

SBE TODAY

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Diversity in Action Publish by SBE certified SBE/DBE/MBE

SBDC Programs: What Can They Do for Your Small Business?



By Sarah Field

The government is full of acronyms, and sometimes it's difficult to know which ones are most applicable and relevant to your business. One acronym you definitely want to familiarize yourself with as a small business owner is "SBDC."

SBDC stands for Small Business Development Center. SBDCs provide a wide assortment of technical assistance and resources to small businesses and aspiring entrepreneurs. The primary focus of SBDCs? To foster local and regional economic development through job creation and retention. How does it happen? Through SBDCs' support of business growth, sustainability, and the enhanced creation of new business entities.

So what exactly is available to your business?

SBDCs offer no cost, one-on-one, long-term professional business advising, low-cost training, and other specialized services. The SBDC program is one of our nation's largest small business assistance programs within the Federal government, made up of a unique mix of SBA Federal funds, state and local governments, and private sector resources. SBDCs are often hosted by leading universities and state economic development

agencies, and are funded in part through a partnership with the Small Business Administration.

SBDCs serve all populations and many types of business owners, including women, minorities, and veterans – including reservists, active duty, disabled personnel, and those returning from deployment. They also assist personnel with disabilities, youth and encore entrepreneurs, and individuals in low and moderate-income urban and rural areas. Your local SBDC can connect you with professional business advisors who can help your business navigate:

- Business plan development
- Manufacturing
- Financial packaging and lending
- Importing and Exporting
- Disaster recovery
- Procurement and contracting
- Market research
- Healthcare information

The best part? SBDCs frequently modify available services based on client needs, local business trends, and individual business requirements. The centers constantly work to adjust services offered

to meet the evolving needs of the hundreds of small businesses in the local community that a particular center serves.

SBDCs can help you realize the dream of business ownership or help your existing businesses remain competitive in a complex, ever-changing global marketplace – and assistance is available virtually anywhere. To find your local SBDC, check out this link. For additional local assistance resources, you can enter your zip code or click on the map on this page to connect with your local SBA district office and other resources in your area.

Have you worked with your local SBDC? Share the business benefits of doing so in the comments below.

Source: www.sba.gov

SMALL BUSINESS EXCHANGE

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

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:

**703 Market Street, Suite 1000
San Francisco, CA 94103
Email: sbe@sbeinc.com
Website: 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

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
San Francisco Bay Area Rapid Transit District
BART Earthquake Safety Program
Aerial Structures
A Line Lake Merritt to Coliseum
Location: Oakland, CA
Project No. 15PB-120
Bid Date: July 28, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: construction area signs; demolition; contaminated soil testing; prestressing concrete; reinforcing steel; electrical & fiber optic; temporary traffic signal systems; hydroseeding; striping; fencing; and trucking.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209
 Contact: Keith Ones
 An Equal Opportunity Employer

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:
Highway Safety Improvement Program (HISP) Traffic Signal Upgrades Project, Project No. 3682
Location: City of Santa Barbara
BID DATE/TIME: 7/23/2015 @ 3:00PM

SEEKING: Traffic Control and Concrete
 We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged 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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Visit
www.sbeinc.com to
 download
 a PDF version of the
 latest SBE Newspaper
 and SBE Newsletter

Project Name: Transbay Block 8
Project Location: San Francisco, CA
Bid Due Date: July 22, 2015

**For Concrete Structures
 and Testing & Inspection**

Related California and Tenderloin Neighborhood Development Corporation are currently requesting bid proposals from qualified subcontractors and material suppliers based in San Francisco. This project is administered by the Office of Community Investment and Infrastructure (OCII) for the construction of the Transbay Block 8 Project. The OCII has established a subcontractor goal for this project at 50% SBE participation. With first consideration will be given to SF-based SBEs/LBEs/WBEs and MBEs; Non-SF-based SBEs shall be used to satisfy the goal only if SF-based SBEs are not available, qualified, or if their bids or fees are significantly higher. To count towards the SBE goal, a business must be certified as a LBE with the City and County of San Francisco. There is also a 50% SBE goal for suppliers. For more information on the LBE certification process, please visit the following site: <http://sfgsa.org/index.aspx?page=5364>

The Project is comprised of approximately 546 residential units and 18,000 square feet of neighborhood retail over a 3-level subterranean parking structure. The design features a 55-story tower, 65' and 85' podium buildings, townhomes and a publicly accessible mid-block paseo. The Project's residential program includes 116 for-sale condominiums, 280 market rate rental units and 150 below market rate rental units.

