

## The Small-Business Guide to Getting the Cash You Need



By Tanya Benedicto Klich

A clothing startup may need production financing to fulfill a large production order from a thriving boutique.

A construction company may need equipment leasing to pay for a new excavator, bulldozer or boom lift for a massive city contract.

A corner restaurant may need a merchant cash advance to survive a winter rut.

Small businesses need loans for different reasons. But before considering the different products available, ask yourself these questions first.

### STEP 1: SELF ASSESSMENT

1. "Would I lend my own money to my business?"
2. "Do my customers recommend my business to their friends and family?"
3. "Do my employees feel engaged, valued and good about coming to work?"
4. "Do I have a mentor or experienced entrepreneur at my side?"
5. "Are my financials current?"

### STEP 2: CONQUER CASH-FLOW & FINANCIALS FIRST

Once you've finished your assessment, get your paperwork in order.

- To obtain a traditional bank loan, it's important to understand what lenders are looking for. You'll be evaluated on business profitability, cash flow, credit history and collateral.

Inaccurate and incomplete financial records are the leading setbacks for small-business owners in the lending process, according to Ami Kassar of MultiFunding, a loan advisory and brokerage in Pennsylvania that works with small businesses across the country.

It's important to reconcile books and ensure that all money is accounted for by staying current on your payments, invoices, receipts, and tax financials, Kassar says. He adds that it's best to disclose any concerns to the lender up front.

To make sure your financials are current, take time at the end of each week or month to review and update your balance sheets, accounts receivables, current liabilities, and profit and loss statements. As a small business owner, you should be able to discuss these financials, especially when seeking a loan.

If you struggle to find the time, consider hiring an accountant on a part-time basis to assist your financial department either monthly or quarterly.

Aaron Lenhart, risk management consultant at Sage-works, says when pursuing a bank loan, a small-business owner's best bet is to seek relationship-based banking. Start with community banks or local branches that have proven, longstanding connections with the community, Lenhart advises. Make sure they're tapped into the local economy.

### STEP 3: RESEARCH ALL AVAILABLE OPTIONS

It's possible your business can't qualify for a traditional bank loan. If that's the case, research and review alternative financing and consult with a professional to determine which work best for your small business. Kassar suggests looking to loans issued by the Small Business Administration (SBA) which offers a similar option to a bank loan.

- SBA loans usually have more reasonable interest rates, though the application process can be paperwork-intensive.

Continued on page 10

### SBE OUTREACH SERVICES

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#### Contact Info:

795 Folsom Street, 1st Flr, Room 1124  
San Francisco, CA 94107  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://www.sbeinc.com)  
Phone: (415) 778-6250, (800) 800-8534  
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Publisher of  
Small Business Exchange  
weekly newspaper

# CHASE CENTER

and

Warriors Mixed-Use Office and Retail Development

**Please Join Us for the Project Tip Off!**

Meeting and Networking Event for Procurement Package #3



Image courtesy of MANICA Architecture/ Steelblue LLC

## COME LEARN ABOUT THE SUBCONTRACTING OPPORTUNITES ON PROCUREMENT PACKAGE #3

**Project Description:** Chase Center, a 18,000-seat, multi-purpose event center, will anchor a district of 11 acres of restaurants, cafes, offices and public plazas, along with other amenities. This project is administered by the Office of Community Investment and Infrastructure with a Small Business Enterprise (SBE) goal of 50%.

### Procurement Package #3 will include the following scopes of work:

Interior Storefront	Miscellaneous Metals #2 – Arena	Unit Pavers
Ceramic Tile/Interior Stone	Miscellaneous Metals #2 – Offices	Site Concrete
Loading Dock Equipment	Resistance Lap Pool	Firestopping
Acoustical Ceilings	Doors/Frames/Hardware	Signage
Sealed and Polished Concrete	LV Data/Telecomm/Broadcast/AV	DAS/WIFI
Resilient, Carpet, & Wood Flooring	Landscape/Irrigation	Scoreboards
Acoustical Treatment	Epoxy Resinous Flooring	Painting
Basketball Court Flooring	Athletic Equipment	Terrazzo
Wall Coverings	Hydro-Therapy Equipment	
House Reduction Curtains/Blackout Curtains	Sauna & Steam Room	
Laundry Equipment	Coiling Doors & Grilles	
Food Service Equipment	Misc. Specialties	
Theater Gantry Steel	Toilet Compartments & Cubicles	
Metal Lockers & Benches	Toilet, Bath & Laundry Accessories	
TV Monitors/Brackets	Gym Curtain & Wall Padding	
Window Treatments	Pavement Coatings	

**When:** Tuesday, July 11 at 2:00 pm

**Where:** Hotel Whitcomb Ballroom  
1231 Market Street  
San Francisco, CA 94103

Please RSVP at (628) 221-8943 or at [rsvp@mortensonclarkjv.com](mailto:rsvp@mortensonclarkjv.com)



