

Webcor Hires Matt Reece, Formerly of Weeks Marine, as Chief Financial Officer



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By Chris Kardish

Webcor Builders (Webcor), one of the largest general contractors in California, has announced the hiring of Matthew Reece as Executive Vice President (EVP) and Chief Financial Officer (CFO). Reece, a seasoned financial executive, takes over the books of a construction operation with over \$1 billion in revenue in 2014, \$3 billion in the pipeline, and robust self-perform capabilities beyond those of most other General Contractors.

Reece began his career in the construction industry in 2000 as the Senior Vice President of Finance and Administration with URS Corporation. In 2010, he took over as CFO at Weeks Marine, another high volume self-performing contractor, before accepting the same role at Webcor earlier this year. Reece graduated from Idaho State University with a Bachelor of Business Administration (BBA) in Accounting in 1993.

"I couldn't be more excited about this opportunity," said Reece. "I've thoroughly enjoyed working in the construction industry the last 15 years. It's wonderful to be able to look out the window or walk around a city and see the tangible results of the hard work of so many. Webcor has had incredible success recently, and I see tremendous potential here for us to get even better."

As EVP and CFO, Reece will serve as an integral member of Webcor's board of directors as he assumes responsibility for Webcor's financial

health and growth. He will be accountable for the administrative, financial, and risk management operations of the company including the continued development of financial and operational strategies and metrics and the ongoing development and monitoring of control systems designed to preserve company assets and report accurate financial results.

"Matt's extensive background in finance and expertise with self-performed work combined with his 15-plus years in our industry make him an ideal fit for us," said Webcor President and CEO Jes Pedersen. "We welcome him to our team and look forward to his contributions."

Webcor has completed over 55 million square feet of projects to date, and is well-known for constructing projects of all sizes, strong self-perform concrete and interiors divisions, and sustainable landmark structures. Webcor continues to be listed as one of the nation's top-ranked Construction Companies. The company is currently listed as one of the Bay Area's largest Commercial Contractors by the San Francisco Business Times and one of the top green contractors in the U.S. by the Engineering News-Record. Additionally, Webcor is one of the Top 10 Concrete Contractors in the nation per CC100.

Webcor has been featured in The Wall Street Journal, The Harvard Business Review, The New York Times, Newsweek, Business Week, California Computing, California Construction, and the Engineering News-Record for high quality, speed of

construction, and industry-leading use of technology. Webcor Builders provides a full spectrum of preconstruction and construction services that include, Design Review, Structural and Constructability Analysis, LEED Certification Analysis, Scheduling, Estimating, Subcontractor Outreach, Prequalification and Selection, Material Purchasing and Commissioning.

About Webcor

Webcor's extensive knowledge base, sharply-honed technical skills, and over 43 years of experience allow the firm to provide exceptional value by building smarter. Webcor Builders is one of the leading General Contractors in California and were recently named the 2014 California Contractor of the Year by the Engineering News-Record (ENR). Founded in 1971, Webcor is known for an innovative and efficient approach to construction, wide range of experience, cost effective design/build methodology, skill in concrete construction, and expertise in building landmark projects.

■ Continued on page 5

SMALL BUSINESS EXCHANGE

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Website: www.sbeinc.com

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Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

AECOM is seeking qualified **Community Business Enterprise (CBE)** subconsultants for the following project:

**County of Los Angeles Department of Public Works
Request for Proposals
As-Needed Environmental Compliance Manager Services
Location: Los Angeles, CA
Bid Date: July 6, 2015**

AECOM seeks CBE firms capable of providing environmental compliance managers (ECMs) with the following qualifications.

- Minimum 5 years of experience (ECM 1) or 10 years of experience (ECM 2).
- Degree in civil or environmental engineering, geology, environmental health and safety, industrial hygiene, or related field.
- Certified 40 hours HAZWOPER per 29 CFR 1910.120 plus field experience and knowledge of 8 CCR 1531.
- Certified SWPPP QSD and/or QSP.
- Certified Industrial Hygienist.
- Certified by the California Department of Public Health to conduct lead abatement and evaluation.
- Extensive field experience and knowledge of:
 - Cal/OSHA Construction Safety Orders.
 - Construction projects involving excavation, handling, temporary storage of contaminated soil, soil recycling, legal disposal of hazardous and nonhazardous contaminated soil, treatment and disposal of contaminated and non-contaminated groundwater, groundwater dewatering treatment systems, and surface water diversion systems.
 - USACE, RWQCB, NPDES, and other permitting
 - WDRs for construction groundwater dewatering operations, and discharges to Class I, II and III landfills
 - Equipment such as photoionization detectors; organic vapor analyzers; portable meters for measuring ph, EC, turbidity and temperature; and portable gas detectors.
 - Construction dewatering, monitoring well installation and closure procedures and well point installation, operation and maintenance.
 - Lead-based paint and asbestos abatement.
 - Air monitoring for VOCs in accordance with SCAQMD Rule 1166.
 - Reviewing EIRs, MNDs, and NDs; and reviewing CEQA and NEPA compliance reports.
 - Los Angeles area noise control ordinances for construction activities.