For more information please email TB8@related.com. A member of the team will be able to provide clarifications and answers to any questions. Please do not send your bids via email to this email address. Electronic bid submittals will not be reviewed.

Bid proposals shall be submitted no later than 3pm on July 22, 2015 via hardcopy delivery to:

Transbay 8 Urban Housing, LLC
 44 Montgomery, Suite 1050
 San Francisco, CA 94104
 Phone: 415-677-4406 • Fax: 888-371-8739
 Contact: Jeff Lucas
 Email: TB8@related.com

Sub Bids Requested From Qualified DBE

Subcontractors & Suppliers for
City of West Sacramento
Village Parkway Extension Project
Location: West Sacramento, CA
Bid Date: August 4, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: striping/signage; construction area signs; erosion control; landscaping; slurry seal; stamped AC; minor concrete; electrical; demolition; and trucking.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
 Phone: (510) 632-7676 • Fax: (510) 562-5209
 Contact: Sean Moss
 An Equal Opportunity Employer

Sub-Bids Requested From Qualified MBE, DBE, WBE, SF LBE Subcontractors and Suppliers
Agreement No. CS-249 Planning and Design Services Mountain Tunnel Improvements
Location: Moccasin, CA
Bid Date: 8/4/15

AE003 – Civil Engineering; AE015 – Surveying (Land & Aerial); AE020 – Water Resources Engineering; PS045 – Hazardous Waste and Remediation Services; PS047 – Laboratory Services (Materials Testing)

Jacobs Engineering Group Inc.

160 Spear Street, 12th Floor • San Francisco, CA 94105
 Contact: Kris Benson • 510-761-6581
 Email: sfpuc.mttunnel@jacobs.com
 An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBE for the following project:

CALTRANS ROUTE 99 – CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY IN STOCKTON FROM 0.1 MILE SOUTH OF MARSH STREET PEDESTRIAN OVERCROSSING TO 0.1 MILE NORTH OF HAMMER LANE OVERCROSSING,
Contract No. 10-0Y90U4,
Federal Aid Project ACNHP-P099(588)E

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

BID DATE: JULY 22, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP AND LEAD PLANS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates Construction

11555 Dublin Boulevard
 P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263
 Estimator: STEVE LIPPIS
 Website: www.desilvagates.com
 An Equal Opportunity Employer

California Sub-Bid Request Ads

Gallagher and Burk, Inc. is soliciting for DBEs for the following project:

VARIOUS STREETS REHABILITATION
City Project No. C476510
Federal Project No. STPL-5012(125)

OWNER:

CITY OF OAKLAND
 1 Frank H. Ogawa Plaza, Room #101,
 Oakland, CA 94612

BID DATE: JULY 16, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

ADJUST IRON, COLD PLANE, CONSTRUCTION SITE MANAGEMENT, ELECTRICAL, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
 Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Alan McKean
 Website: www.gallagherandburk.com
An Equal Opportunity Employer

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

Montague Expressway and South Milpitas Boulevard Improvements
Contract No.: C640 (15014)
Owner: Santa Clara VTA
Engineers' Estimate: \$25,000,000.
BID DATE: July 22, 2015 @ 2:00 PM

Items of work include but are not limited to: Survey, SWPPP, QC / QA, Trucking, Sweeping, Water Truck, Fence, Clear & Grub, Demo, Landscape, Minor Concrete, Sign Structure, Construction Area Signs, Stripe, Electrical, Adjust Utilities, Slurry Seal, Bridge, Joint Seal, Rebar, Piling and Underground.

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.

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
We Are An Equal Opportunity Employer

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

Point Pinole Regional Shoreline: Breuner Marsh Restoration and Public Access Improvement
Project-Phase 2: Public Access Facilities
Contract No. 08-15-496

Owner:

EAST BAY REGIONAL PARK DISTRICT
2950 PERALTA OAKS CT. OAKLAND, CA
BID DATE: July 28, 2015 @ 10:00 A.M.