# California Sub-Bid Request Ads

## AECOM

One California Plaza . 300 S. Grand Avenue . Los Angeles, CA 90071

### REQUEST FOR CBE SUBCONSULTANT INTEREST

AECOM is bidding on the following project as Prime Contractor:

**Owner: County of Los Angeles Department of Public Works**  
**Request for Proposals**  
**The Rancho Los Amigos South Campus Project**  
**Project Management/Construction Management Support Services**  
**RFP No. AED7740084**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) for the following project and construction management work:

- COST CONTROL & ESTIMATING
- LEED CERTIFICATION PROCESS
- SUSTAINABILITY
- OFFICE ADMINISTRATION
- CONSTRUCTION QUALITY
- BIM IMPLEMENTATION
- INSPECTION & TESTING SERVICES
- CHANGE MANAGEMENT
- LABOR COMPLIANCE AND COMMUNITY OUTREACH
- EXPERIENCE IN PROGRESSIVE DESIGN-BUILD, JOB ORDER CONTRACTING, AND/OR BEST-VALUE CONSTRUCTION
- EXPERIENCE IN DESIGN/CONSTRUCTION MANAGEMENT OF HISTORIC BUILDINGS, COMMERCIAL AND GOVERNMENTAL OFFICE BUILDINGS, SITE INFRASTRUCTURE AND UTILITIES, SPORTS FIELDS, AND PARKING GARAGES
- COMMUNICATIONS CONSULTANTS & SERVICES
- CONSTRUCTION SERVICES – SCHEDULING
- PUBLIC RELATIONS SERVICES

Experience providing similar services to the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority- and women-owned business enterprises.

Interested businesses should email a brief overview of County of Los Angeles experience, along with CBE documentation by Monday, June 19, 2017, to [abby.rauschenberger@aecom.com](mailto:abby.rauschenberger@aecom.com) or by phone (225) 922.5740 or by fax at (225) 922-5701.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

We are an Equal Opportunity Employer

### REQUEST FOR CERTIFIED DBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

**BART Earthquake Safety Program**  
**Fruitvale & Coliseum Station**  
**Oakland, CA**

**Contract No. 15PJ-130B**

**Bid Date: June 20, 2017 @ 2:00 PM**

Work types requested, but are not limited to, the following:

**TEMP TRAFFIC CONTROL, PROJECT SIGNS, DEMO, ASBESTOS ABATEMENT, REBAR, CIP CONCRETE, DRILL & BOND DOWELS, ARCHITECTURAL WORK, PLUMBING, ELECTRICAL, FIRE SUPPRESSION STANDPIPE, AC PAVING, CONCRETE PAVING, CL FENCE, BUILDING WORK FOR BREAKROOMS, PLANTING & IRRIGATION, JANITORIAL SERVICES, PRESTRESSING, HOLD DOWN ASSEMBLIES, EXCAVATION AND BACKFILL, SHORING, COMMUNICATIONS WORK, MATERIALS TESTING, COLUMN CASINGS, TILE WORK, HVAC WORK, ALUMINUM PANEL WORK, CONSTRUCTION MATERIALS, SECURITY SERVICES, & TRUCKING.**

Plans and Specifications are available for review at our office, or can be downloaded online at the following website: <https://suppliers.bart.gov>

Call for assistance in obtaining bonds, line of credit, insurance and scheduling accommodations.

**Gordon N. Ball, Inc.**

Attn: Serina Sirna

333 Camille Ave., Alamo, CA 94507

Phone: (925) 838-5675 • Fax: (925) 838-0814

[estimating@ballconco.com](mailto:estimating@ballconco.com)

An Equal Opportunity Employer

### REQUEST FOR CERTIFIED DBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

**Vegetation Control and Gore Paving**  
**Caltrans (State of California Department of Transportation)**

**Contract No. 04-4G9704**

**Various Locations in Alameda County**

**Bid Date: June 27, 2017 @ 2:00 PM**

Work types requested, but are not limited to, the following:

**Clearing and Grubbing, Construction Area Signs, Construction Materials, Erosion Control, Portable Changeable Message Signs, Prep WPCP, Roadway Excavation, Sign Work, Street Sweeping, Temporary Erosion Control, Trucking and Vegetation Control.**

Plans and Specifications are available for review at our office, or can be downloaded online at the following website:

<http://www.dot.ca.gov/des/oe/weekly-ads/specs-nth.php?c=04-4G9704>

Call Serina Sirna for assistance in obtaining bonds, line of credit, insurance and scheduling accommodations.

