Notices

UC SAN FRANCISCO MEDICAL CENTER

ADVERTISEMENT FOR BIDS (AFTER PREQUALIFICATION)

Subject to conditions prescribed by the University of California, San Francisco Medical Center, sealed bids for a CM at Risk contract awarded on the basis of Best Value competitive bidding are invited for the following work:

Ambulatory Care Center (ACC) 5th Floor Heart & Vascular Consolidation

**Project Number 13-782 /
Contract Number: CM0007**

UNIVERSITY OF CALIFORNIA, SAN FRANCISCO

Description of Work: Consolidate the UCSF-Parnassus Heart and Vascular services ambulatory programs into one location on the fifth (5th) floor of the Ambulatory Care Center (ACC) building. The project area is approximately 13,000 square feet. Approximately 10,000 square feet will be completely gutted and rebuilt for the Heart & Vascular Program; the remaining square footage will receive upgrades to finishes. The project includes clinical space comprised of exam rooms and cardiovascular testing and procedure rooms; patient waiting and reception area; academic and administrative offices; and staff support areas. The scope of work includes demolition; modifications to mechanical, electrical, plumbing, fire/life safety and environmental control systems; provision of conduit and cabling for communications connectivity and building controls. Tenant improvements include installation of lighting, casework, fixtures, signage and finishes. The estimated construction cost range for the project is \$4,500,000 to \$5,400,000

Procedures: Bidding documents will be available to Bidders on **Thursday July 31, 2014 at 10:00 AM** and will be issued from:

UCSF Documents, Media & Mail (UCSF-DMM)
1855 Folsom Street, Room 135
San Francisco, CA 94103
Contact Persons: Ben La (415) 476-5030 (9AM – 5PM)
Customer Service Line (415) 476-2054 (before & after working hours)
Fax No. (415) 476-8278

Bidding Documents can be viewed and may be ordered on line at the following website address:

<http://www.ucsfplans.com/>
Click "UCSF Medical Center" link

(The parking lot and facility entrance can be accessed from 15th Street. There is a 15-minute-Green Zone free parking available at this location for order pick-ups).

Only prequalified bidders will be allowed to submit a Bid on this project. The following bidders have been prequalified to bid on this project:

CM/Contractors

Dome Construction Corporation
Herrero Builders, Inc.
Level 10 Construction
XL Construction Corporation

Sealed envelopes containing the Bid Form(s) and the Bid Bond for CM at Risk Best Value, will not be accepted after 2:00 p.m., Thursday August 21, 2014.

Bid Form submittals will be opened/reviewed on **Thursday August 21, 2014, at 2:05 pm** for the sole purpose of determining the number and timeliness of bids and to announce the identity of all bids.

The Best Value Evaluation Questionnaire submittal will be received at 2:00 p.m. on **Thursday August 21, 2014**, at Office of Design and Construction, University of California, San Francisco Medical Center, 3333 California Street, Suite 115, San Francisco, CA 94118. Phone: (415) 885-7257. Sealed envelopes/receptacles containing the Best Value Evaluation Questionnaire submittal will not be accepted after 2:00 p.m. on **Thursday August 21, 2014**.

Bidders will be notified via facsimile at least 24 hours in advance, after the scoring of the Best Value Evaluation Questionnaire has been completed, of the date, time and location of the Bid opening. At that time the University will present Best Value Evaluation Questionnaire score summary and conduct a bid opening to determine the successful bidder.

Prior to the Bid Deadline and after bid opening, the University may establish a new Bid Deadline no earlier than 24 hours from the prior Bid Deadline, if no material changes are made to the bidding documents, and no earlier than 72 hours if material changes are made. In such event the University will, at a minimum, notify all persons or entities known by the University to have received a complete set of Bidding Documents and who has provided a street address and/or facsimile number for receipt of any written pre-bid communications.

MANDATORY PRE-BID/CLARIFICATION MEETING:

A mandatory pre-bid/clarification meeting will be conducted on **Thursday August 7, 2014**, beginning promptly at **8:30 AM**. Only those bidders who participate in the pre-bid/clarification meeting, in its entirety, will be allowed to bid on the project. Participants must arrive at or before **8:30 AM**. Persons arriving later than **8:30 AM** will not be allowed to participate in the pre-bid/clarification meeting. Participants shall meet at

Ambulatory Care Center (ACC), 5th Floor Lobby, 400 Parnassus Ave, San Francisco, CA. Bidders shall come prepared with questions concerning needed clarifications and shall only send their project manager, superintendent, or other construction professional intended to work on the project to attend this meeting. For further information, contact the University's Representative, **Carol Shea, at (415) 353-4089.**

Bid Security in the amount of 10% of the Anticipated Contract Amount shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

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

The lowest responsible bidder will be selected on the basis of the best value to the University.

The objective criteria and methodology used to determine Best Value are described in the Bidding Documents. The best value to the University is the selection resulting in the best combination of price and qualifications.

The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage rates at the location of the work. The work described in the contract is a public work subject to section 1771 of the California Labor Code.

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid:

License Classification:
GENERAL BUILDING CONTRACTOR

License Code: B

ANTICIPATED CONTRACT VALUE:
\$4,500,000

MAXIMUM ANTICIPATED CONTRACT VALUE: \$5,400,000

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA

University of California,
San Francisco Medical Center
July, 2014