We hereby encourage responsible participation of Disadvantaged Business Enterprises (DBE) and solicit their subcontractor or materials and/or suppliers and trucking quotation for the following types of work including but not limited to:

SURVEY, STRIPING BOLLARDS AND SIGNS, FENCING, CONCRETE FLATWORK AND BRIDGE ABUTMENTS, HYDROSEEDING AND PREFABRICATED METAL TRUSS BRIDGE.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or downloaded at:

<https://www.dropbox.com/sh/z1knk2mkexwtv9q/AACui0hzl8F1jkHUHjmCTXtha?dl=0>

or may be reviewed or purchased from the following site: www.blueprintexpress.com/ebparks

PSEC is willing to breakout any portion of work to encourage Disadvantaged Business Enterprises (DBE) and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at kdonahue@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

Pacific States

Environmental Contractors, Inc.
CAL LIC. NO. 723241

11555 Dublin Boulevard • Dublin, CA 94568-2909
 Phone: (925) 803-4333 • FAX: (925) 803-4334

ESTIMATOR: Keith Donahue
EMAIL: kdonahue@pacificstates.net
An Equal Opportunity Employer

REQUEST FOR SBE SUBCONTRACTORS AND SUPPLIERS FOR:

Montague Expressway & South Milpitas Blvd Improvements
Contract C640 (15014)
Santa Clara Valley Transit Authority
BID DATE: July 22, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Flagging, Quality Assurance Program, SWPPP, Erosion Control, Fencing, Abandon Culvert, Sand Backfill, Clearing & Grubbing, Develop Water Supply, Planting & Irrigation, Import Topsoil, Bio Retention Basin, Eccentric Storm Manhole, Storm Drain Inlet, Sign Structure, Roadside Signs, Concrete Pipe, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Survey Monument, Object Marker, Striping & Marking, Painted Curb, Signal & Lighting, Fire Hydrant Assembly, Underground, Sanitary Sewer Pipe, Construction Survey, Portable Changeable Message Sign, Type II Barricade, Type III Barricade, Dewatering, Vibration Monitoring, Abandon Pipeline, Adjust Utilities, Bridge Removal, Cold Plane AC, Water-Filled Cofferdam, Structure Excavation, Imported Borrow, Structure Backfill, Pervious Material Backfill, Furnish Pile, Prestressing Cast-in-Place Concrete, Structural Concrete-Bridge, Structural Concrete-Retaining Wall, Structural Concrete-Approach Slab, Fractured Fin Texture, Keystone Concrete Retaining Wall, Fire Department Connection, Copper Pipe, Steel Pipe Casing, Minor Concrete, Install Monument Survey, Concrete Barrier, Demolish Buildings, Haz Dirt Disposal, Micro Surfacing Type II, Tree Filters, Joint Trench, Traffic Communication 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 Participation. Plans & Specs are available for viewing at our office or on the VTA's website.



California Sub-Bid Request Ads

ATKINSON CONTRACTORS, LP

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers
for:

BART Contract 15PB-120

BART Earthquake Safety Program
A Line Lake Merritt to Coliseum
in Oakland, Alameda County

Bids Tuesday, July 28, 2015

Description of Work (but not limited to):

Administrative Services, Asphalt Paving, Cast-in-Place Concrete. Cast-in-Place Concrete (Foundation), Chain Link Fences and Gates, 4" Column Drain Outfall, Concrete Curbs, Gutters, and Walks, Concrete Paving, Concrete Reinforcing, Concrete Reinforcing (Foundation), Decorative Brick Pavement, Demolition, Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Elastomeric Bearing Pads, Electrical and Fiber Optic Cable Modifications, Excavation Support and Protection (UPRR), Grounding and Bonding for Traction Power, Janitorial Services, Planting Irrigation, Planting, Precast Concrete Splash Blocks, Prestressed Concrete, QA/QC, Selective Structure Demolition, Shoring and Underpinning for Safeguarding Structures, Signage and Pavement Markings, Slope Protection, Hydroseeding and Turf Installation, Storm Drainage Utilities 12-in.-diameter, Structural Backfill, Structural Excavation, Support and Protection of Service Utilities, Temporary Traffic Signal Systems, Traffic Maintenance and Control, Traffic Signal System Modifications - City of Oakland.

Atkinson Contractors, LP

18201 Von Karman Ave, Suite 800. Irvine, CA 92612
norcal.estimating@atkn.com
Phone: 949-382-7145 • Fax: 949-855-9923 / 949-553-0252
Contact: Andrew Nelson

Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$500,000. Atkinson will pay the cost of bonds up to 1.5%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. This is a BART OCIP project. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.

Plans and specs are available for viewing in our San Francisco office located at 450 Mission Street, Suite 402, San Francisco, CA 94105. Please call 949-204-7594 to schedule a visit. In Southern California please call 949-382-7145 to schedule an appointment to view plans and specs in our Irvine (Orange County) office.