**Gordon N. Ball, Inc.**

Attn: Serina Sirna

333 Camille Ave., Alamo, CA 94507

Phone: (925) 838-5675 • Fax: (925) 838-0814

[estimating@ballconco.com](mailto:estimating@ballconco.com)

An Equal Opportunity Employer



(An Equal Opportunity Employer)

is issuing a Request for Proposal (RFP) for the SFMTA Central Warehouse and Overhead Lines Facility (Burke Warehouse) project for the following trades: Micropiles, Storage Racks, and Fire Protection

• RFP Due Date - July 10, 2017 at 2 pm

A **mandatory** Pre-Bid Meeting will be held at the project site located at 1570 Burke Avenue, San Francisco CA, 94124, on **June 5, 2017 at 2:00 pm**

RFP Documents Can be Downloaded at: <https://clarkconstruction.box.com/v/SFMTAWarehouseRFP>

**Clark Construction Group- California, LP**  
**Contractor License #839892**

180 Howard Street, Suite 1200, San Francisco, CA 94105

Phone: 415-767-7016 • Fax: 415-767-7099

Contact: Plamen Ivanov • [plamen.ivanov@clarkconstruction.com](mailto:plamen.ivanov@clarkconstruction.com)





# California Sub-Bid Request Ads



## DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: ALAN McKEAN  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**City of San Leandro Annual Overlay / Rehabilitation 2016-17 Phase 1**  
**Project No. 2017.0050 - Bid No. 15-16.016**  
OWNER:

City of San Leandro –  
Engineering and Transportation Department  
835 East 14th Street, San Leandro, CA 94577

**Bid Date: JUNE 26 , 2017 @ 3:00 P.M.**

DGC is soliciting quotations from certified Local Business Enterprises, for the following types of work and supplies/materials including but not limited to:

**Adjust Iron, Cold Plane, Electrical, Emulsion Supplier, Minor Concrete, Paving Fabric, Roadside Signs, Striping, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material and Rubberized HMA (Open Grade) Material.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at <http://www.sanleandro.org/depts/finance/purchasing/bids>.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need LBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SB-TRCs](http://www.transportation.gov/osdbu/SB-TRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the LBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.

### Gold Ridge RCD

2776 Sullivan Rd • Sebastopol, CA 95472 • Phone: 707-823-5244 • Fax: 707-823-5243 • Contact: William Hart • [William@goldridgercd.org](mailto:William@goldridgercd.org)

The Gold Ridge Resource Conservation District is seeking Minority- and Women-Owned Business Enterprises for the following project: **Valley Ford Cheese Company • Rainwater Harvesting System • Location: Valley Ford, Sonoma County, CA**

**Construction Timeframe** (approximate): Week of July 31 – to the week of October 2. Construction is expected to take 7-10 weeks, exact timing within the allowed timeframe will depend on contractor's schedule.

**Project Scope:** The project comprises of construction activities at the Valley Ford Cheese Company, located in Valley Ford, CA. Bids are requested from licensed and qualified contractors for the installation of a rainwater harvesting system. The project occurs within a commercial business on private land. There is one building identified for work, and the building requires modest changes to attach the gutters in a safe and functional manner. Licensed contractors with prevailing wage reporting requirement experience are encouraged to attend the bid tour. More info available at <http://goldridgercd.org/htm/for-contractors.htm>

The project includes the following components:

- A. Site preparation work, including trenching;
- B. Excavation of primary and auxiliary tank pad sites;
- C. Installation of gutters, gutter hardware, downspouts, first flush diversion systems, and associated components;
- D. Installation of compacted gravel pad, ring and retaining wall;
- E. Pressure tank and gauge;
- F. Service utility panel;
- G. Acquisition and installation of two auxiliary water storage tanks;
- H. Erosion control measures

Full Request for Bids available at: [www.goldridgercd.org](http://www.goldridgercd.org)

**Specific trades/licenses requested:** a current California Class A General Engineering License is required.

**THIS IS A PREVAILING WAGE PROJECT.** Certification of insurance for General Liability and

Workers' Compensation are required. Letters of Intent required by 5 PM, Friday, June 23, 2017 to attend a mandatory bid tour at 10 AM, Friday, June 30, 2017.

**Bids are due by 5 PM on Friday, July 20, 2017.** See full RFB for more details.

## Long Island (Babylon), NY Sub-Bid Request Ad

### Shea McNally JV BIDDING OPPORTUNITY

MBE/WBE/DBE Certified with the following certifying authority:

**A DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.**

Inviting qualified contractors, specifically **MBE/WBE/DBE firms certified/eligible as listed above**, to contact Shea McNally JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is located in Long Island (Babylon), New York. The Work consists of:

**Southwest Outfall Replacement, Capital Project No. 8108**  
**Owner: County of Suffolk – Dept. of Public Works-Yaphank, NY**  
**Capital Project No. 8108**  
**BID DATE: June 29, 2017 at 11:00 AM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a **MBE/WBE/DBE** in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205 or certified by EPA** shown above to obtain current certification.

