

## SBE News Alert

### Look South for your Next Customer!



Are you a minority business enterprise? Look south for your next customer! Secretary of Commerce Penny Pritzker announced the Look South initiative in January. The initiative is a U.S. Commerce Department-led, federal effort to encourage entrepreneurs like you to do business with our Free Trade Agreement (FTA) partners in Latin America. The 11 FTA economies are Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, and Peru.

Minority business enterprises have great opportunities in looking south for their next customer, since MBEs are more likely than non-minority-owned firms to export, five times more likely to conduct business in languages other than English, and typically possess cultural knowledge and business acumen that enables breaking into the global market more efficiently and effectively.

That is why the Minority Business Development Agency (MBDA), in collaboration with the International Trade Administration (ITA) and other federal agencies, are working to encourage greater export activity among the nation's 5.8

Continued on page 4

#### What is Look South?

Look South is a coordinated federal government effort led by the U.S. Department of Commerce to help more American companies "Look South" to do business with Mexico and the United States' 10 other Free Trade Agreement (FTA) partners in Latin America. These 11 economies – Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, and Peru – all have a rapidly growing base of middle-class consumers and diversifying industries. The Look South Initiative will help businesses across the country explore these markets, learn about emerging opportunities, and tap into federal programs that can help companies get deals done.

## SMALL BUSINESS EXCHANGE

### SBE OUTREACH SERVICES

With half a 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 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.

**Call Toll FREE for more information: 800-800-8534**

# BIDDING OPPORTUNITIES

Requesting Sub-bids from Qualified  
SBE/DVBE/MBE/WBE/OBE  
Subcontractors for:

**RFP NO. 90186 / CASUALTY AND BONDS  
INSURANCE BROKERING SERVICES /  
INSURANCE RELATED CONSULTING SERVICES  
Los Angeles Department of Water & Power  
Friday, February 28, 2014**

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

**Wells Fargo Insurance Services USA, Inc.**  
Angela Kechichian  
15303 Ventura Blvd., 7th Flr • Sherman Oaks, CA 91403  
Ph: (818) 464-9324 • Fax: (866) 475-9866

**Candlestick Point in San Francisco  
Opportunity to Perform  
ENVIRONMENTAL ASSESSMENT  
during the development of  
CANDLESTICK POINT in San Francisco.**

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform environmental assessment for

Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7728>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting:  
**February 26th at 10:00 AM**

**Candlestick Park Conference Room  
450 Jamestown Ave  
Room #397**

**San Francisco, CA 94124**

Proposals must be submitted by  
March 13, 2014 @ 2:00 PM (PST).

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**200 6th St Mixed Use Affordable Housing  
Project Loc.: 200 6th St  
San Francisco, CA 94124  
Bid Date: March 27, 2014 at 2:00p  
Start Date: September 2014  
(Duration 24 months)**

This project includes 67 affordable housing units. This is a prevailing wage project.

SBE/LBE/MBE/WBES are encouraged to bid. Local LBE goals apply

This project also has a 50% local hiring requirement.

If interested in bidding this work please contact June Gilmore via email @june@jerocorp.com

**JAMES E. ROBERTS-OBAYASHI CORP.**

20 Oak Court, Danville, CA 94526  
925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

JUV Inc is seeking Bids From all qualified Subcontractor and Suppliers Certified DVBE, DBE, SBE, MBE & WBE firms for the project listed below:

**Miraloma Elementary School Modernization  
SFUSD Project # 11511  
Project Located at**

**175 Omar Way, San Francisco CA 94127  
Bids Due: March 18, 2014 at 2:00 PM**

**Local Hire Policy and PLA Agreement  
are part of this project.**

**Trades:** Hazmat Demolition, Concrete, Eartwork, Paving, Metals, Casework, Roofing, Doors, Windows, Resilient flooring, Tile, Epoxy flooring, Acoustical, Painting, Electrical, HVAC, Plumbing, Exterior Portland Cement Plaster, Interior Gypsum Plaster, Gypsum Board, Wood Floor Treatment, Elevator,

100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED

JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM

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

**Demolition, Mass Grading  
and Surcharge Project  
Candlestick Point Redevelopment  
Sub-Phase CP-01  
Stage 1**

**San Francisco, California**

**Owner: CP Development Co., LP  
c/o Lennar Urban**

**Engineers' Estimate: \$25,000,000  
BID DATE: March 4, 2014 @ 2:00 PM**

All items of work are available to SBE firms, particularly these: Trucking, Clear & Grub, Survey, Water Truck, Erosion Control, and Chain Link Fence.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 100% payment and performance 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.

