

# SBE TODAY

**SBE TODAY NEWSLETTER is NOW A DAILY E-NEWSLETTER**

Volume 29, Edition 19 - July 24, 2013

DIVERSITY IN ACTION - Published by SBE, certified SBE/DBE/MBE

## SBE GOES DAILY WITH SBE TODAY!



In an increasingly competitive market and ever-changing information with instantaneous delivery, **SBE** provides small businesses the tool to meet the daily challenge! And advertisers can now place ads with the assurance that the ad will be delivered to the targeted audience of small businesses that requirements demand, and that it will be done daily!



You will be able to access the publication each day on [sbeinc.com](http://sbeinc.com). Advertisement space must be reserved by the end of business, the day prior to publication.

**Contact corporate offices for advertising options and rates.**

### **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**

## Four Easy Steps to Expand to New Markets Now

If you are already exporting, you have overcome many of the challenges. With a little marketing help, you can expand to new markets.

### **1. Examine Complementary Markets**

Where are you shipping now? It's likely that similar conditions exist in other markets, indicating that your product or service could be successful there too. For example:

- Most of the 58 percent of companies that ship to only one market, ship to either Canada or Mexico, taking advantage of North American Free Trade Agreement (NAFTA) privileges.



- For those companies, considering expansion to the other NAFTA partner or to the coun-

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# REQUESTS FOR BIDS & SUB-BIDS

RGW Construction Inc. is seeking all qualified Small Business Enterprises (SBE's) for the following project:

**Civil and Station Improvements - Santa Clara-Alum Rock Bus Rapid Transit Project  
Contract C830(13058)**

**SBE Goal: 16.78% • Engineer Estimate: \$50,000,000 • Bids: July 30th at 3:00pm**

**Requesting Sub-quotes for (including but not limited to):** Cold Plane, Electrical, Fence, Materials, Striping/Markers, Survey, Trucking, Concrete Minor, Demolition/Bridge Removal, Fabric and Oils, Landscaping, Clear and Grub, Signs-Roadside, Slurry Seal and Traffic Control.

**Scope of Work:** Outside widening, curb bulb, station and median busway improvements – clearing and grubbing, demolition, excavation, street improvements, AC and PCC paving, intersection reconstruction, addition of curb and gutter and sidewalk. Street pedestrian, station lighting, station shelters, landscaping and irrigation, new utilities, relocation of existing utilities, drainage improvements, signing and striping, slurry seal surfacing.

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

Plans and Specs are available to view and copy at our office or from VTA, 3331 N. First Street, San Jose, CA 408-955-9729. Contact **John Pitsch 925-606-2400** for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

**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

DL Falk Construction is requesting subcontractor / supplier bids from certified DVBE, SLBE, LBE, MBE & WBE Companies for:

**George Peabody  
Elementary School Modernization  
And New Multipurpose Building  
251 6th Avenue, San Francisco, CA 94118  
Bid Date: August 8, 2013 at 2:00 PM**

**Scope includes** hazmat abatement, selective demo, underground utilities, planting & irrigation, concrete, structural steel, masonry, metal fabrication, rough carpentry, caseworks, insulation, roofing, floor/wall/ceiling finishes, metal doors & hardware, specialties, equipments, HVAC, plumbing, electrical and etc.

**D.L Falk Construction, Inc.**

3256 Investment Blvd. • Hayward, CA 94545  
Phone 510-887-6500 Fax 510-887-6501

**Bid Documents are available for viewing at our office, or at local Builders Exchanges**

**TUTOR PERINI CORPORATION**

IS SEEKING SUB-BIDS FROM QUALIFIED LOCAL BUSINESS ENTERPRISE (LBE) SUBCONTRACTORS FOR THE

**THIRD STREET LIGHT RAIL PROGRAM PHASE 2 – CENTRAL SUBWAY STATIONS,  
SURFACE, TRACK AND SYSTEMS, CONTRACT 1300**

FOR THE FOLLOWING TRADES:

FIRE & SMOKE PROTECTION; ANTI-STATIC FLOORING / RESILIENT FLOORING; METAL TOILET COMPARTMENTS & TOILET ACCESSORIES; METAL LOCKERS; UNIT KITCHENS; SITE FURNISHINGS; AND JANITORIAL AT THREE SATELLITE OFFICES.