Sub-Bids Requested From Qualified
MBE, WBE, DBE, DVBE
Subcontractors and Suppliers

Jefferson Middle School Modernization Project No. 02-07-23-15

Location: Torrance, CA 90501
Bid Date: 7/23/2015 @ 2:00PM

Respond By: 7/16/2015

Proposals Requested For The Following Trades:
Gates & Handrail Railing, Temporary Fence.

Raffi's Metal Design

534 E Fig Ave Monrovia CA 91016
Phone: 818-612-0769 • Fax: 626-932-1850
Name: Raffi Hanneyan
Email: raffismetald@aol.com

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RGW Construction Inc. is seeking all
qualified DBE (Disadvantaged Business
Enterprises)

for the following project:

Water Recycling Pipeline Phase 1A Sacramento Regional County Sanitation Contract No.4289

Engineer Estimate: \$3,300,000
Bids: August 6th 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, , Clear & Grub, Landscaping, Hydroseeding, Erosion Control, Water Truck, Horizontal Directional Drill HDD and Water Pipe Supplier.

Scope of Work: 231 Ft. of HDPE pipe and 1,169 ft. of DIP pipe to be installed via open cut construction & 3210 ft. of HDPE to be installed via Horizontal Directional Drill

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 County of Sacramento 827 7th St. Rm 102, Sacramento, CA 95814 or Contact Andy Eldridge 925-606-2400 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.

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Terminal Apron Rehabilitation
Charles M. Schulz-Sonoma County Airport
Santa Rosa

Sonoma County Project No.: APC008
BID DATE: July 22, 2015 @ 3:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Airfield Safety and Traffic Control, SWPPP, Lime Treated Subgrade, Portland Cement Concrete Paving, Bituminous Prime Coat, Microsurfacing, Pavement Marking, Fencing, Storm Drain Pipe, Electrical and Construction Materials

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

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.

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and Suppliers

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California Sub-Bid Request Ads

ATKINSON CONTRACTORS, LP

Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers for:

Caltrans Contract No. 08-3555V4

Construction on Rte 15 in San Bernardino County in Victorville

from 0.5 Mile North of Mojave Drive to 1.5 Mile North of Stoddard Wells Road Overcrossing

Bids Wednesday, August 5, 2015

Description of Work and Material Supply (but not limited to):

Aggregate Base, Architectural Treatment, Asphalt Paving, Biologist, Clear & Grub, Concrete Barrier, Concrete Paving, Construction Area Signs, Demolition, Drainage, Earthwork, Drilled Piling, Driven Piling, Electrical, Environmental Services, Erosion Control, Fencing & Railing, Flatwork, Guardrail, Imported Borrow, Irrigation, Joint Seal, Landscaping, Pavement Marking, Maintenance of Traffic, Minor Concrete, Misc Iron & Steel, Overhead Sign Structures, Painting, Pipe Supply, Precast Prestressed Concrete Girders, Rebar, Retaining Wall, Road Barrier, Roadway Joint Seal, Roadway Sign, Rock Slope Protection, Sewer, Shotcrete, Signal and Lighting, Soil Nail Wall, Soundwall (Masonry Block), Street Sweeping, Structural Concrete, Structural Steel, Survey, SWPPP, Traffic Control System, Traffic Monitoring Stations, Trucking, Wireless Vehicle Detection System (Refer to project specs for complete bid item list). **This project has a 12% DBE Goal.**

Atkinson Contractors, LP

18201 Von Karman Ave, Suite 800. Irvine, CA 92612

socal.esteeming@atkn.com

Phone: 949-855-9755 / 949-382-7145 • Fax: 949-855-9923 / 949-553-0252

Contact: Andrew Nelson

Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. **Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.**

TO DOWNLOAD PLANS, SPECS AND SUPPLEMENTAL INFORMATION:
Please go to http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/08/08-3555V4/

How to Attract and Retain Customers With a Whitepaper

By Rieva Lesonsky

What is a whitepaper, and why should you create one? Targeted to B2B customers, a whitepaper is a short document (generally six to 10 pages long) that provides useful information to your customer base, displays your thought leadership, and showcases your business's expertise.

Whitepapers are generally used to target buyers still in the pre-purchasing stages. With most B2B buyers now researching products online before they even contact a vendor, whitepapers are a great way to attract prospects to your website and capture their contact information—not to mention influencing their purchasing decisions. In fact, in a study by Ecolo MediaDownload Adobe Reader to read this link content, B2B technology buyers report that whitepapers are the most influential type of content they read when doing research on a business purchase.