**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)

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**Storm Water Pump Station #5 Project  
Advertisement**

**Mission Bay Development Group, LLC**

is seeking Contractors for the

**Storm Water Pump Station #5 Project.**

**Scope of work for this project includes** demolition, storm drain, sewer, deep excavation, structural concrete, electrical, and mechanical work.

This project has a 50% SBE/LBEs goal. One electronic set of bid documents will be distributed to each interested Contractor.

Please contact **Cathy Serrano of Townsend Management, Inc.**, at (415) 355-6644 to pick up a set. A pre-bid conference will be held at 410 China Basin Street, San Francisco, CA on **Thursday, March 13, 2014 at 10:00 AM.**

REQUEST FOR SBE/San Francisco Based SBE (Priority SF Zip Codes 94124, 94107, 94134)  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Demolition, Mass Grading and Surcharge Project - Candlestick Point Redevelopment  
Sub-Phase CP-01, Stage 1 • San Francisco, CA  
BID DATE: March 4, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Fencing & Gates, Dust Control Plans, Asbestos Plans, Erosion Control, Hydroseeding, HDPE, Surveying, Clearing & Grubbing, Building Demolition & Abatement, Utility Demolition, Import Borrow and Construction Materials

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

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

Contact: **Jean Sicard** • An Equal Opportunity Employer

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 SBE and local participation. Plans & Specs are available for viewing at our office.

**SMALL BUSINESS EXCHANGE**



# Sixth Street Viaduct Replacement Project

**Meet the Team:** **SKANSKA Stacy and Witbeck**  
*A Joint Venture*

## About the Project

The City of Los Angeles is replacing the existing Sixth Street Viaduct over the Los Angeles River and U.S. 101. The 3,500-foot long Viaduct was constructed in 1932, but in the last 80 years concrete elements of the Viaduct have cracked and deteriorated as a result of an internal chemical reaction known as ASR. Skanska-Stacy and Witbeck a Joint Venture (SSW) will construct a Viaduct replacement to current standards utilizing a unique design by HNTB. SSW was selected as the CM/GC for the project.

**Date:** Friday, February 28, 2014

**Time:** 7:00am - 9:30am

(Registration 7:00am-7:30am, refreshments will be provided)

**Location Adjacent to:** 670 Mesquite St. Los Angeles, CA 90021 (in parking lot, see attached map)

## Subcontracting Opportunities

SSW is looking for qualified DBE firms in the following areas:

Traffic Control, Street Sweeping, Water Truck Service, Construction Surveying, Building Abatement & Demolition, Trucking, Concrete Flatwork (Streets), AC Grinding, AC Paving, Concrete Removal (curb, gutter, sidewalk), Rental (Light Plants, Generators, Rental (Light Equipment), Rental (Traffic Control), Tenant Improvements, Refuse Bins, Sanitary Facilities, Traffic Signal, Street Lighting, Tree Removal and Planting, Concrete Sawcutting, Janitorial Services, Reprographic Services

**To RSVP Contact:** Joe Hernandez, SSW Community Liaison, [RSVP4SSW@JHCAgency.com](mailto:RSVP4SSW@JHCAgency.com)

# BIDDING OPPORTUNITIES

We are requesting quotes from all qualified certified SBE/MBE/WBE, and other Subcontractors/Suppliers for the following project

**Project Name:**

**Construction of East Contra Costa BART Extension Project Trackwork, Systems, and Facility Finishes**

**Contract #: 04SF-130**

**Owner: San Francisco Bay Area Rapid Transit District (BART)**

**Bid Close: March 18, 2014 at 2pm**

**Subcontractor Bids: Submit bid to our Alameda Office no later than Friday, March 14th**

**Trades requested but not limited to:** Land Surveying, Traffic Control Structural Concrete, Flatwork Concrete, Reinforcing Steel, Joint Sealant, Roofing, Doors, Windows / Glass and Glazing, Drywall, Flooring / Ceiling, Painting, Signage, Platforms and Buildings, Specialties, Elevators, Retractable Folding Gangway, Bridge Cranes, HVAC, Electrical, Communications, Train Signaling, Fire Protection Plumbing, Fence, Utilities, Flash Butt Welding, Wayside Sign, Fare Collection, Precast Architectural Concrete, AC Paving, Earthwork, CIP Concrete Barrier, Trucking, Pavement Marking, Structural Steel, and Miscellaneous Metals.

**Stacy and Witbeck / Amoroso / MRS, a Joint Venture**

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Contact: **Deane Allin**, 510-748-1870

2800 Harbor Bay Pkwy.

Alameda, CA 94502

Email: Dallin@stacywitbeck.com

Plans and specifications for this project, along with bid package, and bid instructions are available for download at our Box.com site. Please follow this link <https://stacywitbeck.box.com/ebarttrackandsystems> Please download and read instructions to bid.