**BIDS ARE DUE NO LATER THAN AUGUST 16, 2013**

PLEASE CONTACT SHIMON BARAK @ (818) 362-8391 TO DISCUSS SCOPE

TUTOR PERINI CORPORATION INTENDS TO CONDUCT ITSELF IN GOOD FAITH WITH LOCAL BUSINESS ENTERPRISES REGARDING PARTICIPATION ON THIS PROJECT

NOTE: ASSISTANCE WILL BE GIVEN IN OBTAINING BONDS, LINES OF CREDIT AND/OR INSURANCE AS WELL AS NECESSARY EQUIPMENT, SUPPLIES, MATERIALS OR RELATED SERVICES

**AN EQUAL OPPORTUNITY EMPLOYER**

**SKANSKA**  
in association with **AECOM**

**I-805 North Improvement**

**Design Build Project**

**Caltrans Contract No: 11-2T2004**

Current and ongoing procurement opportunities for the I-805 North project are available through the project procurement website: [www.usa.skanska.com/I805North](http://www.usa.skanska.com/I805North)

**Bid Packages available are:  
CIDH, Electrical**

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site.

If you need assistance, please contact **Dave Sharpnack** at 951-684-5360. UDDBE and Non-UDDBE subs are encourage to participate.

**Skanska is an Equal Opportunity Employer**

## Advertise your Sub-Bid Requests in the Small Business Exchange

**With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.**



# Four Easy Steps to Expand to New Markets Now

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tries which recently entered into the Central America Free Trade Agreement (CAFTA) might make a lot of sense.

- If you export to the United Kingdom, expanding to Ireland or the Nordic countries will probably require little effort since regulatory requirements and business culture are very similar.

A useful source of market intelligence is the U.S. Commercial Service's market and industry research written by our in-country trade professionals.

## 2. Track Global Demand of Your Product

Since you already ship to one country and have your product's HS classification, you can leverage two powerful data sources to paint a clearer picture of the demand—and competition—for your product:

### Trade Stats Express

This U.S. Department of Commerce tool enables you to look at the global trade patterns for your specific product and focus on key markets for your export expansion.

### USA Trade Online

For a nominal subscription fee, you can use this U.S. Census Bureau tool to analyze

current and cumulative U.S. export and import data on more than 18,000 export commodities and 24,000 import commodities worldwide to create customized reports and charts detailing foreign trade variants including port level detail, state exports, balance of trade, method of transportation, and market level ranking.

## 3. Talk with your Peer Group

One of the best ways to expand to new markets is to learn from other companies that fit your profile. Either through your industry trade association, local chamber of commerce or your supplier network, you will find other companies that are willing to share their experiences in export expansion and to identify the opportunities and risks. Your express shipment company or freight forwarders are also good resources for discussing export expansion.

Additionally, local U.S. Commercial Service offices can help you connect with available local business assistance. 56 District Export Councils (DECs) nationwide are organizations comprised of leaders from their local business community. These DECs complement the U.S. Commercial Service's export promotion efforts through counseling businesses on the exporting process and conducting trade education and community outreach. Find your local DEC.

## 4. Contact Your Local Trade Specialist

No matter where you are in the United States, there is a U.S. Commercial Service office near you staffed by trade professionals who can assist in finding new markets. These specialists will work with you and their counterparts in U.S. embassies and consulates around the world to explore your product's market potential, distribution channels, and regulatory requirements in potential markets. They will keep working with you to find partners and successfully complete your export sales into those new markets. Find your local U.S. Commercial Service office.

### Connect to a World of Opportunity

Expanding to a second or third market is something most companies should be able to do in short order. There are trade professionals waiting to help you. If you're ready to grow your business, contact a U.S. Commercial Service office near you or call 1-800-USA-TRADE (872-8723).

*Originally posted at Export.gov*

# Events & Seminars

The San Jose Entrepreneur Center offers a variety of classes for business owners in our Training Room at 100 E. Santa Clara Street, in downtown San Jose. Visit our website to view our online list of classes at: <http://www.sanjoseecenter.org> Registration for all our classes is required.

To ensure a printed handout for review along with the instructor during the class or to be notified if the class is cancelled, please register at [www.sanjoseecenter.org](http://www.sanjoseecenter.org) unless otherwise indicated.

### Schedule for August 2013

#### Federal/State Basic Payroll Tax Seminar 8/1 – Thursday 10:00AM to 4:00PM

This class guides participants through the basics of the payroll tax preparation. Subjects include determining independent contractor versus employee, withholding taxes, deposits and completing the proper forms. Presented by the IRS and the California EDD Tax office. No Fee.

