

## 2.5 Million Small Businesses Are Owned by American Military Vets



Image by skeeze from Pixabay

[ Article was originally posted on [www.smallbiztrends.com](http://www.smallbiztrends.com) ]

By Michael Guta

According to the latest U.S. Census Bureau's survey of small business owners, there are 2.52 million veteran majority-owned businesses in the U.S.

The data comes from a report by the U.S. Small Business Administration's Office of Advocacy which shows 99.9% of these businesses are classified as small businesses. This is not to say these businesses don't contribute to the economy in a big way.

In the same report the, SBA reveals veteran owned small businesses employ more than 5 million people in the U.S. Additionally, they generated revenue of \$1.14 trillion, an annual payroll of \$195 billion and they represent 9.15% of all U.S. businesses.

### Veteran Owned Business Stats

When it comes to individual states, the top states by the number of firms and sales are:

- California (252,377) (\$135.1 billion),
- Texas (213,590) (\$109.9 billion),
- Florida (185,756) (\$57.7 billion),
- New York (137,532) (\$55.8 billion), and
- Pennsylvania (97,969) (\$50.3 billion).

Even though the numbers are impressive, there are a few industries that dominate the businesses veterans own. Close to 30% of all these businesses are in two

industry groups: construction and the professional, scientific and technical services group.

The biggest share goes to finance and insurance at 13.2%, followed by transportation and warehousing 12.1%, and construction at 11.4%. The remaining segments are wholesale trade 22.9%, retail trade 19.5%, and manufacturing at 12.3%.

As to how veterans are starting their business, they initiate their enterprise by themselves. And more often than not, when they do so, 57% of them are home-based businesses, which is around 5% higher than the rest of the population.

In terms of employment, the majority of veteran-owned employer firms are small with 54.5% having one to four employees. Only 9% have 20 or more employees and 3.2% have more than fifty workers in their company.

### Supporting Veteran Entrepreneurs

The good news is veterans get support from public and private organizations when it comes to encouraging their entrepreneurial journey. This is not to say they can't use more resources, because they can.

If you are a veteran looking to start or grow your business, there are many resources available to you. The SBA's "Boots to Business" program, is one such resource.

The program is offered by the Small Business Administration (SBA) with introductory courses and follow-on support. It is particularly helpful because it provides the necessary resources as vets transfer to civilian life.

Another great resource for vet entrepreneurs is SCORE. On its site, you will find everything from mentors, which is what the organization is known for, to funding options entrepreneurship resources and much more.

As a vet, you should get started with a mentor on SCORE. These are volunteers who want nothing but the best for you as you embark on your entrepreneurial journey. Even if your business has been up and running for some time, you can find mentors to help you.

### Veterans Business Outreach Centers (VBOCs)

The VBOC is an all-around resource center for vets and their spouses who are looking to start a business. It provides business training, counseling and mentoring services for vets who want to launch, buy or grow their businesses.

You can find the nearest VBOC to you here <https://www.sba.gov/local-assistance/find/>

The good news is you have many resources available to you as a vet. Before you jump directly to opening a business, find out what is available to you because of the service to your country.

Take your time, find out what benefits you qualify for and then use these resources to better ensure the success of your small business.

If you are a vet, thank you for serving and good luck on all your future entrepreneurial ventures.

**SOURCE:** <https://smallbiztrends.com/2019/11/veteran-owned-business-stats.html>



# California Sub-Bid Request Ads



Requests quotes from qualified and certified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

### Subs

Striping & Signage, Demolition, Asphalt Paving, Clear & Grub, CIDH, Biologist, SWPPP Prep, Erosion Control, Landscape, Reinforcing Steel, AC Dike, Cured In Place Pipe, Rumble Strips, Monument Sign, Bridge, Abandon Culverts, Guardrail, Asphalt Grinding, Construction Area Signs, Fencing, Electrical, Minor Concrete, Minor Concrete Structures, Sign Structures, Underground Work, Trucking, Water Trucks, Sweeping

### Suppliers

CSP & RCP, HMA Material, RHMA Material, Tack Coat Material, Concrete, Aggregate, Misc. Metals, Traffic Control Materials, Erosion Control Materials,

## FOR CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY FROM MARYSVILLE ROAD TO THE YUBA RIVER BRIDGE

In District 03 On Route 20

Contract No. 03-0A5704 Federal-Aid Project ACNH- P020 (191E)

DBE Goal 13%

**REVISED BID DATE December 5, 2019 @ 2:00 p.m.**

All Quotes Due Prior to Bid Date

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

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

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

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

Sub-Bids Requested from qualified **DBE** Subcontractors and Suppliers For:

**PROJECT NO. P2-122**

**HEADWORKS MODIFICATIONS AT PLANT 2  
FOR GWRS FINAL EXPANSION**

Owner: Orange County Sanitation District (OCS D)

Location: Huntington Beach, CA

**Bid Date: December 17, 2019 @ 11:00 A.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](mailto: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:

Demolition, Controlled Low Strength Material, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Miscellaneous Metals, FRP Fabrications, Sealants, Painting & Coatings, ID Devices, Equipment, Pre-Engineered Canopy, HVAC, Electrical and Instrumentation

**Plans and Specifications:** You may obtain a free download through OCS D's Vendor Portal at <http://www.planetbids.com/portal/portal.cfm?CompanyID=14058#>. 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.



