

## Freedom for SMB's: What the 4th of July Means to Small Business Owners



The 4th of July is here – it's the right time for businesses to reflect upon their success and appreciate the freedom they enjoy.

While freedom is the most basic human right every American cherishes in their daily life, it's often underappreciated by the business owners. According to The Freedom Report, high-freedom companies have been found to have dramatically outperformed the competition in terms of financial results, innovation and long-term success.

Small business owners can leverage freedom as an effective tool to grow their entity. Rather than imposing their own ideas, they can empower employees by allowing them to make their own decisions and operate at their full potentials. That's freedom at its best and a win-win.

For example, as a business owner, you can increase your employees' choices about what projects they want to work on, and reward high performers with additional responsibilities of their interest.

However, employees aren't the only stakeholders who should relish the power of freedom in the small business ecosystem — your customers, suppliers and communities also play a key role in enabling your freedom, helping you grow and succeed. This is precisely why the 4th of July offers us a unique opportunity to acknowledge the role of our nation and business stakeholders, and cherish our precious freedom.

### Thanking Customers for Helping You Succeed

Americans celebrate Independence Day by showing their respect and gratitude for the US soldiers who dedicate and sacrifice their lives to protect the freedom of the civilians. In the same vein, small businesses across the country can express gratitude to customers who help the small business ecosystem flourish and stay committed to your entrepreneurial freedom.

Gratitude is infectious! Here is a couple of ways small business owners can share their respect for their customers and acknowledge their efforts.

### Make it Personal with a Card or a Call

There are numerous ways to thank your customers for their unflinching support to your business. However, nothing beats the powerful impact of a handwritten card or a personal call. When you take out time to express your thanks in writing, it not only makes your customers feel special but helps you stand apart from the competition as well. Alternatively, when you give them a personal call and tell them how much you appreciate their commitment, it takes your customer relationship quotient to a whole new level.

### Give a Shout-out on Social Media

While a personal letter or call is the most intimate way to thank your customers this Independence Day, you can use social media platforms to give a shout-out. You can either create a well-designed card or create a short video. Be sure to share the post with them so they know you have gone the extra mile.

### Host an Open House for Customers

An open house is a great idea to socialize with your community members, potential customers and business associates. It's an opportunity for your prospects to meet you in person and learn more about your products, services and offers. Likewise, an open house with an Independence Day theme can help you attract interested customers and find out what they want. To encourage them to attend your open house, consider adding fun elements such as raffle prizes to the first few customers.

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## 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



## Kiewit

Kiewit Infrastructure West Co.  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • norcal.bids@kiewit.com  
Fax: 707-439-7301

Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the City of Fremont Warm Springs BART West Access Bridge and Plaza Project in Warm Springs, CA.

[http://www.alamedact.org/app\\_pages/view/8080](http://www.alamedact.org/app_pages/view/8080)  
Subcontractors and Suppliers for the following project:

**Warm Springs BART  
West Access Bridge and Plaza Project  
Owner: City of Fremont  
Bid Date: August 1, 2017 @ 2:00 P.M.**

**Local Business Enterprises (LBEs)**

wanted for the following scopes, including, but not limited to: Aggregates, AC Paving, Bird Control Devices, Cast in Place Concrete, Precast Concrete, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Concrete Accessories, Concrete Washouts, Canopy, CIDH, CCTV, Clear & Grub, Demolition, Dewatering, Elevators & Escalators, Elastomeric Bearing Pads, Earthwork, Erosion Control, Electrical, Falsework, Fencing & Gates, Fire Alarm & Detection System, Fire Suppression, Fire-stopping, Finishes, Non-Shrink Grouting, HVAC, Hydro-seeding, Instrumentation and Controls, Joint Protection, Landscaping, Masonry, Metal Doors and Access Doors, Metals, Metal Decking, Metal Wall Panels, Modified Bitumen Roofing, Lime Treatment, Openings, Pavement Markings, Painting and Anti-Graffiti Coating, Piling, Piping, Plumbing, Quality Control, Safety Specialties, Site Furnishings, Structural Steel, Station Identification Pylons, Sheet Metal & Flashing, Shoring, Signage, Site Clearing, Street Sweeping, SWPPP, Synthetic Turf, Tiling, Thermal & Moisture Protection, Trucking & Hauling, Vibration Monitoring, Utility Structures, Waterstops, Wayfinding System, Wire-Mesh Barrier Screens and Water Truck.

