

SBE TODAY

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What a Balance Sheet Reveals About a Small Business



By Marco Carbajo

Do you know what your company is worth?

Understanding your profit and loss statement and cash flow statement only tells a part of the story of a business. Unfortunately many small business owners tend to overlook one of the key measures that shows the overall health of a business – the balance sheet.

The balance sheet is one of the most important financial statements because it shows a “snapshot” of a company’s financial standing. Also known as the statement of financial position, it enables you to see what a business owns and what it owes. In a nutshell, the balance sheet breaks down a company’s assets, liabilities, and owner’s equity at a specific point in time. This helps you as a business owner determine the financial strength and ability of your business.

Ignoring the balance sheet or failing to address any problems uncovered on it may lead to serious challenges for a business. Since the balance sheet is more complete than either the P&L statement or the cash flow statement, it reveals many of the key decisions that impact the overall health of a company. These include, but are not limited to, product and pricing decisions; marketing and sales performance; expenses incurred; etc.

There are three overall sections of a balance sheet: assets, liabilities, and an owner’s equity. Assets are what the business owns. Liabilities are what the business owes now or in the future. The difference between both of these is the owner’s net worth (equity) of the business. This number can

either be positive or negative – and if it’s negative, certain steps need to be taken to improve that number as soon as possible.

Ideally, you want the assets of the business to be greater than its liabilities, meaning the business owner’s equity will be positive. What you want to avoid is your company’s liabilities growing faster than its assets. So let’s review each of these sections one by one:

Assets

Assets are broken down into current assets and fixed assets. A company’s current assets are not only its cash, but also its account receivables and inventory. These are the three main items that are listed under a company’s current assets on the balance sheet. However, other assets that can quickly be converted to cash include money market accounts, short-term CDs, etc. Remember, the greater the cash amount the better. The cash number shows how well a business is converting its net revenue into cash. It’s a barometer of how long the company can pay its bills without looking for cash from alternative sources.

Liabilities

Liabilities are listed on the right side of the balance sheet, which shows what the business owes. It’s broken down into current liabilities and long-term liabilities. Current liabilities are basically any of the company’s obligations that need to be paid within 12 months. This can be salaries, accounts payable, loans, credit lines, etc. Long term liabilities are typically mortgages and bonds.

Business Owner’s Equity

What’s left over after the liabilities are subtracted from the assets is the owner’s equity. This section also includes any money that was invested into the business by the owner – also known as an equity investment. Other items that may show up on the owner’s equity section are retained earnings, owner’s draw, and good will.

The balance sheet is a powerful tool that reveals a lot about the health of a small business that a P&L and cash flow statement do not show. It’s comprehensive and provides a full picture of the business itself.

Know what your company is worth by knowing your balance sheet. It holds the answer.

Source: www.sba.gov

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California Sub-Bid Request Ads

Sub Bids Requested From Qualified
DBE Subcontractors & Suppliers for
County of Solano

Midway-Sievers Road Widening Project
Location: Solano County, CA
Federal Aid Project No. HRRRL-5923(104)
Bid Date: June 23, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; traffic control; quality control plan; striping; 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: Robert Herrera
An Equal Opportunity Employer

Sub Bids Requested From Qualified
DBE Subcontractors & Suppliers for
County of Placer - Auburn-Folsom Road
Class 2 Bike Lane Improvement Project
Location: Placer County, CA
Federal Aid Project No. CML 5919 (014)
Bid Date: June 23, 2015 @ 11:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: cold plane AC pavement; clearing/tree removal; erosion control; pavement reinforcing fabric; concrete flatwork; construction area signs; and striping.

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

Project Name: Transbay Block 8
Project Location: San Francisco, CA
Pre-Bid Meeting: June 22, 2015 at 2:00PM
Bid Due Date: July 2, 2015
Meeting Location:
SFPUC Contractors Assistance Center
5 Thomas Mellon Cir
Suite 168
San Francisco, CA 94134
(415)467-1040
Requesting Bids for:
Mass Excavation & Shoring

Related California and Tenderloin Neighborhood Development Corporation are currently requesting bid proposals from qualified subcontractors and material suppliers based in San Francisco, including those certified with the Office of Community Investment and Infrastructure (OCII). Successor to the San Francisco Redevelopment Agency (SFRA), for the construction of the Transbay Block 8 Project. The OCII has established a subcontractor participation goal for this project at 50% SBE participation.

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 2, 2015 via hard-copy delivery to 44 Montgomery, Suite 1050, San Francisco, CA 94104 to the attention of: Jeff Lucas.