Generally, a whitepaper lays out a business problem, challenge, or trend; shares information, best practices, or research related to that subject; and then summarizes what it means for readers. Short take: It's a problem, an explanation, and a solution. For example, if you're an IT consultant who targets other small businesses and want to create a whitepaper for clients, you could write about the growing risk of online cybercrime; explain why small businesses are a special target for cybercriminals; and share strategies for protecting a business.

While ebooks and blog posts can be fun and informal, white papers tend to be more serious. Types of topics often covered in a whitepaper include:

- Industry trends affecting your customers
- Common business problems or challenges
- Research, statistics, or other data your business has collected that's relevant to customers' problems

Notice a common thread here? Yes, it's your customers. To come up with an appealing whitepaper topic, brainstorm things that your customers care about, as well as things that your business can help them with. The intersection of the two is where you'll find your ideal whitepaper topics. Present facts about the topic, and strategies for dealing with it that your business can help with or provide. Throughout, your goal is to educate customers on a topic, which makes them feel smart and makes you look good.

It's important to remember that while a whitepaper is a sales tool, it shouldn't appear like one. Whitepapers need to be "vendor neutral"—in other words, if you're writing about data security for small businesses, don't tout how your IT consulting service can help—tout how an IT consulting service can help. It's a sub-

Continued on page 7

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Subcontractors, Vendors,
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Public Legal Notices
Job Listings

California Sub-Bid Request Ads



Kiewit

Requests sub-bids from qualified Subcontractors and/or Suppliers seeking to participate in the City of Fresno Recycled Water Transmission Main, Southwest Quadrant, SW1A Project in Fresno, CA.

<http://www.epa.gov/>
<http://www.sba.gov/> / www.californiaucp.org

Subcontractors and Suppliers for the following project:

Recycled Water Transmission Main, Southwest Quadrant, Project SW1A- Bid File No. 3410

Owner: City of Fresno

Bid Date: August 7, 2015 @ 3:00 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 Business Concern or a concern under a successor program wanted for the following scopes, including, but not limited to:

AC Paving, Striping, Aggregates, Jack & Bore, Conduits & Vaults Supply, Concrete, Precast Concrete, Clearing & Grubbing, Metals, Cathodic Protection, Earthwork, Traffic Control, Thermal and Moisture Protection, Piping & Valves Supply, Shoring, Storm Water Pollution Prevention (SWPPP) and Fugitive Dust Control Plan (FDCP), Sweeping, Grading, Landscaping, Pollution Control Equipment, Striping, Water Equipment & 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 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 Quotes are due NO LATER THAN August 5, 2015 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.

Subcontractor and Supplier Quotes are due NO LATER THAN August 5, 2015 at 5 PM.

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Kiewit Infrastructure West Co.

**4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina victor.molina@kiewit.com**

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

100% Performance Bond and Payment Bonds are required for this project.

Cost of bond will be reimbursable.

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Kiewit

Requests sub-bids from qualified Subcontractors and/or Suppliers seeking to participate in the Caltrans State Highway in Humboldt County near Hoopa from Tish Tang Sidehill Viaduct #2 to 0.3 Mile West of Shoemaker Road Project in District 01 on Route 96.

www.californiaucp.org, www.dgs.ca.gov

PROJECT

Humboldt County Near Hoopa from Tish Tang Sidehill Viaduct #2 to 0.3 Mile West of Shoemaker Road Project

Contract No. 3410

Owner: Caltrans

Bid Date: August 12, 2015 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

Disadvantaged Business Enterprises (DBEs), Disabled Veteran Business Enterprise (DVBE), Small Business Enterprise (SBE), wanted for the following scopes, including, but not limited to:

AC Paving, Striping, Aggregates, Concrete, Precast Concrete, Clearing & Grubbing, Geosynthetics, Metals, Earthwork, Traffic Control, Painting, Shoring, Storm Water Pollution Prevention (SWPPP) and Fugitive Dust Control Plan (FDCP), Signs, Drainage, Slope Protection, Concrete Curb & Sidewalk, Railing and Barrier, Grading, Landscaping, Piling, Pollution Control Equipment, Pavement Markings, Water & Sweeper 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 DGS/CUCP DVBE, SBE, Certified DBE business suppliers, subcontractors & service providers. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers, subcontractors & service providers.

Subcontractor and Supplier Quotes are due NO LATER THAN August 10, 2015 at 5 PM.