Shea McNally JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiore at (909) 595-4397, [Steven.Fiore@jfshea.com](mailto:Steven.Fiore@jfshea.com), to receive instructions on accessing the FTP Site.

### Shea McNally JV An EEO Employer

**(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)**  
**667 Brea Canyon Road, Suite 22 • Walnut, CA 91789**  
**909-594-0990 • 909-869-0827 (fax)**  
**Attn: Dennis Poulton, Chief Engineer**



# California Sub-Bid Request Ads



**Lamb Oxford** | **MTC, Inc.™**  
L.A.M.B. OXFORD MANAGEMENT AND TECHNOLOGY CO., INC.

6754 Bernal Ave., 740-414; Pleasanton, CA 94566  
 Local Address: 13215 Penn Street, Suite 300; Whittier, CA 90602

**REQUEST FOR CBE SUBCONSULTANT INTEREST**

L.A.M.B. Oxford Management and Technology Company, Inc.  
 dba Lamb Oxford MTC, Inc.

is bidding on the following project as Prime Contractor:

**Owner: County of Los Angeles Department of Public Works Request for Proposals**

**THE RANCHO LOS AMIGOS SOUTH CAMPUS PROJECT  
 PROJECT CONTROLS AND SUPPORT SERVICES  
 RFP NO. AED7740083**

**County's Proposal due date is Wed, July 5, 2017, prior to 2:00 am PDT  
 NOTE: Lamb Oxford's Proposal Due Date is Thu, June 22, 2017, at 3:00 pm PDT**

Lamb Oxford is seeking statement of qualifications from Community Business Enterprises (CBEs) for the following work:

- Facilities Management and Office Support Services – IT (hardware, software, website, telephones, email, the internet, etc.)
- Labor, Human Resource Consultants
- Industrial Compliance Consultants
- Public Relations and Marketing Services
- Community Outreach Services
- Community Training and Mentorship Services
- Project Control Services – Cost Controls (Estimating), Change Controls (Analysis of Risk, Life Cycle, etc.)
- Project Control Services – Scheduling Controls (cost and resources loaded schedules)
- Project Control Services – Document Controls (Project Related Docs such as letters, memos, submittals, shop drawings, change orders, invoicing, RFIs, RFQs, etc.)
- Project Control Services – Change (and variance) Controls (cost and schedule impacts)
- Project Control Services – Primavera P6 and Expedition Support Services (Software maintenance and upgrades)
- Project Control Services – Quality Assurance Services
- Project Control Services – Quality Control Services
- Project Control Services – Issues Tracking, Master Calendar, Meeting Minutes Log, Monthly Reports, etc.
- Design Review Disposition and software updates
- Project Control Services – LEED Certification and Sustainability
- Project Control Services – Virtual Design, Construction and Quality (BIM)
- Project Control Services – Data Analytics
- Familiar with Design Build and other AEC Delivery Methods
- Project Control Services – Design, Contractor Performance, Coordination, and Scoping Services
- Project Controls - Optional Services (user-occupancy and transition planning, post-occupancy maintenance schedule and procedures, alternate Project Delivery evaluations, equipment procurement, etc.)

Experience providing similar services to the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority and women-owned business enterprises.

Interested businesses should email a brief overview of their County of Los Angeles experience, along with CBE documentation by **Thursday, June 22, 2017**, at 3:00 pm PDT to Delbara (Del) Dorsey (Independent Outreach Contractor) at [deldorsey@everfieldconsulting.com](mailto:deldorsey@everfieldconsulting.com), or by telephone (310) 251.7165 or by fax (310) 539.7612.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

## Forty-Two States Add Construction Jobs Between May 2016 & 2017

*California and Rhode Island Add Most Jobs for the Year; Missouri and D.C. Have Largest Drops; Louisiana Tops Monthly List; Pennsylvania and Wyoming Have Biggest Decreases for the Month*

Forty-two states added construction jobs between May 2016 and May 2017 amid growing demand for construction services, while 25 states and the District of Columbia lost construction jobs between April and May as firms struggle to find enough workers, according to an analysis by the Associated General Contractors of America of Labor Department data released today. Association officials said workforce shortages appear to be impacting construction employment in parts of the country.

“There is still plenty of private-sector demand for construction projects, so it is likely that some states with monthly employment declines have a shortage of workers rather than a slowdown in work,” said Ken Simonson, chief economist for the association. “Given the low unemployment rate in most states, it is hard for contractors to find new construction workers, let alone experienced ones.”