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Local Small Business (LSB), Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**MARKET STREET ENTRY CANOPIES  
BART CONTRACT NO. 15LK-140**

**Bids: 12/03/2019 @ 2pm**

**LSB GOAL - 23%**

The work includes but is not limited to: Selective Structure Demo; Hazmat Abatement; CIP & Portland Cement Conc; Rebar; Unit Masonry; Mtl Welding; Str St; Mtl Decking; Metal Fab; Decorative Metal; Wood, Plastics & Composites; Ro. Carp.; Plastic Fab; Glass Fiber Molded Grating; Thermal & Moisture Protection; Roof / Deck Insulation; Modified Bituminous Roofing; Overhead Colling Grilles; Glazing; Finishes; Plaster & Drywall; Tile; Terrazzo Flooring; Painting; Graffiti-Resistant Coatings; Specialties; Signage; Real-Time Information Display; Bird Control Devices; Fire Prot / Plumbing / HVAC; Electrical; Lighting; Communications; Electronic Safety & Security; Earthwork; Dewatering; Controlled Density Fill; Shoring & Underpinning; Excavation Support & Protection; Ext Improvements; Asphalt & Conc Paving; Utilities; Support & Protection of Utilities; Trenching & Backfilling for Utilities; Storm Drainage Utilities.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested LSB, MBE, WBE certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested LSB/MBE/WBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

## SBE OUTREACH SERVICES

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

### Advertisements

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

### Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

### Telemarketing

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

### Computer Generated Reports

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

### Contact Info:

**795 Folsom Street, 1st Flr, Room 1124**

**San Francisco, CA 94107**

**Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)**

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

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

**Fax: (415) 778-6255**

**Publisher of  
Small Business Exchange  
weekly newspaper**



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ERIC ALLRED  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**SIDEWALK & BIKE LANE IMPROVEMENTS ON  
STANTON AVENUE FROM CASTRO VALLEY  
BOULEVARD TO MIRAMAR AVENUE,  
EDEN TOWNSHIP, ALAMEDA COUNTY**  
Specification No. 2368  
MBE Goal - 15% WBE Goal 5%  
OWNER: COUNTY OF ALAMEDA  
951 Turner Court, Room 300, Hayward,  
CA 94545

**REVISED BID DATE:  
DECEMBER 10th, 2019 @ 2:00 P.M.**

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

**ADJUST IRON, CLEARING AND GRUBBING/  
DEMOLITION, COLD PLANE, CONSTRUCTION  
AREA SIGNS, ELECTRICAL, FENCING, LAND-  
SCAPING, MINOR CONCRETE, MINOR CON-  
CRETE STRUCTURE, ROADSIDE SIGNS, SLURRY  
SEAL, SOUNDWALL (MASONRY), STRIPING,  
SURVEY/STAKING, UNDERGROUND, WALL  
(MSE).**

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 and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. 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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need MBE/WBE 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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the MBE/WBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVALING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ERIC ALLRED  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**CALTRANS ROUTE 880 -  
CONSTRUCTION ON STATE HIGHWAY IN ALAM-  
EDA COUNTY IN FREMONT AT VARIOUS LOCA-  
TIONS FROM 0.1 MILE NORTH OF AUTO MALL  
PARKWAY OVERCROSSING TO 0.1 MILE SOUTH OF  
FREMONT BOULEVARD OVERCROSSING**  
Contract No. 04-2J8104,  
Federal Aid Project No. ACIM- 8801(086)E  
Disadvantaged Business Enterprise Goal  
Assigned is 14%

OWNER: STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidder's Exchange, MS 26,  
Sacramento, CA 95816

**BID DATE: December 3, 2019 @ 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:

**AC DIKE, CONSTRUCTION AREA SIGNS, CONSTRUCTION SITE MANAGEMENT, CPM SCHEDULING CONSULTANT, CRASH CUSHION, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MISC. IRON AND STEEL FRAME COVER & GRATE, ROADSIDE SIGNS, ROADWAY EXCAVATION, STRIPING, SWPPP/ WATER POLLUTION CONTROL PLAN PREPARATION, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TREE REMOVAL/TRIMMING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) 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 and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. 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](http://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](http://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 PREVALING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL  
STATE OF CALIFORNIA DGS CERTIFIED DVBE  
SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED  
SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES  
FOR THE FOLLOWING PROJECT:

**MARINA MIDDLE SCHOOL MODERNIZATION  
SAN FRANCISCO, CA  
SFUSD Project #11894  
BID DATE: December 17, 2019 @ 2:00pm  
ESTIMATE: \$16,000,000**

Trades needed but not limited to: HazMat and Demolition, AC Paving, Site Utilities, Site Concrete, Rebar, CL Fences, Ornamental Fences, Gates, Operator, Roofing, Sheet Metal, Insulation Metal Spandrel Panels, Electrical, Misc. Metals, Casework, Visual Display Units (marker & Tack Boards), HM Doors, Frames, Hardware, FRP/Aluminum Doors, Glass, Glazing, Aluminum, Translucent Skylights, Architectural Window Films, Coiling Counter Grilles, Vapor Testing, Resilient Flooring, Epoxy Mosaic Comp Flooring, Urethane Cement Comp. Flooring, Gypboard and Metal Studs, Gypsum Plaster, Ceramic Tile, Acoustic Ceilings, Painting, Insulation, Food Service Equipment, HVAC, Plumbing, Fire Sprinklers, Pavement Markings, Fire Stopping, Joint Sealants, FRP Paneling, Access Doors, Signage, Toilet Accessories and Compartments, Corner Guards, Flag Poles, AV Equipment Supports, Flammable Storage Cabinets, Exterior Basketball Equipment.

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S  
AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS  
AN EQUAL OPPORTUNITY EMPLOYER

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# California Sub-Bid Request Ads



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**MUNI METRO EAST BOILER AND HVAC REHABILITATION PROJECT (REBID)  
CONTRACT NO. 1309R  
SAN FRANCISCO, CA**

**BID DATE: December 5, 2019 @ 3:00pm**

**ESTIMATE: \$3,400,000**

**CONTACT:**

**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

Trades needed but not limited to: Site Work, Demolition, Concrete, Concrete Reinforcement, Cast-in-Place Concrete, Structural Steel, Painting and Coating, Mechanical, Plumbing, Electrical

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM OR ELECTRONICALLY UPON REQUEST. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO  
THE CARPENTER'S AND LABORER'S  
COLLECTIVE BARGAINING AGREEMENTS  
AN EQUAL OPPORTUNITY EMPLOYER



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**CLAIRE LILIENTHAL SCHOOL 3-8 (SCOTT CAMPUS) SOIL IMPROVEMENT & RESTROOM INTERIM HOUSING  
SAN FRANCISCO, CA  
SFUSD Project #11901**

**BID DATE: December 3, 2019 @ 2:00pm**

**ESTIMATE: \$2,700,000**

**CONTACT:**

**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

Trades needed but not limited to: Concrete, Concrete Reinforcing, Rough Carpentry, Joint Sealants, Steel Frames, Wood Doors, Door Hardware, Lath, Gypsum Plaster, Gypsum Board, Hardwood Strip Flooring, Acoustic Insulation, Painting, Plumbing, HVAC, Electrical, Earthwork, Paving, Hazmat

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE  
CARPENTER'S AND LABORER'S  
COLLECTIVE BARGAINING AGREEMENTS  
AN EQUAL OPPORTUNITY EMPLOYER



**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Greg Souder

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Place lean concrete base, HMA & HMA-0  
and electronic toll system  
Hwy 880 Fremont  
Caltrans #04-2J8104**

**BID DATE: December 3, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Temporary High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Hydroseed, Compost, Wood Mulch, Lean Concrete Base, AC Dike, Tack Coat, Adjust Inlet, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Alternative In-Line System, Pavement Marking, Electronic Tolling System, Electrical, and Construction Materials

Greg Souder (510-809-3430 [gsouder@ocjones.com](mailto:gsouder@ocjones.com)) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

## 3 Tips for Product Development Success

Developing and launching a new product requires research, resources, and a determination to follow through despite roadblocks and setbacks. If you have a product idea, how can you better ensure your development efforts goes smoothly and the end result is a win for your company?

While product development comes with varying levels of complexity depending on the type of

product you plan to create, several key ingredients for success remain universal.

### Focus on What Your Market Needs.

Ask your current and prospective customers what their needs are and what features and functionality would make your product attractive to them. Also research what influences their buying decisions, what price points they will bear, and how they prefer

to buy products. Take all of this into consideration as you flesh out your product's design.

