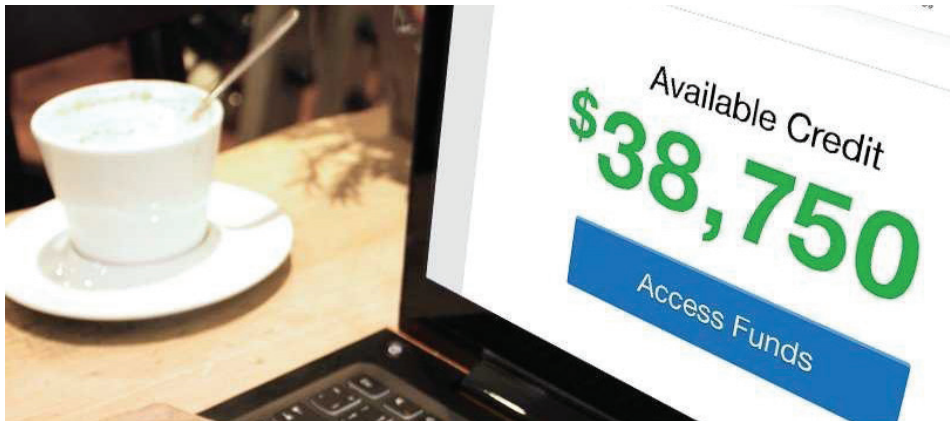


## The Rise of Online Business Lending and What to Look Out For



By Marco Carbajo

Small businesses are the lifeblood of the U.S. economy, and financing is the viability of a small business. Small business owners rely on business financing to fuel their growth, to purchase new equipment, hire additional staff, and invest in new opportunities.

Unfortunately, major financial institutions are not lending in amounts under \$1 million like they were pre-recession, which means they aren't lending much to small businesses. "While large business loans have soared to record levels, small business lending is losing ground," writes Ann Marie Wiersch, a senior policy analyst in the Community Development Department at the Federal Reserve Bank of Cleveland.

In response, a rise in online business lending is sweeping over the small business lending space. In a recent Federal Reserve survey 18% of small business owners reported looking for capital online with a 38% approval rate, compared to a 31% approval rate at large national banks. A new genera-

tion of online lenders is surfacing with the promise of an efficient, streamlined application process with quick turn-round (turnaround?) times and higher approval rates.

With online business lending a small business borrower fills out an online application, which generally takes 30-60 minutes. They get a response within hours and can be funded in a matter of days. This process is an attractive solution for small business owners who on average spend 26 hours on the traditional loan process and wait weeks or even months for an answer from a bank.

Many online business lenders use technology to evaluate the risk of a business differently from traditional lenders. For example, online business lenders may access a company's online payment transactions and cash flow via their bank accounts or analyze other digital data points to review a business.

Although online business lending offers speed, convenience, and the opportunity to get funding fast, there are important factors small business owners need to look out for.

These factors include but are not limited to the following:

- **Terms of repayment** – Online lenders provide business owners with a variety of repayment terms. Depending on the lender, the short-term business loans may range from 3 to 24 months while the long-term loans range from 1-5 years. It's also important to note that methods also vary depending on the lender. Some online business lenders require a fixed amount to be paid on a daily or weekly basis via ACH, while others require a traditional monthly payment.
- **Interest rates** – Online business loans tend to have higher interest rates compared to traditional bank loans. Look for online lenders offering competitive interest rates, and keep the loan amount small. Instead of paying thousands of dollars in interest, find a loan with a good interest rate. Although the rates

■ Continued on page 3

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Fax: (415) 778-6255

Publisher of  
Small Business Exchange  
weekly newspaper

Merry  
Christmas

# California Sub-Bid Request Ads

## Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136  
 Phone (408) 574-1400 • Fax (408) 365-9548  
 Contact: Paul Brizzolara  
 Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM QUALIFIED SBE SUBCONTRACTORS/ SUPPLIERS/TRUCKERS FOR:

**Downtown San Jose and City Hall  
 BRT Stations Contract**

**Contract No.: C837 (15313)**

**Owner: Santa Clara VTA**

**Engineers' Estimate: \$1,200,000.**

**BID DATE: January 8, 2016 @ 2:00 PM**

Items of work include but are not limited to: Electrical, Striping, Construction Area Signs, Minor Concrete, Clearing, Grubbing, Trucking, Slurry Seal and Traffic Control.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

## D'Arcy & Harty Construction, Inc

(415) 822-5200 Phone • (415) 822-0747 (Fax)  
 Estimator : [willie@darcyhart.com](mailto:willie@darcyhart.com)

**Adeline Drive and Canyon Road Capacity Improvement Project  
 Burlingame Hills Sewer Maintenance District  
 San Mateo County, CA**

Certified DBE sub-bids requested for Saw-cutting, Trucking, Traffic Control and Paving.

Please contact Willie if you have any questions.