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
SBE Subcontractors & Suppliers for
Webcor/Obayashi (JV)
TG13.1 Roof Park Landscaping and
Irrigation Construction Services
Location: San Francisco, CA
Project Number: 30100
Bid Date: June 30, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: geofoam installation; craning; glass; masonry; metals; painting; pavers; play installation; play surfacing; reinforcing steel; sandblasting; and surveying.

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: Kevin Exberger
An Equal Opportunity Employer

Mission Bay Development Group, LLC is actively seeking DBE or SBE or LBE General Contractors for the upcoming

Mission Bay Hwy 280/Mariposa Street Ramp Improvements project.

The Project is administered by the SFMTA and the FTA. Federal Grant requirements will apply. Work scope includes grading, curb & gutter, Roadbase, AC, Landscaping, Streetlights, Signing, Striping and Traffic Signals.

Project carries a 100% DBE or SBE or LBE participation requirement. Bid documents will be distributed 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**

Architect BIG Unveils Design for 2 World Trade Center Tower

Ground Zero's makeover is entering its final phase. New York City-based architect Bjarke Ingels Group recently unveiled design concepts for 2 World Trade Center, the 80-plus-story office building being developed by Silverstein Properties as the site's final tower. BIG's 2 WTC design scheme involves stacking seven separate building volumes of varying sizes. Incorporating setbacks at each section, the overall structure would create 38,000 sq ft of outdoor terraces.

From one vantage point, the building "will appear like a vertical village of singular buildings stacked on top of each other to create parks and plazas in the sky," Bjarke Ingels said in a press statement.

The building, which will provide 2.8 million sq ft of rentable space, will house the new headquarters for 21st Century Fox and News Corp. in its lower half. Silverstein Properties plans to lease out the upper half to other commercial tenants. The base of the building will feature TV studios and 100,000 sq ft of retail space. A 38,000-sq-ft lobby will connect to the World Trade Center transit hub.

Larry A. Silverstein, chairman of Silverstein Properties, praised BIG's plan, stating that the "conceptual design for 2 WTC fits perfectly into the World Trade Center site."

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



Architect Bjarke Ingels asserts that from one vantage point 2 World Trade Center "will appear like a vertical village of singular buildings stacked on top of each other."

[Image Courtesy - Silverstein Properties]

California Sub-Bid Request Ads



Is requesting quotes from qualified M/WBE/Service Disabled Veterans Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

Curb & Gutter, Permanent & Temporary Fence, Wall Coating,
Concrete Masonry Wall, CIP Concrete Retaining Wall, Concrete Piles Demolition,
Aggregate Base, RCP & PVC Subdrain

**Los Coches Substation Modification
Phase 2 Site Development Project**

Located in the Lakeside Community of the County of San Diego, CA

San Diego Gas & Electric Company

BID DATE June 18, 2015 @ 12:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Thomas Rubio

Phone: (714) 380-8566 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our Santa Ana office by appointment. 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.

Sukut Construction, LLC
An Equal Opportunity Employer

DeSilva Gates Construction is soliciting for DBE's for the following project:

FOR CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN AND NEAR LIVERMORE AND PLEASANTON FROM 0.1 MILE SOUTH OF RUBY HILL DR. TO 0.6 MILE NORTH OF CONCANNON BLVD, IN DISTRICT 04 ON ROUTE 84, Contract No. 04-297624, Federal Aid Project ACST-P084(042)E

OWNER:

STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidders' Exchange, MS 26,
Sacramento, CA 95816

BID DATE: June 17, 2015 @ 2:00 P.M.

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

AC Dike, Austin Vault Sand Filter, Bridge, Biofiltration Soil, Clearing and Grubbing/ Demolition, Concrete Barrier, Construction Area Sign, Crash Cushion, Electrical, Erosion Control, Fencing, Gateway Monument, Guardrail, Joint Trench, Landscaping / Irrigation, Lead Compliance Plan, Minor Concrete , Minor Concrete Structure, Roadside Signs, Delineator & Markers, Rumble Strip, Soil Nail, Striping, Temporary Erosion Control , Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Class 3 & 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Asphalt Treated Permeable Base Material, Rubberized HMA (Gap Grade) 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, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'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: Victor Le
Website: www.desilvagates.com
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Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

DWYER ROAD PUMP STATION

Owner: City of Napa

Location: Napa, CA

Bid Date: July 7, 2015 @ 3:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Dewatering, Erosion Control, Marine Work, AC Paving, Fencing, Landscaping, Ready-Mix Concrete, Reinforcing Steel, Masonry, Metal Decking, Metal Framing, Miscellaneous Metals, Insulation, Metal Doors/Frames/Hardware, Painting & Coatings, Louvers & Vents, Water Supply / Treatment Equipment, Hoists & Cranes, Cathodic Protection, Electrical and Instrumentation