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California Sub-Bid Request Ads



BROSAMER & WALL, INC.

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is requesting quotations from all qualified
DBE

Professional services, sub-contractors and/or material suppliers for the following project:

BART EARTHQUAKE SAFETY PROGRAM AERIAL STRUCTURES

A LINE LAKE MERRITT TO COLISEUM

Contract No. 15PB-120

Bid Closing Date: July 28, 2015 @ 2:00 PM

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 110 • Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

Contact: Robert Rosas

PROJECT SCOPE:

The work in this Contract includes but is not limited to structural retrofit of pier foundations, bent caps and infill-walls; demolition of selected existing facilities; shoring for excavation support; falsework, excavation and backfill; clearing and grubbing; drilling and bonding dowels in concrete; drilling and bonding dowels with chemical adhesive; providing concrete reinforcing, cast-in-place concrete, prestressed concrete; installation of elastomeric bumper assemblies between existing pier caps and existing girders; temporary and permanent street lighting and traffic control signals and red light enforcement cameras, temporary traffic handling; construction of drainage facilities and sanitary sewers; protection of utilities, protection of railroad facilities and existing infrastructure and restoration of paving, sidewalks and surface features, including landscaping as described in the Contract Documents. Duration of Project is 530 Calendar Days.

Note: This project includes a Buy America Clause and Owner Controlled Insurance Program (OCIP)

Please contact Robert Rosas @ rrosas@brosamerwall.com to view plans and specifications.

Subcontractors and Suppliers being solicited include but not limited to:

Office Trailers Rental, Construction Staking, Progress Schedule (CPM), Type III Barricade, Temporary Pavement Marking (Paint), Temporary Traffic Stripe (Paint), Channelizer (Surface Mounted), Temporary Signal and Lighting System, P.C.M.S., Temporary Railing (Type K), Temporary Crash Cushion Module, Construction Site Mgmt., Prepare SWPPP, Rain Event Action Plan, Storm Water Annual Report, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Street Sweeping, Temporary Concrete Washout, Temporary Fence (Type ESA), Traffic Control System, Demolition (Fence, Curbs, Sidewalk, Asphalt, etc.), Select Structure Concrete Removal, Contaminated Soil Management, Prestressed Concrete, Elastomeric Bearing Pads, Concrete Reinforcing, Concrete Reinforcing (Foundation), Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Electrical and Fiber Optic Cable Modifications, Temporary Traffic Signal Systems, Traffic Signal System Modifications - City Oakland, Structural Excavation, Structural Backfill, Slope Protection, Hydroseeding and Turf Installation, Shoring and Underpinning for Safeguarding Structures, Excavation Support and Protection (UPRR), Class 2 Aggregate Base, Asphalt Paving, Concrete Paving, Decorative Brick Pavement, Concrete Curbs, Gutters, and Walks, Signage and Pavement Markings, Chain Link Fences and Gates, Planting Irrigation, Planting, Precast Concrete Splash Blocks, Support and Protection of Service Utilities, Storm Drainage Utilities 12" Diameter, 4" Column Drain Outfall, Grounding and Bonding for Traction Power, Temporary Fence, Trucking, Portable Toilets, Concrete Supply and Placement.

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. 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 (925) 932-7900.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 110, Walnut Creek, Ca. 94596 at the Public Works Department Contra Costa. We will try to make plans electronically. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, please call us at 925-932-7900 or fax us your quote at 925-279-2269. Should you have any questions regarding this bid, you may contact Robert Rosas. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

How to Attract and Retain Customers With a Whitepaper

Continued from page 5

The difference, but saying, "Stevens IT Consulting can help you protect your business from these risks" comes off sales-y, while "selecting an experienced IT consulting service familiar with small business IT issues can help you protect your business from these risks" comes off as impartial advice that makes customers want to learn more.

So where does the sales part come in? Include your business name prominently on the cover page of the whitepaper. On the last page of the whitepaper, include a description of your business—sort of like an author bio. This should be about a paragraph long and spell out what your business does. If the whitepaper about data security explains that the solutions are A, B, and C, then your business description says something like, "Stevens IT Consulting is an IT consulting firm that specializes in providing A, B, and C to small and mid-sized companies. For more information or a free consultation to find how we can help with your data security needs, contact [contact information]." Be sure that your contact information is prominently displayed.

How can you use a whitepaper?