**Location:** San Jose Entrepreneur Center, 100 E. Santa Clara Street, San Jose, CA, 95113

#### For more information:

[http://www.edd.ca.gov/Payroll\\_Taxes/](http://www.edd.ca.gov/Payroll_Taxes/)

**For registration:** [http://www.edd.ca.gov/Payroll\\_Tax\\_Seminars/Classroom\\_Seminars.aspx](http://www.edd.ca.gov/Payroll_Tax_Seminars/Classroom_Seminars.aspx)

**Contact Information:** Emily Navarra-Refugio, emily.navarra@sba.gov, 408-351-3661

#### Employee or Independent Contractor Tax Seminar 8/7 – Wednesday 10:00AM to 1:00PM

This seminar will explain how to determine if someone providing services to your company should be treated as an employee or independent contractor for tax purposes. Learn about the independent contractor reporting requirements. Presented by the California EDD Tax Office. **No Fee.**

**Location:** San Jose Entrepreneur Center, 100 E. Santa Clara Street, San Jose, CA, 95113

#### For more information:

[http://www.edd.ca.gov/Payroll\\_Taxes/](http://www.edd.ca.gov/Payroll_Taxes/)

**For registration:** [http://www.edd.ca.gov/Payroll\\_Tax\\_Seminars/Classroom\\_Seminars.aspx](http://www.edd.ca.gov/Payroll_Tax_Seminars/Classroom_Seminars.aspx)

**Contact Information:** Emily Navarra-Refugio, emily.navarra@sba.gov, 408-351-3661

#### Doing Business with Genentech 8/27 – Tuesday 2:30PM to 3:30PM

A Genentech representative will discuss opportunities for contracting to sell your goods and/or services to this leading biotechnology company. No Fee.

**Location:** San Jose Entrepreneur Center, 100 E. Santa Clara Street, San Jose, CA, 95113

#### For more information:

<http://www.gene.com/gene/about/supplier/>

**For registration:** <http://sanjoseecenter.org/node/13995>

**Contact Information:** Emily Navarra-Refugio, emily.navarra@sba.gov, 415-744-6805

**Silicon Valley SCORE workshops & seminars**  
(Location: Silicon Valley SCORE, 234 East Gish Road, Suite 100, San Jose, CA, 95112)

#### Legal Issues for Small Business - Protect Your Business 8/1 – Thursday 5:00PM to 8:00PM

This class covers the legal topics that small business owners need to know to protect their businesses such as obtaining proper licenses and permits, negotiating leases and contracts, treatment of employees and others who work for them, buying/selling agreements, and treatment of intellectual property. Cost: \$45.00

**Location:** Silicon Valley SCORE, 234 East Gish Road, Suite 100, San Jose, CA, 95112

**For more information:** <http://www.svscore.org>

**For registration:** [www.svscore.org/workshopsSeminars/legal\\_issues\\_2.shtml](http://www.svscore.org/workshopsSeminars/legal_issues_2.shtml)

**Contact Information:** Silicon Valley SCORE, Info@svscore.org or (408) 453-6237

#### Successfully Buy/Sell a Small Business - Avoid Pitfalls 8/6 – Tuesday 5:00PM to 8:00PM

This course covers topics such as basics of evaluating business, reading and understanding financial statements, determining verifiable owner income, steps involved in developing a purchase agreement, due diligence, escrow and transfer of title, and negotiating a non-adversarial contract. Cost: \$45.00

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# REQUESTS FOR BIDS & SUB-BIDS

## DeSilva Gates Construction-Robert A. Bothman A Joint Venture

REQUEST FOR QUALIFIED SBE'S  
SUBCONTRACTORS AND SUPPLIERS  
FOR:

### Civil and Station Improvements Contract, Santa Clara - Alum Rock Bus Rapid Transit Project Contract C830 (13058)

Owner: SANTA CLARA VALLEY  
TRANSPORTATION AUTHORITY  
3331 North First Street, Building A,  
San Jose, CA 95134

**Bid Date: July 30, 2013 @ 3:00 P.M.**

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

**DESILVA GATES CONSTRUCTION –**  
Estimator: Grant Rhodes – Phone No. 925-829-9220 Fax No: 925-803-4263:

**CLEARING AND GRUBBING/DEMOLITION, MINOR CONCRETE STRUCTURE, STREET ELECTRICAL, PCC GRINDING, CONSTRUCTION AREA/ROAD SIGNS, SLURRY SEAL, STRIPING, SWPPP, UNDERGROUND, QC/QA, TRUCKING, CLASS 2 AGGREGATE BASE MATERIAL SUPPLIER, CLASS 4 AGGREGATE BASE MATERIAL SUPPLIER, HOT MIX ASPHALT (TYPE A) MATERIAL SUPPLIER, CLASS 3 AGGREGATE BASE MATERIAL SUPPLIER, GEOTEXTILE WRIP SUPPLIER, SURVEY AND COMMUNITY RELATIONS OFFICER**