This is only a summary of Los Angeles County's required qualifications. For complete required qualifications and scope of services, please review the RFP.

It is understood that not all staff will possess all of the required qualifications. However, the more experienced and qualified the person is, the broader the range in the number and scope of projects and responsibilities that may be assigned.

ECMs must be available within seven days of notification to perform various environmental compliance management tasks in support of Los Angeles County Public Works administered infrastructure, road, bridge, traffic signal, flood control, sewer, water, and airport construction projects throughout Los Angeles County.

ECMs must provide their own laptop computers, internet service, cell phones, safety gear, vehicle, all required code books, and all other equipment necessary to provide environmental compliance management services.

AECOM

915 Wilshire Blvd., Suite 700, Los Angeles, CA 90017
Email: laofficemanagement@aecom.com

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.

By 4 PM, June 26, 2015, please submit a brief statement of qualifications, including candidate resumes, by email (preferred) to SBE@SBEINC.com, or fax to Small Business Exchange at (415) 778-6255.

Sub Bids Requested From Qualified
DBE, MBE, WBE
Subcontractors & Suppliers for
**East Bay Municipal Utility District
Camanche Water Transmission Pipeline**
Location: Ione, CA
Project No. 2093A
Bid Date: July 1, 2015 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking and divers.

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: Jim Falk

An Equal Opportunity Employer

Sub Bids Requested From Qualified
DBE Subcontractors & Suppliers for
**County of Merced - Santa Fe Avenue Over
Deadman Creek Bridge Replacement Project**
Location: Merced County, CA
300-1074 /
Federal Aid Project No. BRLO 5939(081)
Bid Date: June 29, 2015 @ 3:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: survey; construction area signs; SWPPP; fencing; striping; bridge demolition; furnish & drive piles; prestressing cast-in-place concrete; reinforcing steel; joint seal; metal beam guard railing; erosion control; and concrete barrier.

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

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Visit www.sbeinc.com
to download the latest SBE
Newspaper and Newsletter



California Sub-Bid Request Ads

DeSilva Gates Construction, L.P. is soliciting for DBEs 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 25, 2015 @ 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:

AC Dike, Austin Vault Sand Filter, Bridge/Retaining Wall, 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
An Equal Opportunity Employer

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

INDUSTRIAL BOULEVARD PAVEMENT REHABILITATION Project No. 05265, Federal Program No. STPL-5050(041)

OWNER:
CITY OF HAYWARD
City Clerk, Fourth Floor, 777 B Street,
Hayward, CA 94541

BID DATE: June 30, 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 IN-PLACE, ELECTRICAL, MINOR CONCRETE, LANDSCAPING, PAVERS, STRIPING, TRAFFIC CONTROL, TREE REMOVAL, 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 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: Victor Le
Website: www.desilvagates.com
An Equal Opportunity Employer

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

COMMUNITY DEVELOPMENT BLOCK GRANT FOR HAYWARD PROMISE NEIGHBORHOOD STREET IMPROVEMENT, Project No. 05710

OWNER:
CITY OF HAYWARD
City Clerk, Fourth Floor, 777 B Street,
Hayward, CA 94541

BID DATE: June 30, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises and Women Owned 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 IN-PLACE, CRACK SEALING, PAVEMENT REINFORCEMENT FABRIC, MINOR CONCRETE, TRAFFIC CONTROL, 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 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: Victor Le
Website: www.desilvagates.com
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REQUESTING SUB-QUOTES FROM QUALIFIED LBE/ LIABE / LBABE / SBE / VSBE SUBCONTRACTORS/SUPPLIERS FOR:

Air Cargo Way Pavement Rehabilitation Project No: 2015-05-A1 Owner: Port of Oakland Engineers' Estimate: \$1,200,000. BID DATE: June 24, 2015 @ 2:00 PM

Items of work include but are not limited to: Traffic Control, Site Demolition, Cold Mill Asphalt Concrete, Trucking, Crack Sealant, Soil Cement Base, Striping, Survey Monuments and LED In-Road Warning Lights.