As you work through the development process, share your early stage plans and prototypes with your existing and potential customers. Give them license to express whether the product's attributes are meeting their needs and expectations. Not

■ **Continued on page 5**



# Success Stories

## Pot and Pantry, San Francisco



Donna Suh Wageman

### Offering new Bay Area “foodie” options

#### BACKGROUND

Pot & Pantry is a recently opened, woman-owned business that specializes in new and niche kitchenware and local artisan foods. Pot & Pantry Owner Donna Suh Wageman has created a unique marketplace where people can buy or sell high-end vintage kitchen equipment, cookware, accessories and tasty treats.

#### CHALLENGES

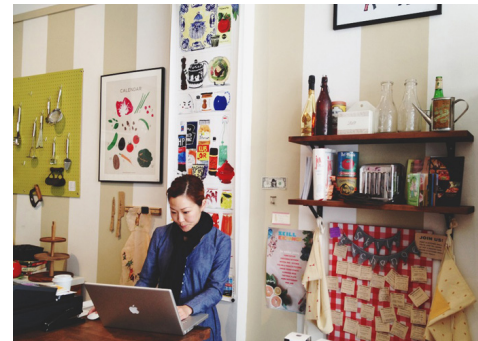
Donna Suh Wageman contacted the San Francisco SBDC in late 2009 to work on her business plan and to obtain financing to start her business.

#### ACTIONS

Donna’s past experience working for Williams Sonoma inspired her to create a company to serve San Francisco’s large and young “foodie” community, people with great taste but limited resources to meet their voracious culinary needs. Used clothing stores like Buffalo Exchange provided a great business model, but Donna needed to develop a plan specifically focused on San Francisco’s unique culinary landscape. For answers, Donna turned to the San Francisco SBDC.

Donna worked with a SBDC Business Advisor who reviewed her business plan and identified holes in her market research, marketing and growth strategies, and financial forecasting.

An SBDC marketing consultant helped Donna create a marketing plan to address the culinary needs of both older and younger customers. Upon completion of her marketing plan, an SF SBDC financial consultant helped Donna to



prepare a 5-year financial plan which helped her among other important metrics to determine the capital needed to start up her business.

After Donna completed her financial plan, an SF SBDC loan consultant helped her to identify sources of capital guided her throughout the loan application process.

#### RESULTS

Pot & Pantry opened for business in late 2010 and obtained an SBA Community Express Loan for \$15,000. Pot & Pantry has already been featured in several media outlets including 7x7, NBC Bay Area and Daily Candy.

**SOURCE:** <https://www.sfsbdc.org/story/657>

## 3 Tips for Product Development Success

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only discuss the functional component, but also the aesthetic aspects, too.

Learn What Your Competition is Doing Right—and Wrong.

Explore in what ways your competitors’ products are satisfying customers’ needs and in what ways they’re falling short. This will help you determine what your product could offer to add value to the customer and stand out in the marketplace.

Create a Sound Product Strategy.

This requires going beyond identifying the features and functionality your product needs. Developing a strategy involves painting a picture of what you want to achieve, setting goals, and creating a roadmap for fulfilling your objectives.

A few of the questions you’ll want to answer as you form your strategy will include:

- What are your sales goals?
- How will you market your product?
- What distribution channels will you focus on?

Besides these high-level steps in the product development process, you’ll have to address many other considerations before launching your product, too. If you need help with product development, there are firms and consultants that you can hire to assist you. Another option is requesting free guidance from a SCORE mentor. SCORE mentors have experience in a wide variety of industries and in all aspects of starting and growing a business.

#### Preparing to Launch

SCORE and leading entertainment and lifestyle retailer HSN are partnering to help entrepreneurs across the U.S. succeed in their product launch efforts. The partnership leverages HSN’s experience in finding and elevating talented entrepreneurs and SCORE’s success as a resource for mentoring, workshops and business tools. It provides business owners with entrepreneurial guidance, educational opportunities and the experience of exploring new business ventures.

According to SCORE’s CEO, W. Kenneth Yancey, Jr. “The collaboration allows our two or-

ganizations to share information, resources and business proficiency in new ways that will elevate and empower existing small businesses as well as budding entrepreneurs seeking professional guidance so they can go out on their own.”

If you’re an aspiring entrepreneur or small business owner, contact SCORE for more information about the services available to help you start and grow your business. With free mentoring, workshops, and programs like those in partnership with HSN, SCORE ensures you are not alone in your business journey.

*Since 1964, SCORE “Mentors to America’s Small Business” has helped more than 10 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 11,000 volunteer business mentors in over 320 chapters serve their communities through entrepreneur education dedicated to the formation, growth and success of small businesses. For more information about starting or operating a small business, call 1-800-634-0245 for the SCORE chapter nearest you. Visit SCORE at [www.score.org](http://www.score.org).*