

SBE TODAY

Volume 29, Edition 853

DIVERSITY IN ACTION - SBE is a certified DBE publication

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New High Tech Businesses Rely More Than Other Firms on Bank Loans

Advocacy Study Shows Women and Minority-owned Businesses Operate on Less Financing

In the current financial climate, new high-tech businesses rely more than other firms on outside loans and investments, while non-technology businesses owned by African Americans, Latinos, and women simply operate on less capital, says a report issued today by the U.S. Small Business Administration (SBA) Office of Advocacy. The report, called Access to Capital among Young Firms, Minority-owned Firms, Women-owned Firms, and High-tech Firms looks at how the changing financial environment affects new firms.

"We know that startup businesses with access to financing drive innovation, job creation, and economic growth," said Dr. Winslow Sargeant, Chief Counsel for Advocacy. "Policies that help close the financing gaps for minorities and women and for high-tech startups will benefit the whole economy."

The author, Alicia Robb, finds that minority firms in particular rely more on their own funds—and have less capital to start up and grow. High-tech businesses that rely on patents, copyrights, and trademarks also faced bank financing hurdles, possibly because their products rely on knowledge, which is harder for banks to assess than physical assets.

The report uses data from the Kauffman Firm Survey to look at new businesses' access to capital during the 2004-2010 period. African American and Latino owners of young firms are less likely than others with similar credit scores to have access to bank financing. During the financial crisis, women and minority owners of new startups were less likely to apply for credit, fearing loan denial.

The Office of Advocacy, an independent office that serves as the voice for small business within the federal government, sponsored the report. The full report is available on the Office of Advocacy website at <http://www.sba.gov/advocacy/7540>.

About Us

Created by Congress in 1976, the Office of Advocacy of the U.S. Small Business Administration (SBA) is an independent voice for small business within the federal government. Appointed by the President and confirmed

by the U.S. Senate, the Chief Counsel for Advocacy directs the office. The Chief Counsel advances the views, concerns, and interests of small business before Congress, the White House, federal agencies, federal courts, and state policy makers. Economic research, policy analyses, and small business outreach help identify issues of concern. Regional Advocates and an office in Washington, DC, support the Chief Counsel's efforts.

As the federal office responsible for examining the contributions and challenges of small businesses in the U.S. economy, we are constantly looking for answers to small business questions—those that intrigue researchers, challenge business organizations, enlighten policymakers, and vex small business owners. Reference materials published annually include small business profiles for each of the 50 states and U.S. territories, quarterly small business indicators, and The Small Business Economy report.

Advocacy attorneys work within the government, educating regulators about their obligation to consider how small entities will be affected by federal regulatory proposals. The Regulatory Flexibility Act (RFA) and Executive Order 13272 require federal agencies to determine the impact of their rules on small entities, consider alternatives that minimize small entity impacts, and make their analyses available for public comment. The Office of Advocacy gives small firm owners and their representatives opportunities to make their voices heard about rules that affect their interests. Annually, the Office of Advocacy helps small businesses save billions in regulatory costs.

Recognizing that state and local governments can be a source of burdensome regulations, the Office of Advocacy works with policymakers to bring regulatory flexibility to the states. Many states have enacted legislation or taken other steps to strengthen regulatory flexibility for small businesses. Giving small employers a voice early in the process is key to reducing the small business impact of state regulations while increasing regulatory compliance and passing on cost savings. Our Regional Advocates in the 10 SBA regions stand ready to hear from you about small business concerns and to help you level the playing field for small businesses in your state.

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REQUESTS FOR BIDS & SUB-BIDS

OWNER: East Bay Municipal Utility District

PROJECT #: 2066

PROJECT NAME: Pipeline Relocation, Schnitzer Steel

BID DATE & TIME: 05/15/13 @ 1:30PM

SUBMIT QUOTES BY: 05/15/13 @ 12:00PM

ENGINEER'S ESTIMATE: \$400K - \$600K (150 CD / \$2,500.00 per day LD

PARTICIPATION GOALS: 25% MBE / 9% WBE

Ghilotti Construction Company, Inc. is seeking certified MBE / WBE subs/suppliers. Scopes and supplies include **WELDED STEEL PIPE, AGGREGATE AND ASPHALT SUPPLIERS, HORIZONTAL BORING AND TRUCKING.** GCC is available to discuss breaking out any portion of work to encourage minority participation.