California added the most construction jobs (38,900 jobs, 5.0 percent) during the past year. Other states adding a high number of new construction jobs for the past 12 months include Florida (31,000 jobs, 6.6 percent); Louisiana (12,600 jobs, 9.1 percent); Washington (10,700 jobs, 5.8 percent); Texas (10,600 jobs, 1.5 percent) and Oregon (9,800 jobs, 10.9 percent). Rhode Island added the highest percentage of new construction jobs during the past year (12.8 percent, 2,300 jobs), followed by Oregon; Nevada (10.9 percent, 8,100 jobs); New Hampshire (9.5 percent, 2,400 jobs) and Louisiana.

Eight states and the District of Columbia shed construction jobs between May 2016 and May 2017. Missouri lost the largest number of construction jobs (-4,100 jobs, -3.4 percent), followed by Mississippi (-2,200 jobs, -5.1 percent) and Illinois (-1,700 jobs, -0.8 percent). The District of Columbia lost the highest percentage for the year (-7.6 percent, -1,200 jobs), followed by Alaska (-5.5 percent, -900 jobs) and Mississippi.

Pennsylvania lost more construction jobs between April and May than any other state (-4,300 jobs, -1.8 percent), followed by Mis-

■ **Continued on page 10**

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# California Sub-Bid Request Ads

## GOLDEN GATE CONSTRUCTORS

5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138

Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Bob Williams

Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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

**Terminal 1 Boarding Area B Project –  
Bid Package 4.1 –**

**Trade Package TP#31 Site Demolition,  
Earthwork & Paving**

**Owner: City and County of San Francisco  
c/o Austin – Webcor, a Joint Venture**

**BID DATE: June 28, 2017 @ 2:00 PM**

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

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

**We are an Equal Opportunity Employer**



**BROSAMER & WALL, INC.**

An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE

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

**BART EARTHQUAKE SAFETY PROGRAM AERIAL STRUCTURES**

**FRUITVALE STATION AND COLISEUM STATION**

**Contract No. 15PJ-130B**

**Bid Closing Date: JUNE 20, 2017 @ 2:00 PM**

**DBE GOAL: 12%**

**CONTACT:**

**Robert Rosas**

**Brosamer & Wall Inc.**

**1777 Oakland Blvd, Suite 300**

**Walnut Creek, California 94596**

**PH: 925-932-7900 FAX: 925-279-2269**

**PROJECT SCOPE:**

The work in this Contract includes but is not limited to providing structural retrofit of pier foundations, columns and pier caps; demolition of selected existing facilities; shoring for excavation support; excavation; steel and concrete structure retrofit at girders, and stairs; drilling and bonding dowels in concrete; electrical work at piers and the main concourse, defined as the covered area between station entrances; architectural work at stairs and curtain walls, retrofit of escalator trusses, restoration of paving, striping, sidewalks, signage, traffic control, utilities. Optional Work; Breakrooms improvements at Coliseum station and/or Fruitvale station may be included at the discretion of the District as described in the Contract Documents. Duration of Project is 1200 Calendar Days.

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

**Subcontractors and Suppliers being solicited include but not limited to:**

Construction Staking, Traffic Control System, Project Signs, Construction Area Signs, Construction Site Mgmt., Prepare SWPPP, Rain Event Action Plan, Storm Water Annual Report, Temporary SWPPP Devices, Street Sweeping, Temporary Concrete Washout, Temporary Fence (Type ESA), Abatement (Asbestos/Lead) & Demolition, Select Structure Concrete Removal, Pre-Stressing/Post Tensioning, Concrete Reinforcing, Concrete Reinforcing (Foundation), Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Fiber Reinforced Polymer Column Casing, Structural Steel Framing, Architectural Work (Aluminum Walls, Glazing and Storefronts), Fire Suppression, Plumbing & HVAC, Electrical and Communication, Earthwork, Shoring and Underpinning for Safeguarding Structures, Asphalt Paving, Concrete Paving, Minor Concrete (Concrete Curbs, Gutters, and Walks), Signage and Pavement Markings, Chain Link Fences and Gates, Utilities, Building General Contractors for Breakroom(s) Optional Improvements, 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/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at the Districts Offices for plan room locations please call BART at 510-851-3174. B&W will also make plans electronically please email [rrosas@brosamerwall.com](mailto:rrosas@brosamerwall.com) for free online link. 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, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.







# California Sub-Bid Request Ads



**BROSAMER & WALL, INC.**

An Equal Opportunity Employer  
is requesting quotations from all qualified  
**DBE**

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

**RUNWAY 17/35 REHABILITATION - PHASE 1A**

**Victorville, CA**

**Bid Closing Date: JUNE 29, 2017 @ 2:30 PM**

**DBE GOAL: 7%**

CONTACT:

**Robert Rosas**

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300

Walnut Creek, California 94596

PH: 925-932-7900 FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Demolition of Existing Runway, Earthwork Grading, Cement Treatment Base, Crushing, Aggregate Supply, Asphalt Paving, Cement Supply, Electrical, SWPPP and Erosion Control, Grinding Existing Asphalt Concrete, PCC Pavement, Pipe Supply, Quality Control & Quality Assurance, Reinforcing Steel, Runway Grooving, Saw-cut and Joint Seal, Airport Security, Traffic Control Devices, Signage, Striping (Removal and Installation).