**ROBERT A. BOTHMAN –**  
Estimator: Michael Maldonado –  
Phone No. 408-279-2277 Fax No: 408-279-2286:

**SAW CUTTING, DRILLING (PIERS), ELECTRICAL (STATIONS), REBAR, GUARD RAIL/METAL RAILING, CAULKING/SEALANTS, ANTI GRAFFITI/PAINTING, METAL FABRICATION (BUS SHELTERS), TRUCKING, MASONRY, CONCRETE PUMPING, FENCING (ORNAMENTAL FENCING), LANDSCAPING AND CONCRETE READY MIX**

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–Robert A. Bothman, A Joint Venture of DeSilva Gates Construction and Robert A. Bothman Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates-Robert A. Bothman 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-Robert A. Bothman A Joint Venture

11555 Dublin Boulevard  
P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Website: www.desilvagates.com

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Requesting Sub-bids from Qualified MBE/WBE Subcontractors & Suppliers:

**FREEHAB Inc., 8140 Sunland Boulevard, Sun Valley, CA 91352**

**Bid Date: August 1, 2013 at 8:00 a.m.**

### SCOPE:

1. Removal & installation of 48 interior doors on first floor
2. Removal and installation of 3 storefront doors
3. Construction of bathroom partitions in 3 locations
4. Removal and installation of 32 plumbing fixtures
5. Countertop replacement in 4 locations
6. Closet repairs in 12 locations
7. Lever hardware for 48 doors downstairs, 28 doors upstairs
8. Demolition of 2 disabled access bathrooms and replace all fixtures and finishes
9. Demolition of 1 disabled access shower stall and replace all fixtures and finishes
10. Renovation of industrial kitchen
11. Additional scope of work as per architectural Plan & Sheet A5.
12. Job walk was conducted on 7.22.13 and additional directions where given by project manager & Architect

### SOLICITING: ALL TRADES

Tower General Contractors is committed to assisting you in your effort to bid this project. To that end, if you require assistance in building relationships with or introductions to business professionals who can assist you in the areas below, please email Alex Guerrero Executive Vice President of Tower General Contractors at alexg@towergeneralcontractors.com

- Bonding
- Lines of Credit
- Insurance Assistance
- Payment of Federal (Davis-Bacon) prevailing wages

Tower intends to negotiate in good faith with interested MBE/WBES.

Tower General Contractors requires all qualified subcontractors to be prepared to furnish performance and payment bonds issued by an admitted surety in the amount of their bid. Premium cost to be included in bid as a separate item. Tower General Contractors, at its sole discretion, reserves the right to waive the requirements for such bonds, to permit substitute security, or to accept alternate guarantees in lieu of such bonds. Schedule of values & hourly labor rate breakdown must be submitted with your bid.

Tower General Contractors intends to seriously negotiate with all subcontractors, and requires each selected to execute the Tower General Contractors.

Copy of the master subcontract is available for review at:

## Tower General Contractors

10923 Randall Street, Suite 'E' • Sun Valley, CA 91352

Phone: 818-768-3530 • Fax: 818-768-3534

Contact Name: Ali Zare • Email: aliz@towergeneralcontractors.com

Contact Ali Zare to request a formal invitation to bid or request for plans and specs.

An Equal Opportunity Employer

# Events & Seminars

**Location:** Silicon Valley SCORE, 234 East Gish Road, Suite 100, San Jose, CA, 95112

**For more information:** <http://www.svscore.org>

**For registration:** [http://www.svscore.org/workshopsSeminars/buy\\_sell\\_2.shtml](http://www.svscore.org/workshopsSeminars/buy_sell_2.shtml)

Contact Information: Silicon Valley SCORE, Info@svscore.org or (408) 453-6237

## Plan Strategically and Grow - Translate Goals and Objectives into Practical Action Plans

8/7 – Wednesday 5:00PM to 8:00PM

This class focuses on developing a strategy to grow your business by understanding your business and its environment, and what you can do to evolve your business to remain competitive. Cost: \$45.00

**Location:** Silicon Valley SCORE, 234 East Gish Road, Suite 100, San Jose, CA, 95112

For more information: <http://www.svscore.org>

**For registration:** [http://www.svscore.org/workshopsSeminars/plan\\_strategically.shtml](http://www.svscore.org/workshopsSeminars/plan_strategically.shtml)

**Contact Information:** Silicon Valley SCORE, Info@svscore.org or (408) 453-6237