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 Alameda County Transportation Commission (CTC) certified LBE/SLBE/VSLBE 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 Quotes**

**are due NO LATER THAN July 31, 2017 at 5 PM.**

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, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Prevailing Wages apply.

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## GOLDEN GATE CONSTRUCTORS

5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Bob Williams  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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

**Terminal 1 Boarding Area B Project –  
Bid Package 4.1 –  
Trade Package TP#31 Site Demolition,  
Earthwork & Paving**

**Owner: City and County of San Francisco  
c/o Austin – Webcor, a Joint Venture  
BID DATE: July 11 2017 @ 2:00 PM**

Items of work include but are not limited to: Temporary Erosion Control Installation, Maintenance and Removal. Pavement, Slab and Footing Demolition. QC/QA Testing, Sawcutting, Water Truck Rental, Street Sweeper Rental, Trucking, Survey, Traffic Control, Shuttle Services, Striping Removal & New Striping Installation. MBGR, Misc Metals, Fixed and Removable Bollards, Class II Contaminated Material Off Haul Including Dump Fees, Soil Stabilization Fabric. Haul and Dispose of Asphalt Concrete Containing Petromat, Haul and Dispose of California Hazardous Material at Class I Landfill, Haul and Dispose of Non Hazardous Materials at Landfill.

Plans, specifications and bid documents (including the Project Labor Agreement, LBE forms, and local hire requirements) may be downloaded from the project's BuildingConnected site. Please send a request to view these documents to [estimating@graniterock.com](mailto:estimating@graniterock.com) so that we may email you the link. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Subcontractors are encouraged to contact GGC Estimating with questions regarding bonding assistance, 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, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. This will be a prevailing wage job. GGC intends to work cooperatively with all qualified firms seeking work on this project.

**We are an Equal Opportunity Employer**



REQUEST FOR SUBCONTRACTOR  
& SUPPLIER BIDS

Faris Construction Company is bidding on the following project as a prime contractor:

**LAC+USC Medical Center  
Modular Chiller Plant  
Spec #: 7450 CP#: 87383  
Owner: County of Los Angeles  
Dept of Public Works**

Faris Construction Company is seeking bids from qualified Community Business Enterprises (CBEs) for the following trades:

- Earthwork
- Micro Piles
- Landscaping
- Steel Fabrication
- Steel Erection
- Painting
- Electrical

Interested firms should contact **Richard Faris** at [estimating@farisconstruction.com](mailto:estimating@farisconstruction.com) or by phone at **760.433.4500** or by fax at **760.433.4595**

Informational assistance is available regarding obtaining any necessary bonding, insurance or lines of credit related to the requirements of the work.

## Freedom for SMB's

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**Earn This: Celebrating Your Accomplishments**

The 4th of July is a great occasion to honor American military personnel who dedicate their lives to protect the freedom of their fellow countrymen. It's also a great time to be inspired by their spirit and celebrate your own entrepreneurial endeavors, which have played a part in contributing to the small business ecosystem and the American economy. You're a part of the tribe that, according to the U.S. Small Business Administration (SBA), represent 99.7 percent of all employer firms, generate 64 percent of new jobs, and pay 44 percent of the total private payroll in the country.

Whether you're a multi-level marketing (MLM) professional or SaaS start-up owner, cherish the freedom that can empower you to do great things in the years to come, and celebrate the small milestones you have crossed to get this far!

SOURCE: <http://bentoforbusiness.com>

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# California Sub-Bid Request Ads



**LENAX-MARRS JV**

3700 Wilshire Blvd., Suite 560  
Los Angeles, CA 90010  
Phone: 213.637.9146 • Fax: 213.637.9149

REQUEST FOR CBE/LSBE  
SUBCONSULTANT INTEREST

**Owner**  
**County of Los Angeles Department of Public Works Request for Proposals The Rancho Los Amigos South Campus Project Project Controls and Support Services RFP# AED7740083**

Lenax Construction Services, Inc. and MARRS Services, Inc. is in the process of preparing a proposal for the Los Angeles County Department of Public Works Rancho Los Amigos South Campus Project. As part of the County's Community Business Enterprises (CBE) program, we are inviting firms registered as CBEs and LSBEs with the County to assist us with providing the following services:

- Document Control
- Scheduling
- Cost Estimating
- Cost Control

The County's Request for Proposal AED7740083 for 'Project Controls and Support Services' is available for download at <http://dpw.lacounty.gov/general/contracts/opportunities/>, or contact us and we will forward the RFP directly to you.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; or information related to the requirements for the work.