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/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from ebidboard.com website. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. 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, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



11555 Dublin Boulevard  
Dublin, CA 94568-2909  
Phone: (925) 829-9220  
Estimator: ALAN MCKEAN  
Website: www.desilvagates.com  
**An Equal Opportunity Employer**

**Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:**

**SOUTH MCDONNELL ROAD  
REALIGNMENT PROJECT –  
TBP NEW ROADWAY,  
Contract No. 10515.71 TBP 0009,  
Local Business Enterprise Goal  
Assigned is 30%**

**OWNER:  
CITY AND COUNTY OF SAN FRANCISCO  
c/o WEBCOR BUILDERS  
San Francisco International Airport,  
676 North McDonnell Road,  
San Francisco, CA 94128**

**BID DATE: June 23, 2017 @ 2:00 P.M.**

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

**EROSION CONTROL, SWPPP / WATER POLLUTION CONTROL PLAN, TRAFFIC CONTROL PLAN, FENCE, ELECTRICAL, STRIPING / SIGNAGE, MINOR CONCRETE, DEMOLITION / CLEARING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). GGC is willing to breakout portions of work to increase the expectation of meeting the LBE requirement.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GGC is an equal opportunity employer.

## Looking for Subcontractors, Vendors, and Suppliers?



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.

Call 1-800-800-8534  
or visit us at [www.sbeinc.com](http://www.sbeinc.com)



# California Sub-Bid Request Ads

## Turner

Turner Construction Company, representing the County of Alameda as their Construction Manager at Risk (CMR), formally announces the upcoming bidding opportunity on the project listed below. Bidders are required to meet Project Stabilization/Community Benefit Agreement (PSCBA) requirements and make a good faith effort to meet Enhanced Construction Outreach Program (ECOP) goals.

Prospective bidders are encouraged to visit the County of Alameda website for information on certification, ECOP, and PSCBA requirements.

**Cherryland Community Center**  
**Approximate Construction Value: Fifteen Million Dollars (\$15,000,000)**  
**Owner: County of Alameda**

The project scope includes ground-up construction of an approximately 17, 500 square-foot multipurpose community center located on two adjoining lots (278 Hampton Road and 17482 Boston Road). The scope also includes improvements to the Meek Estate parking lot, located behind the Community Center site, at the end of Boston Road. This advertisement is for all trade packages associated with the project. Construction is slated to begin between July and November 2017 and complete in late 2018. This advertisement is for all trades, including:

1.00 – General Requirements, 2.31 – Demolition and Earthwork, 2.46 – Earthwork/Foundations, 2.50 – Site Utilities, 2.74 – Site Paving, 2.75 – Site Concrete/Markings, 2.90 – Landscaping/Site Improvements, 3.30 – Structural Concrete/Reinforcing, 4.20 – Masonry/Stone, 5.10 – Structural Steel/Decking, 5.50 – Miscellaneous Metals, 6.10 – Rough Carpentry, 6.20 – Millwork/Casework, 6.60 – Plastic Paneling, 7.50 – Roofing/Waterproofing, 7.60 – Flashing/Sheetmetal/Expansion Joints, 8.10 – Door/Frames/Hardware, 8.30 – Specialty Doors/Frame/Hardware, 8.40 – Curtain Wall/Metal Panels/Storefront/Windows, 9.20 – Metal Stud Framing/Drywall/Plaster, 9.30 – Ceramic Tile, 9.50 – Acoustical Ceiling tile and FWP, 9.60 – Flooring, 9.90 – Painting/Specialty Wall Covering, 10.00 – Specialties/Equipment/Fixtures, 10.10 – Toilet and Misc. Partitions/Accessories, 10.40 – Signage, 11.40 – Food Service Equipment, 12.49 – Window Treatments, 12.50 – Furnishings, 15.30 – Fire Protection, 15.40 – Plumbing, 15.90 – HVAC, 16.00 – Electrical and PV, 16.40 – Low Voltage/Security/Life Safety. Note that some trades listed above may be grouped into a single bid package, and others may be broken into multiple trade packages. Check the link below in Plans and Specs section for additional information.

### Plans and Specifications

Plans, Specifications, Requirements, and other job documents will be available after June 5, 2017. Please go to <https://turnerocal.box.com/s/jzu4g6thmdkr7dht5wfovnbfx2n54jb> to access the documents. You will be asked for your own user name and password.