Bids: December 22, 2015 at 2.30 pm

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

## MIRAMAR CLEARWELL IMPROVEMENTS

**Owner: City of San Diego**

**Location: San Diego, CA**

**Bid Date: January 21, 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](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, Dewatering, Geotextiles, AC Paving, Disinfection, Decorative Stone Surfacing, Geomembrane, Ornamental Fence, Chain Link Fences and Gates, Landscaping, Reinforcing Steel, Ready-Mix Concrete, CLSM, Structural Steel, Steel Roof Decks, Miscellaneous Metals, Waterproofing, Insulation, Roofing, Sheet Metal, Sealants, Steel Doors/Frames/Hardware, Overhead Doors, Unit Skylights, Glazing, Metal Framing and Drywall, Ceramic Tiles, Acoustical Tile Ceilings, Resilient Floor Tile and Base, Painting and Coatings, Signage, Metal Lockers, Fire Extinguisher Cabinets, Toilet and Bath Accessories, Equipment, Laboratory Casework, Pre-Fabricated Combustible Liquid Storage Building, Hoists/Cranes/Bridge Cranes, HVAC, Electrical and Instrumentation, Cathodic Protection System, Fire Alarm System.

Plans and Specifications are available from: City of San Diego's website: <http://www.sandiego.gov/cip/>. Plans and Specifications are also available for review in the office of the City Clerk or Public Works Contracts. 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.

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101 San Jose - Morgan Hill**

**Resurface and Repair Flexible Pavement, PCC Slab**

**Caltrans #04-1J6304**

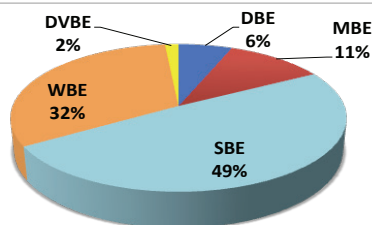
**BID DATE: January 12, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Storm Water Annual Report, Sweeping, Cold Plane AC, Asphalt Treated Permeable Base, Base Bond Breaker, AC Dike, Geosynthetic Pavement Interlayer, Shoulder Rumble Strip, AC Dike, Tack Coat, Drill and Bond (Dowel Bar), Spall Repair (Polyester Concrete), Individual Slab Replacement (RSC), Grinding, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Concrete Barrier, Striping & Marking, Loop Detector 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 through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

## AUDIENCE PROFILE

Small Business Exchange, Inc.



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

# California Sub-Bid Request Ads

## RGW Construction, Inc.

Contractors License A/B 591940

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

An Equal Opportunity Employer

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

**State Highway in Santa Clara County in Morgan Hill and San Jose from East Dunne Avenue to 0.9 Mile North of Silicon Valley Boulevard**

**Contract No. 04-1J6304**

**Federal Aid Project No. ACNHP-Q101(283)E**

**Engineer Estimate: \$22,100,000.00**

**Goal: DBE 8%**

**Bids: January 12th, 2016 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to):** Fabric & Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Demolition, Roadway Excavation, Erosion Control, Aggregate Base, Asphalt Paving, AC Dike, Grinding – AC Concrete, Structural Concrete, Concrete Curb & Sidewalk Misc., Object Marker, MBGR, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Detector, SWPPP, Water Truck, Sweeper, Trucker, Storm Drain (Underground), Spall Repair ( Polyester Concrete).

**Scope of Work:** Resurface and Repair Flexible Pavement, PCC Slab Replacement.

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/](http://www.dot.ca.gov/hq/esc/oe/). Contact Andy Eldridge 925-606-2400 [andrew.eldridge@rgwconstruction.com](mailto:andrew.eldridge@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.



Looking for  
Subcontractors, Vendors,  
and Suppliers?

Call 1-800-800-8534

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**Advertise your Sub-Bid Requests  
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With a monthly readership of 75,000,  
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## RGW Construction, Inc.

Contractors License A/B 591940

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

An Equal Opportunity Employer

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

**Industrial Park Recycled Water Project CIP#15-10**

**Engineer Estimate: \$5,000,000 –wd's**

**Bids: January 21st, 2016 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to):** Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Erosion Control, Asphalt Paving, Grinding, Reinforcing Steel, Clean & Paint Steel, Concrete Curb & Sidewalk-Misc., Fencing, Thermoplastic Traffic Stripe & Marking, Painted Traffic Marking, Surveyor, SWPPP, Water Truck, Sweeper, Trucker, Electrical and Jack & Bore.

**Scope of Work:** Installation of 12 in. recycled water transmission pipeline, connection to existing irrigation systems at parks, Two 6,000 gal., hydro-pneumatic tanks air charging stations. Drainage facilities, abandoning and existing pipelines, connections to existing facilities.

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

Plans and Specs may be acquired at <http://ciplist.com/plans/?Woodland/city/13872> or view& copy at our office or Contact Mark Bosio 925-606-2400 [mark.bosio@rgwconstruction.com](mailto:mark.bosio@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.

## Online Business Lending

### Continued from page 1

offered online are higher compared to bank loans, they are typically lower than options such as merchant cash advances.

- **Security** – When you apply for a business loan online, it requires you to furnish sensitive data, such as a Social Security number, business information and bank account details. Look for encryption or security measures on the site such as SSL (Secure Socket Layer) encryption and privacy measures – which should be disclosed on the website.