Subcontractors with a contract value over \$500,000 must provide a performance and payment bond with a surety company subject to approval by Stacy and Witbeck / Amoroso / MRS, a Joint Venture. Please call with questions or for assistance regarding bonding. This project has a Project Stabilization Agreement (PSA).

**TAFT ELECTRIC COMPANY,**  
1694 EASTMAN AVENUE, VENTURA, CA 93003

Contact: **Tim Herrera**

Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified union DBE businesses for the following project:

**HSIPL-54505 (079)**

**Bid No. ENG-13-14-C4011**

**Project No. C4011**

**Location: Golden Valley Rd/Robert C Lee, Via Princessa/Vista Del Canon,**

**Bouquet Canyon Rd/Central Park**

**APPROXIMATE PROJECT VALUE: \$650,000.**

**BID DATE/TIME: 3/05/14 @ 11:00am**

**SEEKING:** Water Pollution Control and Implement Best Mgmt Practices, Traffic Control, Remove and Replace Concrete (curb, gutter, sidewalk and Spandrel), Signing and Striping, Truncated Domes, Landscaping, Pavement and Modify Traffic Signal

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disabled Veteran Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

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**CALTRANS #04-3A8704**

**Retrofit Bridge, Replace Bridge, And Construct Emergency Access Lane. In Contra Costa County and Near Martinez From Arthur Road Undercrossing To 0.5 Mile North Of Mococo Overhead**

Brosamer & Wall, Inc. is requesting quotes from all qualified Subcontractors and Suppliers including certified DBE firms for the following items of work, including but not limited to:

**Asphalt AC Dike, Bridge Removal, Cellular Concrete, CIDH Concrete Piling, Clearing/Grubbing, Concrete Supplies, Construction Area Signs, Corrugated Steel Panel, Dewatering, Drill and Bond Dowels, Earthwork Grading and Paving, Earthwork, Electrical Signal and Lighting, Geo-synthetic Materials Supply, Health and Safety Plan, Hot Mix Asphalt, Lead Compliance Plan, Lumber Structures, Metal Fabrication, Misc. Metal, Non-Storm Water Discharge Control, Painting (Steel), Permanent Concrete Barrier, Piling, Portable Concrete Barrier (K-Rail), Railings & Barriers, Reinforcing Steel (Rebar), Roadway Signs, Sawcutting, Street Sweeping, SWPPP, Temp and Permanent Erosion Control, Temp Chain Link Fence, Temporary Timber Matting, Temporary Traffic Control, Temp Crash Cushion Module, Traffic Stripe & Pavement Markings, Trucking, Vegetation Control, Water Pollution Control, Water Pump Bypass Systems.**

Brosamer & Wall, Inc. will work with interested subcontractors to identify opportunities to break down items into economically feasible packages.

Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please call Robert Rosas at (925) 932-7900. Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596. Brosamer & Wall, intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages

**Brosamer & Wall, Inc.**

1777 Oakland Blvd Suite 110

Walnut Creek, CA 94596

Phone: 925-932-7900 • Fax: 925-279-2269

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## Look South for your Next Customer!

### Continued from page 1

million minority-owned and managed firms. Through nationwide MBDA Business Centers and ITA's U.S. Export Assistance Centers, minority-owned firms have access to financing, market analysis, technical assistance and other services to help expand their reach.

Currently, 58 percent of U.S. firms export to only one country, usually Canada or Mexico. However, companies with two to four export markets have average export sales of \$1 million compared to just \$375,000 for exports to one country. South America markets are ripe for upside growth. More than half of all America's FTA partners are in Latin America and these countries are enjoying a rapid growing middle class and economy.

Additionally, these FTA partners have shown increased demands for U.S. products, as well as stable and growing business environments. Doing business in these rapidly growing Latin American markets is now easier than ever. Under the FTAs, U.S. firms enjoy benefits such as low or zero tariff rates for exported products, improved business environment for services and government procurement, reduced market access barriers, and forecasted economic growth. Reports show that 40 percent of all American exports are to Latin America, hence why the region is among the best U.S. trading partner. For example, Mexico is our second-largest trading partner, with U.S. exports to the country reaching in excess of \$2 billion in 2012.

For more information, visit the Look South web portal at [www.export.gov/looksouth](http://www.export.gov/looksouth) or email [looksouth@trade.gov](mailto:looksouth@trade.gov).

**Source: The Minority Business Development Agency (MBDA)**