### Pre-Bid Meeting/Job-Walk

#### INFORMATIONAL Pre-Bid Meetings and Job-Walks:

**Pre-Bid Meeting 1:** June 8 from 9 A.M. to 9:45 AM,  
21455 Birch Street, Hayward.

**Jobsite Walk 1:** June 8 from 10:00 A.M. to 10:30 A.M.,  
278 Hampton Road, Hayward.

**Sub networking event:** June 8, 10:45 A.M. to 11:30 A.M.,  
278 Hampton Road, Hayward.

**Pre-Bid Meeting 2:** June 12, 12:30 P.M. to 1:00 P.M.,  
1111 Jackson St., Room 226, Oakland.

**Jobsite Walk 2:** June 13, 8:00 A.M. to 8:30 A.M.,  
278 Hampton Road, Hayward.

Both pre-bid meetings and jobsite walks will cover all trades.

### Requests for Information

**Pre-Bid Requests for Information (RFIs) are due June 14 at 2:00 p.m.**

### Prequalification

Bidders interested in working with Turner on this project will be required to prequalify before being awarded the work. Submit prequalification packages online at [www.turnerconstruction.com/sub-contractors](http://www.turnerconstruction.com/sub-contractors). Non-prequalified sub contractors may bid the work, and will have 72 hour to submit an acceptable prequalification package if they are the apparent

**Sealed bids are due no later than 2pm, THURSDAY, June 22, 2017.**

#### DELIVER TO:

Turner's Oakland Office  
 Attn: Marlene Guzman  
 300 Frank H. Ogawa Plaza, Suite 510  
 Oakland, CA 94612

Turner requires that subcontractors also comply with Project Stabilization/Community Benefit Agreement (PSCBA) requirements.

Turner has the following goals for the project:

Minority Owned Business Enterprise – 15%, Woman Owned Business Enterprise – 5%,  
 Local Business Enterprise – 60%, Small Local Business Enterprise – 20%

Please direct all questions to Marlene Guzman at 510-267-8105 or [mguzman@tcco.com](mailto:mguzman@tcco.com).

## Small Business Exchange

### The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

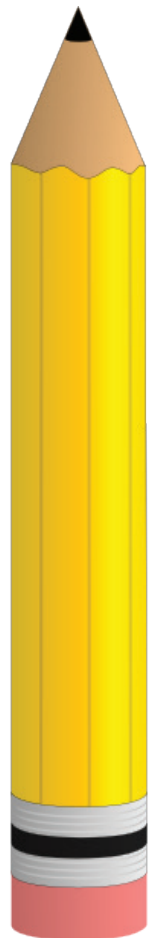
**Look no further. We have them all in our database**

Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations?  
**We have that, too.**

Want to reach them by industry-specific codes (NAIC/SIC/UNSPSC)?  
**We can do that, too**

The next time you're bidding project where time and accuracy are of the essence, call us.  
**We'll make it happen.**

We are on the move to make your business better.



**Call 1-800-800-8534**



# 10 Leadership Quotes From the World's Most Influential Leaders

“ MY JOB IS NOT TO BE EASY ON PEOPLE. MY JOB IS TO MAKE THEM BETTER.

Steve Jobs

”

E

“ THE ABILITY TO LEARN IS THE MOST IMPORTANT QUALITY A LEADER CAN HAVE.

Sheryl Sandberg

”

E

“ ONE VOICE CAN CHANGE A ROOM.

Barack Obama

”

E

“ PART OF COMPANY CULTURE IS PATH-DEPENDENT – IT'S THE LESSONS YOU LEARN ALONG THE WAY.

Jeff Bezos

”

E

“ THE LEADER IS ONE WHO, OUT OF THE CLUTTER, BRINGS SIMPLICITY ... OUT OF DISCORD, HARMONY ... AND OUT OF DIFFICULTY, OPPORTUNITY.

Albert Einstein

”

E

“ I THINK BAKING COOKIES IS EQUAL TO QUEEN VICTORIA RUNNING AN EMPIRE. THERE'S NO DIFFERENCE IN HOW SERIOUSLY YOU TAKE THE JOB.

Martha Stewart

”

E

“ MY JOB AS A LEADER IS TO MAKE SURE EVERYBODY IN THE COMPANY HAS GREAT OPPORTUNITIES, AND THAT THEY FEEL THEY'RE HAVING A MEANINGFUL IMPACT.

Larry Page

”

E

“ IF YOU WANT TO BUILD SOMETHING GREAT, YOU SHOULD FOCUS ON WHAT THE CHANGE IS THAT YOU WANT TO MAKE IN THE WORLD.