Mr. Steve Hanak (707/585-1221 or steveh@ghilotti.com) is the Estimator for this project and is available to provide you with assistance to clarify any questions regarding the scope of work, including interpretation of plans, specifications and requirements, bid preparation and obtaining bonds, lines of credit, insurance and any technical assistance. GCC may also assist in obtaining any necessary equipment, supplies, materials or related services. (Please note: G.C.C. may require Payment & Performance Bonds on all sub-contracts over \$25,000 per Ca. Public Contract Code Sect. 4108. G.C.C. will pay bond premiums up to 1 1/2% of contract cost. **G.C.C. is a UNION CONTRACTOR.** Any non-signatory subcontractors will be required to sign an agreement for trades covered under our agreements.)

Plans, specifications and project requirements may be reviewed at our office in Santa Rosa. They may also be obtained through **EBMUD @ <http://www.ebmud.com/current-construction-bids>**, local plan rooms, builder's exchanges, Dodge Scan or a GCC closer to your location as well as in trade publications such as Daily Pacific Builder or Daily Construction Services. Ghilotti Construction Company encourages the use of minority and women subcontractors and suppliers and considers such to be an important aspect of the project. We are an equal opportunity employer.

FINE LINE CONSTRUCTION
Is Requesting Sub-Bids from Certified DVBE
Subcontractors and Suppliers for:

**Cesar Chavez ES Modernization Project
SFUSD Project #11497 - This is a Non-PLA
BID DATE: May 8, 2013 @ 2:00 PM
Est. Cost: \$6,500,000**

Trades Needed (but not limited to): SITE CONSTRUCTION, CONCRETE, METALS, WOOD AND PLASTICS, THERMAL AND MOISTURE PROTECTION, DOORS AND WINDOWS, FINISHES, SPECIALTIES, EQUIPMENT, FURNISHINGS, SPECIAL CONSTRUCTION, CONVEYING SYSTEMS, MECHANICAL, ELECTRICAL, AND HAZARDOUS MATERIALS.

Bids should be faxed to our fax at (415) 512-7688. Plans can be obtained through ARC-Northern CA bid services; All Northern CA Builders Exchanges; Asian Inc.; EBidboard; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builders; Reed Construction Data; or the Sub-Hub

This is a Prevailing Wage Project and use of the on-line Elation Labor Compliance Program will be utilized.

******Bid Bonds and/or Payment & Performance Bonds may be required. Fine Line Construction is signatory to the Carpenter's and Laborer's Agreements. Successful Subcontractors will be expected to execute a standard Fine Line Construction Subcontract Agreement.**



A Joint Venture in Association with LANITY Lin

**Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700**

Procurement opportunities through Skanska-Shimmick-Herzog
will be diverse and ongoing.

Please visit: www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers for:

**San Francisco Unified School District
Yick Wo Elementary School Modernization Project No: 11513,
Project located at : 2245 Jones Street,
San Francisco CA 94133**

Bid Date: May 14, 2013 at 2:00 PM

Trades: Hazmat Demolition, Concrete, Eartwork, Paving, Drilled Pierces, Metals, Casework, Roofing, Doors, Windows, Resilient flooring, Tile, Epoxy flooring, Acoustical, Painting, Electrical, HVAC, Plumbing.

JUV Inc.

1616 Franklin Street Suite # 203 • Oakland, CA 94612

(510) 836-1300 • Fax (510) 836-1301

Contact: **David Gruzman** • Email: david@juvinc.com

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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**San Francisco Bay Trail - Martinez Intermodal to Crockett
Contra Costa County
East Bay Regional Park District Contract No.
10-12-601
BID DATE: May 2, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Survey, Fencing, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Construction Area Signs, Clearing & Grubbing, Geocomposite Drain Mat, Erosion Control, Planting, Geosynthetic Pavement Interlayer, AC Dike, Cold Planing, Geogrid, Soldier Pile Wall, Steel Pile, Precast Concrete Lagging, Precast Concrete Panel, Roadside Signs, Rock Slope Protection, Minor Concrete, Survey Monument, Striping and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone:

510-526-3424 • FAX: 510-526-0990

Contact: **Russ Hague**

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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.

Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

www.sbeinc.com

REQUESTS FOR BIDS & SUB-BIDS

Shimmick/Obayashi/FCC, JV is a prequalified Prime Contractor seeking quotes from certified Small and Disadvantaged Business Enterprises (SBE & DBE) Subcontractors/Suppliers for the following project:

**Regional Connector Transit Corridor Project,
RFP No. C0980
The Los Angeles County
Metropolitan Transportation Authority**

This is a Design/Build project that will create a 1.9 mile light rail line from 7th and Flower Street to 1st St. and Central Avenue that connects to the existing Metro Blue, Expo and Gold Lines.

**Proposal due date and time: June 18, 2013 @ 2:00pm
Subcontractor and Supplier Quotes must be received by June 7, 2013 @ 2:00pm**

A complete set of the RFP package is available in DVD/CD, for complete information please go to the following website: <http://www.metro.net/projects/connector/>. If you are interested in participating in the upcoming project please email regionalconnector1@shimmick.com or check out our website <http://www.regionalconnector.com/index.php> for additional information.

Subcontractors/Suppliers Requested for, but not limited to, the following: Landscaping & Irrigation, Site Demolition, Trackwork, Reinforcing Steel, Hazardous Materials Handling, Storm Drain & Utilities, Shoring & Excavation, Structural Steel & Misc. Metal, Masonry, Thermal & Moisture Protection, HVAC, Elevator & Escalator, Fire Protection, Curb & Gutter (Flatwork), AC Pavement, Site Instrumentation & Monitoring, Striping, Trucking, Fence & Gate, Flooring, Painting & Coating, Station Signage, Station Misc. Steel, Architectural Precast Concrete, Station Glass, Metal Roofing, Siding and Louvers, Station Doors, Concrete Suppliers, Aggregates, and Railroad Materials.

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

SOF, JV

**16481 Scientific Way • Irvine, CA 92618
Phone (949) 333-1500, FAX (949) 333-1510**

Subcontractor understands and agrees to comply with the Project Labor Agreement (PLA) between the LACMTA and the Los Angeles/Orange County Building and Construction Trades Council and with the LACMTA Construction

Careers Policy (CCP). The Project Labor Agreement and the LACMTA Construction Careers Policy are available at <http://www.metro.net/about/pla/>

100% Performance and Payment bonds with a surety company acceptable to of SOF, JV are required of subcontractors. SOF, JV will pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SOF, JV Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions-subcontract draft copy available upon request. Subcontractor must provide insurance coverage for their work as required by the Prime contract or SOF, JV minimum-whichever is greatest. SOF, JV's minimum insurance requirement is: General Liability \$1M-Per Occurrence/\$2M-Agg/\$2M-Completed Operations; Excess Liability \$5M; Auto Liability \$1M; Workers Comp & Employer Liability \$1M. SOF, JV'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. SOF, JV requires that Subcontractor and Supplier price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**San Francisco Bay Trail - Martinez Intermodal to Crockett
Contra Costa County
East Bay Regional Park District Contract No. 10-12-601
BID DATE: May 2, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Survey, Fencing, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Construction Area Signs, Clearing & Grubbing, Geocomposite Drain Mat, Erosion Control, Planting, Geosynthetic Pavement Interlayer, AC Dike, Cold Planing, Geogrid, Soldier Pile Wall, Steel Pile, Precast Concrete Lagging, Precast Concrete Panel, Roadside Signs, Rock Slope Protection, Minor Concrete, Survey Monument, Striping and Construction Materials

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Contact: Russ Hague

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PHOENIX ARIZONA SUB-BID REQUEST AD