Plans and Specifications are available from: Signature Reprographics, 620 Sunbeam Ave., Sacramento, CA 95811, (916) 454-0800, \$135 per set with CD + shipping. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

With SBE you can:

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ADVERTISEMENT FOR SUBCONTRACTOR PREQUALIFICATION

Request for Qualification (RFQ)
RFQ Period: June 8, 2015 - June 19, 2015

Turner Construction Company (Turner) is seeking RFQs for the following Trade Packages for:

Moffitt Library Renovation Replacement Project University of California, Berkeley Alameda County

FIRE PROTECTION
PLUMBING
MECHANICAL

ELECTRICAL / FIRE ALARM
MILLWORK / CASEWORK
ACOUSTICAL CEILINGS

DEMOLITION / ABATEMENT
ROOFING
CURTAIN WALLS

Turner has been awarded the above referenced project. This project includes the following three (3) components:

1. Moffitt Library 4th & 5th Floors Renovation – Project NO. 12643A

This segment of the project will begin as a Design Assist and convert to a Design-Bid-Build (lump sum) delivery method and includes the renovation of approximately 34,360 SF of existing interior. The major components include the renovation of the interior work spaces, the relocation of 4th & 5th floor restrooms to the NW corner of the building, added fire protection to both floors, enclosing the east balconies on 4th & 5th floor, and modifications to the existing stairs to meet Campus Fire Marshal specifications.

2. Moffitt HVAC Central Plant Replacement – Project NO. 12486A

This segment of the project will be a Design-Build delivery method and includes demolition, removal and installation of designated equipment and controls.

3. Moffitt Roof Replacement – Project NO. 19533B

This segment of the project will be a Design-Bid-Build delivery method with some Design-assist components and includes demolition, removal and installation of replacement roofing system and supporting infrastructure.

PREQUALIFICATION OF PROSPECTIVE SUBCONTRACTORS: The University has determined that Subcontractors who submit bids on this Project must be prequalified. After submitting your prequalification VIA www.turnerconstruction.com, please email your Turner issued prequalification number to mguzman@tcco.com and jamassey@tcco.com. The Design-Build subcontractors must utilize professional engineers licensed in the state of California to assume the responsibilities of the Bid Package Designer of Record.

ADDITIONAL INFORMATION: Building Information Modeling (BIM) will be utilized by the design team. All design-build trades will be required to use BIM to complete the Construction Drawings.

This project is seeking a LEED Gold certification or higher, whenever possible, and shall achieve a USGBC LEED-NC "Silver" certification at a minimum.

SCORING: Only the three (3) highest scoring Subcontractors who meet pre-qualification criteria to perform work on their respective trades will be invited to submit a bid. Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to bid the project.

CONTACT INFORMATION: For information on how to Pre-Qualify with Turner, please contact Marlene Guzman (510-267-8105 or mguzman@tcco.com)

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 4 Repair Failed Areas and Resurface
Holt, San Joaquin County - Caltrans #10-3A7504
BID DATE: June 18, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Treated Wood Waste, Cold Plane AC, Shoulder Backing, AC Dike, Geosynthetic Pavement Interlayer, Rumble Strip, Data Core, Tack Coat, Roadside Sign, Striping and Marking, Traffic Monitoring Station 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

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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



Kiewit

Requests sub-bids from qualified Subcontractors and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District (SRCSD) Sacramento Regional Wastewater Treatment Plant (SRWTP) Disinfection Chemical Storage Project in Elk Grove, CA.

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

Subcontractors and Suppliers
for the following project:

**Disinfection Chemical Storage Project
Contract No. 4207**

**Owner: Sacramento Regional County
Sanitation District**

Bid Date: July 2, 2015 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Concrete, Concrete Forming, Concrete Reinforcing Supply & Install, Cast-In-Place Concrete, Precast Concrete, Grouting, Masonry, Metals, Rough Carpentry, Architectural Woodwork, Thermal and Moisture Protection, Doors and Windows, Finishes, Painting and Coating, Signage, Specialties, Plumbing, Earthwork, Shoring, Asphalt & Gravel Paving, Aggregates, Fencing & Gates, Grading, Heating, Ventilating, & Air Conditioning (HVAC), Process Gas and Liquid Handling Purification, and Storage Equipment, Pollution Control Equipment, Water and Wastewater Equipment.

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 Jun 30, 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.

**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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CA Lic. #433176**