Mark Zuckerberg

”

E

“ THE MOST COURAGEOUS ACT IS STILL TO THINK FOR YOURSELF. ALOUD.

Coco Chanel

”

E

“ WHENEVER YOU DO A THING, ACT AS IF ALL THE WORLD WERE WATCHING.

Thomas Jefferson

”

E

# The Small-Business Guide to Getting the Cash You Need

## Continued from page 1

Many regulations govern this loan program so it is critical to deal with an SBA preferred lender and connect with a representative at a bank with SBA experience.

If you can't obtain a bank or SBA loan, entrepreneurs can resort to alternative lending from institutions like CAN Capital, Merchant Cash and Capital, and OnDeck.

- For business owners in need of meeting urgent obligations, merchant cash advances offer cash up front. The lender receives a set percentage of future credit/debit card sales until the loan is repaid.

Unlike banks and the SBA loan program, alternative lenders are unregulated so it's important to not rush this process. Know what lien they're placing on your company, the annual percentage rate (APR) and interest rate (IR). These are often short-term loans of six months with an average APR of 56%.

Lenders like Dealstruck, Funding Circle, Fundation and Lending Club offer amortizations of up to five years and have minimal to no pre-pay penalties.

While Kassar calls alternative lenders the "wild wild west" of lending, advocates like Billy Morrissey, CEO of Merchant Solutions Group, says

his industry provided a lifeline to small business during the credit crisis and has continued to gain momentum ever since.

### Here's a primer on some other options:

- A line of credit is a set amount, similar to a credit card. It's mostly available to well-established businesses.
- Commercial mortgages are for businesses seeking land or buildings. Owners will pay equal monthly payments for a set number of years with the property used as collateral.
- If you're seeking to lower finance charges, consider a debt consolidation loan to refinance current debts or secure a lower interest rate.
- Many service-based businesses turn to accounts receivable financing/factoring, where the lenders purchase the borrowers accounts receivables with cash up front.
- Crowdfunding for debt can offer 3-5 year amortization periods.
- Leasing equipment from a manufacturer or specialized lender can help you free up capital for other uses.
- In an equipment sales lease back, the lender buys equipment at a percentage of liquidation value and later "resells" equipment back to you once the loan is repaid. This is useful for businesses when the equipment is a primary asset.

### STEP 4: REALITY CHECK

While the first round of self-assessment questions is rigorous and requires brutal honesty, Kassar says it's best to maintain a cautionary approach. After selecting your loan option, consider how much money you really need because often, it's a lot less than you think.

Also, make sure you get a paying customer and a purchase order in place. Gathering positive referrals and demonstrating growth are essential to becoming bankable.

### STEP 5: SLEEP ON IT!

Even if you qualify for a loan product, weigh all of your options and understand the terms and conditions. Review all the associated risks such as pre-payment or early termination penalties. Before you sign at the closing table, ask yourself:

- "Will this loan allow me to focus on growing my business and making it more profitable?"
- "Will I stop lying awake at night worrying about cash flow?"
- "Is the expense worth it?"
- "Will this loan address the problem that is actually causing my cash flow problems?"

And last remember that no loan is permanent, so review your debt at least once a year.

SOURCE: [www.entrepreneur.com](http://www.entrepreneur.com)

## Forty-Two States Add Construction Jobs Between May 2016 & 2017



### Continued from page 5

souri (-3,900 jobs, -3.3 percent) and Minnesota (-2,600 jobs, -2.1 percent). Wyoming lost the highest percentage of construction jobs for the month (-5.1 percent, -1,100 jobs), followed by South Dakota (-4.0 percent, -1,000 jobs) and Missouri. Construction employment was unchanged between April and May in Alaska, Montana and Oklahoma.

Of the 22 states that added construction jobs between April and May, Louisiana had the largest numerical and percentage increases (5,000 jobs, 3.4 percent), followed by Maryland (4,800 jobs,

3.0 percent). Alabama ranked third in percentage gain (2.9 percent, 2,500 jobs), followed by Illinois (1.9 percent, 4,000 jobs), South Carolina (1.9 percent, 1,800 jobs) and North Carolina (1.7 percent, 3,300 jobs). Illinois was third in number of jobs added for the month, followed by Texas (3,400 jobs, 0.5 percent) and North Carolina.

Association officials said Washington officials can help address growing labor shortages in the construction industry by putting in place measures that expand training opportunities for students and young adults. This includes expanding investments in secondary career and technical

education, making it easier to establish apprenticeship training programs in all market types and allowing for more charter schools and career academies that focus on construction skills.

"Having the President talk about the need for more craft workers in fields like construction is helpful," Stephen E. Sandherr, chief executive officer for the association, said. "Now it is time to act on those good intentions by putting in place measures to expand training opportunities for people considering careers in construction."

SOURCE: [AGC of America](http://AGC of America)