- Offer it as a free download to prospects who share their contact information with you
- Print and distribute it at trade shows or industry events
- Offer it as a "reward" when someone fills out a form or speaks to a salesperson
- Post a link to it on social media to attract new prospects

Your whitepaper also needs to be designed—charts and graphs can help convey information. If writing and/or designing it is beyond your skills, ask other business owners for referrals to freelancers specializing in content marketing who can write and design a whitepaper and even help you hone your topic and focus.

A good whitepaper is a useful document not only for your readers, who will refer to it for help in running their businesses, but for you—as you can use it over and over again as long as the information and advice remains current.

About the Author:

Rieva Lesonsky is CEO and President of GrowBiz Media, a media company that helps entrepreneurs start and grow their businesses. Follow Rieva at Twitter.com/Rieva and visit SmallBizDaily.com to sign up for her free TrendCast reports. She's been covering small business and entrepreneurial issues for more than 30 years, is the author of several books about entrepreneurship and was the editorial director of Entrepreneur magazine for over two decades

Source: www.sba.gov

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California Sub-Bid Request Ads



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Prepare SWPPP, AC Pavement, Minor Concrete, Concrete Barrier, Fencing, Striping & Pavement Marking, Rebar, Aggregates, Concrete, Asphalt, RCP, Steel Water Pipe, Misc. Steel

**Low Water Crossing Replacement
At 13th Street and Wilson Creek
Located in Yucaipa, Riverside County, CA
City of Yucaipa**

**Plan and Special Provision No. 10004
Federal Project No. BR-NBIL(539) EA #08 15000215**

BID DATE July 30, 2015 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshierner

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

Plans/specs are available for viewing at our office by appointment, 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 Construction 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.

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**PROJECT: I-15 CAJON PASS REHABILITATION PROJECT
CALTRANS DISTRICT 8
NORTH OF SAN BERNARDINO, CA**

****THIS PROJECT HAS A 14.65% DBE Goal ****

Coffman/Parsons, A Joint Venture (CPJV) is currently seeking DBE subcontractors/subconsultants, and material and/or equipment suppliers in the following scopes of work:

- Asphalt Milling
- Individual Slab Replacement
- Excavation and Grading
- Grind Rumble Strip
- Hot Mix Asphalt (HMA) Paving
- Concrete Pavement Demolition
- Roller Compacted Concrete
- Concrete Grinding



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Fax: (858) 586-0164

E-mail inquiries to: cpjvdoc@coffmanspecialties.com

Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5.

Coffman Specialties, Inc. is signatory to the Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Insurance and 100% Payment & Performance Bonds will be required. CPJV will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans, specifications and schedule information is available through CPJV's project office and Coffman Specialties, Inc.'s San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

Foxx Says Another Stopgap Won't Fix U.S. Infrastructure Problem

As the July 31 deadline for extending highway and transit programs draws nearer, Transportation Secretary Anthony Foxx feels strongly that another short extension—the likeliest congressional response—won't solve U.S. infrastructure problems.

Foxx told reporters on July 8 that “We've got to break the cycle” of a series of stopgap transportation measures.

During the briefing at DOT's headquarters, he made clear he isn't happy about the prospect of yet another stopgap when the current two-month extension lapses.

“The system is falling apart,” Foxx said. “I will tell you that, at current funding levels, ...with the spate of short-term extensions that we've had, we're damaging the system.”

Reporters asked Foxx whether he would recommend a presidential veto if the House and Senate were to produce another stopgap.

He stopped short of calling for a veto: “I'm going to withhold final judgment [on that] until I see what Congress brings to the president.”

Foxx noted that he has continued to urge the House and Senate “to go long-term to make the investments that this country needs” and hopes that Congress produces such a measure or least “enough of a framework so that we have confidence that [a multi-year measure] is within reach.”

Foxx was pressed again on the veto question. He replied, “Look, I'm telling you we've got to break the cycle because what's happening now is not fair to future generations...”

The Dept. of Transportation also released its latest update on the status of the Highway Trust Fund, which showed that the fund's highway account balance continues to shrink. Unless Congress adds more money, DOT projects the account will hit zero in late August or early September.

But DOT can't drain the fund dry—Foxx noted that DOT needs to maintain a minimum highway-account cushion of \$4 billion. That point is projected to occur “right at the end of July—and maybe run over until the first couple of days of August,” he said.

To prepare for that possibility, he said DOT will start notifying state DOTs during the week of July 13 that the highway account drops to \$4 billion, the department would then start slowing down its reimbursements for construction expenses states incur.