SKANSKA

Sub-Bids Requested From Qualified DBE
Subcontractors & Suppliers

**Terminal 4 - South Apron Reconstruction
Project No. AV08000071FAA**

**Location: Sky Harbor Airport, Phoenix, AZ
Bid Date: Tuesday April 30, 2013**

Trades include, but are not limited to: Bituminous Surface Course, Portland Cement Concrete pavement – 18 inch depth, Structural Portland Cement Concrete, Pavement Markings with Type III Glass Beads, Pavement markings without Glass Beads, Temporary Pavement Markings without Glass Beads, Trench Drain catch Basin, Trench Drain 12 inch, Bollards 8 inch Dia Type A, Trucking, Saw & Seal, Dumpsters, Toilet – A Company, Construction Survey and Layout, 2-Person Survey Crew, 1-Person Survey Crew, Survey Manager (RLS), Contractor Quality Control, Construction Traffic Control & Security, Furnish & Deliver Airfield Sign Panels, CPM Schedule & Updates, Remove Concrete Pavement (Thickness Varies 18-24 inches), Remove AC Pavement, Remove Slotted Drain, Remove Concrete Foundations and Hardstands, Remove Reinforced Concrete Pavement (Thickness Varies 18-24 inches)

Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies

**Skanska USA Civil West Rocky Mountain
Division Inc.**

**Contact: Sue Frederick
14050 N 83rd Ave, Suite 280
Peoria, AZ 85381**

**Ph: 623-487-5200 • Fax: 623-487-5220
Email: sue.frederick@skanska.com**

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Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 45,000,
SBE reaches a diverse audience,
cutting across ethnic and gender lines as
well as traditional industry segments.

**Call 1-800-800-8534
or visit us at www.sbeinc.com**



REQUESTS FOR BIDS & SUB-BIDS

RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBE's) for the following project:

**San Francisco Bay Trail - Martinez Intermodal to Crockett
Contra Costa County**

EBRPD Project No. 148500 Federal Project No. HPLUL-6075(017)

DBE Goal: 4%

Engineer Estimate: \$4,624,000 - 200 Working Days

Bids: May 2nd, 2013 at 2:00pm

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Cold Plane, Clear & Grub, Landscaping, Hydroseeding, Erosion Control, AC Dike, Grinding, CIDH Piles, Precast Concrete Girders, Signs Roadside, Concrete Curb & Sidewalk Misc., Fencing, Survey & Historical Monument, Thermoplastic Traffic Stripe & Marking, Painted Traffic Stripe & Marking, Surveyor, SWPPP Planning and Trucker.

Scope of Work: Trail restoration including earthwork, landslide repair, rock slope protection, soldier pile retaining walls, drainage, aggregate base, asphalt pavement, erosion control, and Hydroseeding.

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 from the East Bay Regional Park District, 2950 Peralta Oaks Ct., Oakland, CA 94605 (510) 544-2301. Contact Derrick Woods 925-606-2400 for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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SKANSKA

Sub-Bids Requested From Qualified DVBE/SBE Subcontractors & Suppliers

**For Construction on State Highway in Riverside County near Idyllwild and Palm Desert
from Hurkey Creek Bridge to 0.5 mile West of Morris Ranch Road and from 0.2 mile West of
Pinyon Drive to 1.4 miles South of Cahuilla Way**

District 08 on Route 74

Contract No.: 08-1C4304 • DVBE/SBE Goal

Bid Date: May 2, 2013 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside and the Caltrans website:
http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Traffic Stripe, Portable Changeable Message Signs, Hot Mix Asphalt, Tack Coat, Lead Compliance Plan, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe (Sprayable), Pavement Marker, Asphalt Trucking, Cold Plane Asphalt Concrete Surfacing.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DVBE/SBE companies for this project. All interested subcontractors, please indicate all lower tier DVBE/SBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. 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. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email: Tom.Mehas@skanska.com

DIVERSITY OUTREACH SERVICES

- ★ **Win the Bid**
- ★ **Achieve Goals**
- ★ **Demonstrate Good Faith Efforts**

Outreach Professionals

- Review and analyze specific requirements to ensure compliance with regulations
- Provide customized reports upon request
- Quick turnaround to ensure deadlines are met efficiently

An Outreach Standard

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

One Location... Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "Pro-Net" listed businesses (nationwide)
- SBE maintains businesses certified by more than 50 local agencies