Resumes reflecting work experience with the County of Los Angeles Department of Public Works are a plus. Please send us the following items:

- Resume(s) (2 pages maximum)
- Firm overview/profile (1 page maximum)
- Billing rates through 2017
- Current County of Los Angeles CBE/LSBE Certification

The proposal due date is 07/19/17. We must receive all of the above items no later than 07/10/17. Please forward your response (or any questions) by e-mailing John Alspaugh at [john.alspaugh@lenax.net](mailto:john.alspaugh@lenax.net).



**Project Name: Mission Bay Block 3E – Steel Pile Re-Bid**  
**Location: San Francisco, California**  
**Bid Date: July 6, 2017 @2:00 PM**

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 3E project in San Francisco. **We are in receipt of the 60% CD Set and are currently re-bidding the Steel H Piles. Please note this is a re-bid and all prior bids will be rejected and a bid form is required to be submitted.** We are requesting new bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for Steel H Piles. The Office of Community Investment and Infrastructure (OCII) participation goal has been established for this project 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs located in zip code areas 94124,94134 and 94107 followed by all areas in San Francisco. In addition, this project has a requirement to award 5% of the total construction volume to Disabled Veterans Business Enterprises. Please visit the following website link to search for DVBE's: <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>.

The project consists of new construction of 101 affordable housing units in San Francisco with a total of 123,701 gross square-feet. The 4-story type V over 1-story type I housing project is to provide a safe and healthy home to support spaces for families and veterans. The building is organized into three wings surrounding a large landscaped multi-use courtyard. The project will also include a main lobby, activity rooms, administrative offices, storage, bike parking and an on-grade parking garage with 25 spaces.

To obtain bid documents through Building Connected, please contact Kristin Medwick, Senior Precon and Estimating Coordinator, [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

For specific questions regarding this project please contact Elizabeth Crockett, Preconstruction Manager, [elizabethc@nibbi.com](mailto:elizabethc@nibbi.com)

**Mission Bay Development Group, LLC is actively seeking General Contractors for the upcoming Mission Bay Blocks 33-34 Public Improvements Scope 3 (Terry Francois Blvd and Mariposa St) project.**

The project is subject to the Office of Community Investment and Infrastructure (OCII's) 50% SBE/LBE participation goal for construction subcontracting, suppliers and truckers with first consideration given in the following order: 1) SBEs located in the project area. 2) San Francisco-based SBEs/LBEs. 3) Non-San Francisco-based SBEs which should be used to satisfy the 50% SBE participation goal only if San Francisco-based SBEs are not available, qualified, or if their bids or fees are significantly higher.

To help satisfy the 50% SBE goal, Local Business Enterprises (LBEs) certified by the City and County of San Francisco will be recognized and count towards the overall SBE goal on this project.

To search for certified LBEs/SBEs, please use: [http://mission.sfgov.org/hrc\\_certification](http://mission.sfgov.org/hrc_certification)

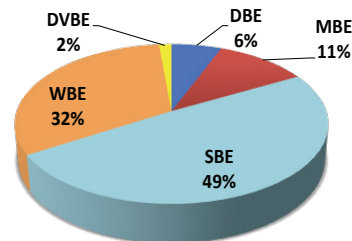
The project manual and bid documents will be made available to each interested General Contractor. Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to pick up a set at the Mission Bay Office, 410 China Basin Street, San Francisco, CA 94158.

Proposed scope of work for this project includes but is not limited to demolition, storm drain, sewer, low pressure water, reclaimed water, rough and fine grading, concrete roadbase, asphalt wearing surface, concrete curb/gutter, concrete sidewalk, irrigation, landscape, and site furnishing work.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Tuesday, July 11, 2017 at 10:00 AM. CBE, WBE, LBE, and SBE subcontractors are strongly encouraged to attend.

**For additional information, please contact Cathy Serrano at (415) 355-6644 or email [cathy\\_serrano@tmi-cm.com](mailto:cathy_serrano@tmi-cm.com)**

**AUDIENCE PROFILE**  
**Small Business Exchange, Inc.**



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## CONTACT US TODAY

A: 795 Folsom Street, 1st Floor, San Francisco, CA 94107

P: 415-778-6250 or 800-800-8534

F: 415-778-6255

E: sbe@sbeinc.com

W: www.sbeinc.com

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