With banks maintaining a tight grip on loans, more and more business owners are turning to online business lending and non-traditional lines of credit for their financing needs. While online business lending has its place in the alternative lending landscape; it's crucial for small business owners to do their due diligence and research.

Online business lending can be an attractive and viable option. But, hiding behind the flashy websites, impressive videos, and the promise of instant funding, are pricey products that can quickly get a business into trouble if they are not used in the correct way.

Source: [www.sba.gov](http://www.sba.gov)

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PDF version of the  
latest SBE Newspaper and SBE Newsletter**



# California Sub-Bid Request Ads



## Kiewit

**Kiewit Infrastructure West Co.**

4650 Business Center Drive Fairfield, CA 94534

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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Biological Nutrient Removal (BNR) Project in Elk Grove, CA.

<http://www.epa.gov/> / <http://www.sba.gov/> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Biological Nutrient Removal Project – Contract No. 4208**

**Owner: Sacramento Regional County Sanitation District**

**Bid Date: February 11, 2016 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Asphalt Paving, Aggregates, Carpentry, Casework, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Tilt-up Concrete, Clear & Grub, Grouting, Dewatering, Access Doors, Frames & Windows, Electrical, Equipment, Grading, Finishes, Flooring, Fire-Suppression Systems & Protection, HVAC, Masonry, Metals, Maintenance of Traffic (MOT), Paintings & Coatings, Plumbing, Piping & Valves, Process Interconnections, Quality Control, Security & Fire Detection Systems, Shoring, Signage, Specialties, Street Sweeping, SWPPP, Support of Excavation, Thermal & Moisture Protection, Cathodic Protection, Pre-Manufactured Canopies, Metal Buildings, Earthworks, Bridge Cranes, Steel Joist, Steel Roof Decking, Structural Steel Framing, Joint Sealant, Sheet Metal Flashing and Trimming, Trucking & Hauling.

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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business 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**

**January 15, 2016 and**

**Quotes NO LATER THAN January 19, 2016 at 5 P.M.**

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 to be able to receive bidding information, Plans and Specifications.

Performance Bond and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

Clean Water State Revolving Fund Provisions apply Buy American Iron & Steel (AIS) requirements apply

**An Equal Opportunity Employer**

CA Lic. #433176

DIR#1000001147



## Kiewit

**Kiewit Infrastructure West Co.**

4650 Business Center Drive Fairfield, CA 94534

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

Requests bids from qualified subcontractors, consultants and suppliers to participate in Bridge Deck Replacement of the Tuolumne River Bridge in Tuolumne County

**Construction on state highway in Tuolumne County near**

**Moccasin from 0.3 mile west to 0.3 mile east of the**

**Tuolumne River Bridge**

**Owner: Caltrans**

**Contract No. 10-0L9704**

**Bid Date: Thursday, January 14, 2016 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[http://www.dot.ca.gov/hq/bep/dbe\\_program.htm](http://www.dot.ca.gov/hq/bep/dbe_program.htm)

Certified by California Unified Certification Program wanted for following scopes, including, but not limited

AC paving, aggregate supply, grading, bridge bearings, structural concrete, precast concrete, minor concrete, concrete supply, concrete pumping, concrete reinforcing, concrete barriers, demolition, erosion control, hazardous abatement, hydroseeding/hydromulch, joint sealant, MOT, metals, metal beam guard rail, painting & coating, pavement marking, AC paving, SWPPP, bridge railing, signage, striping, trucking & hauling, thermal & moisture protection, sweeper truck

**Subcontractor and Supplier Scope Letters due**

**NO LATER THAN January 8, 2016 Quotes and**

**Proposals due by January 13, 2016 at 5 p.m.**

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

All subcontractors registered in Kiewit's SmartBidNet database will receive an invitation to bid Visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register

Plans are available for viewing through SmartBidNet and by appointment during regular business hours at:

**Kiewit Infrastructure West Co.,**

4650 Business Center Drive Fairfield, CA 94534

Contact: Victor Molina at [victor.molina@kiewit.com](mailto:victor.molina@kiewit.com)

Documents are also available on the Caltrans website at: [http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/10/10-0L9704/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/10/10-0L9704/)

Performance bonds and Payment bonds for subcontractors and supply bonds for permanent materials supply maybe required for this project. Cost of bond will be reimbursable.

All contractors and subcontractors who bid or work on a public works project must be registered with the California Department of Industrial Relations

**An Equal Opportunity Employer**

CA Lic. #433176

DIR# 1000001147

## 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.

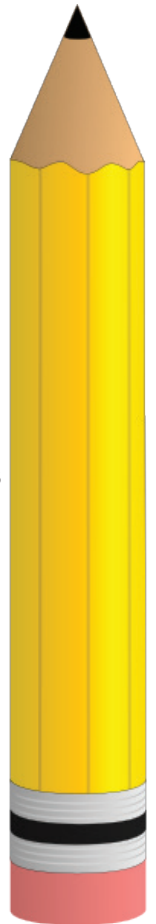
*Look no further. We have them all in our database*

Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, 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**