Even if Congress produces an extension just through December, it will need to locate an estimated \$11 billion to keep the trust fund out of the red until then.

At the end of the briefing, Foxx left, and we reporters were getting up to go. But then he came back into the room and said he had forgotten to give something to us—and then he tossed some Band-Aids on the table. Just underlining how he feels about temporary transportation remedies.

Source: <http://enr.construction.com>

California Sub-Bid Request Ads

Sacramento Official Says Downtown Plaza Was a 'Cancer' Before Arena Project

By Tony Bizjak



The downtown arena under construction on Friday, June 12, 2015 in Sacramento, Calif. (Randy Pench rpench@sacbee.com)

Sacramento's Downtown Plaza shopping mall was in decline and had become "a cancer in the center of our city" by the time the city and Sacramento Kings owners agreed to a deal to build a new arena at the site, a top city official said Monday in court.


Assistant City Manager John Dangberg made the comment during his testimony as the city's first defense witness in a lawsuit challenging the legality of the 2014 deal.

The lawsuit, filed in Sacramento Superior Court by three city residents who opposed the deal, alleges the city secretly helped the prospective Kings owners buy the team by giving them rights to operate several thousand parking spots adjacent to and under Downtown Plaza and by giving them entitlements to build six digital billboards alongside freeways. Plaintiffs are asking the court to invalidate the deal.

City officials say they did nothing in secret, nor did they help the group buy the team. The trial entered its third week Monday. The plaintiffs have finished presenting their case. City attorneys said they will take much less time, and may conclude their case Tuesday. They have asked Judge Tim Frawley to issue a quick ruling so the city can sell bonds to help finance arena construction.

The arena is under construction at 5th and K streets, at the east end of Downtown Plaza, which has been torn down. It is scheduled for an October 2016 opening. Kings officials say they expect to begin construction of an adjacent hotel tower in the next four weeks. That tower, which also replaces a portion of Downtown Plaza, is expected to include condominiums, offices, stores and eateries. The Macy's store and nearby theaters remain open.

Dangberg, one of the key players for the city on the deal, said the shopping mall was dying. Stores were shuttering. If the arena deal had not come up, "we



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**Low Water Crossing Replacement
At Avenue D and Wilson Creek
Located in Yucaipa, Riverside County, CA
City of Yucaipa
Plan and Special Provision No. 10003
Federal Project No. BR-NBIL(538) EA #08 15000214
BID DATE July 30, 2015 @ 2:00 p.m.
Sub & Vendor Bids Due Prior
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**

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would have had to have conversations with someone else to try to fix this cancer in the center of our city."

Dangberg and city arena project manager Desmond Parrington said giving the Kings control of 3,700 city parking spots and billboard entitlements helped the city negotiate a good deal.

Initially, Dangberg said, the Kings wanted the city to buy the plaza site, clear the land, approve it for new development, and then turn it over to the Kings for construction. The Kings also wanted the city to take the risk for project cost overruns. The city said no, Dangberg said.

Originally set at \$448 million, the estimated arena construction cost has increased by \$59 million, Dangberg said. The Kings are on the hook to pay that added amount, he said.

The courtroom debate Monday once again centered on what the value is for those parking spots and billboard rights.

The plaintiffs allege the parking lots are worth tens of millions of dollars. City officials testified Monday that a consultant analysis showed the garages were worth essentially nothing to the city because they were in a poor state of repair, and because an existing, long-term parking operations agreement severely limits the amount of money the city can collect per car.

The Kings notably have demolished nearly 1,000 of the 3,700 spots to make room for the arena and adjacent plaza. The team is expected to build new spaces there for premium ticket holders.

In debating the billboards, plaintiffs contend the city should have provided the public with an estimate of the value -- or opportunity cost to the city -- of letting the Kings build the signs on city land without paying the city any rent.

The city's Parrington testified that he did note, in one staff report, that the city has collected \$180,000 in annual rent per billboard from another private billboard advertising company, Clear Channel. Plaintiffs' attorney Patrick Soluri said the city should have used that figure to provide an estimate of the "value" the city was giving up.

Parrington disagreed, saying the Kings' potential use of the signage, and earnings potential, might be very different from Clear Channel's. He said he did not want to "speculate" on how much rent the city could get.

Under questioning from Soluri, Parrington offered the most demonstrative response of any witness so far when asked if he participated in any effort to hide anything from the public.

"No, if I was asked to do that I would have quit," Parrington said.

Source: <http://enr.construction.com>