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 is an equal opportunity employer.

Granite Rock Company

7700 Edgewater Drive, Building B, Suite 300 • Oakland, CA 94621
Phone (408) 574-1400 Fax (408) 365-9548
Contact: Bob Williams
Email: estimating@graniterock.com
We Are An Equal Opportunity Employer



California Sub-Bid Request Ads

Balfour Beatty Construction

2335 Broadway, Suite #300 • Oakland, CA 94612
(510) 903-2054

Contact: Chet Brians • cbrians@balfourbeattyus.com

PROJECT: 500 Folsom (Transbay Block 9)

LOCATION: San Francisco, CA

SUBJECT: Invitation to Bid and
Request for Bid Proposal

BID DUE DATE: July 15, 2015 at 2:00 PM

SCOPE OF WORK: Bid Package Group 2:

- Surveying
- Wet Utilities
- Personnel/Material Hoist
- Concrete
- Trash Compactor & Equipment
- Metal Stairs – Design/Build
- Dry Utilities
- Tower Cranes
- Structural Concrete/Rebar/PT
- Trash Chutes
- Window Washing Equipment – Design/Build

Proposing Subcontractor/Supplier

You are hereby invited to submit a bid proposal to and labor, material and equipment as necessary to perform the Work according to the your respective discipline per the corresponding Bid Package(s) listed above for the **Transbay Block 9** located in San Francisco, California. Your bid is to be in based on the Contract Documents, as prepared by SOM, and other Bid Instructions, Contract Appendices, and Attachments all as listed herein and in future Addenda.

KEY DATES/INFORMATION

PRE-BID MEETING: June 22, 2015 at 3:00PM

LOCATION: San Francisco Main Library
Latino/Hispanic Meeting Room
100 Larkin Street
San Francisco, California

LAST DAY FOR RFI'S: July 7, 2015 at 4:00PM

FINAL ADDENDA: July 9, 2015 at 4:00PM

BID PROPOSALS DUE: July 15, 2015 at 2:00PM

Bid Documents and other pertinent information can also be downloaded directly from Balfour Beatty Construction's **Egnyte** site at the following link:

Link to bid documents:

<https://bbcus.egnyte.com/fl/dKEzPOcx2u>

Link to prequalification site:

www.balfourbeattyus.com

Plans and Specs. are also available at Balfour Beatty Construction office.

Using Short-term Debt to Meet Long-term Needs Using Short-term Debt to Meet Long-term Needs

Stretching your businesses working capital through various types of short-term debt instruments can be a good solution to finding the cash to fund revenue-generating marketing programs or help your company manage when clients don't pay bills on time. Some of these short-term debt products may be particularly useful to business owners who may be discouraged by current bank lending practices. Manufacturing companies are increasingly using a product, commonly referred to as Asset Based lending as an alternative to bank loans.

What is Asset Based Lending (ABL)

Asset based loans are based on a borrower's short term assets that are used as collateral to gain cash from a lender right now.

Asset-based lenders typically advance funds against a company's accounts receivable, inventory, or equipment. The amount of funds that are advanced through a revolving line of credit is dependent on the agreed percentage of the value of the secured assets, e.g. 70 percent to 80 percent of eligible receivables or 50 percent of finished inventory. The term eligible receivables refers to the receivables deemed by the lender to be the highest quality (i.e. collectable in less than 60 days from customers with strong credit ratings). Conversely, receivables from individuals or small companies that pay later typically will not be considered as eligible for loan advances due to the perceived higher risks levels.

■ Continued on page 5

REQUESTING SUB-QUOTES FROM
QUALIFIED LBE/ LIABE / LBABE /
SBE / VSBE SUBCONTRACTORS/
SUPPLIERS FOR:

Air Cargo Way Pavement Rehabilitation

Project No: 2015-05-A1

Owner: Port of Oakland

Engineers' Estimate: \$1,200,000.

BID DATE: June 24, 2015 @ 2:00 PM

Items of work include but are not limited to:
Traffic Control, Site Demolition, Cold Mill Asphalt Concrete, Trucking, Crack Sealant, Soil Cement Base, Striping, Survey Monuments and LED In-Road Warning Lights.

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 is an equal opportunity employer.

Granite Rock Company

7700 Edgewater Drive, Building B, Suite 300
Oakland, CA 94621

Phone (408) 574-1400 Fax (408) 365-9548

Contact: Bob Williams

Email: estimating@graniterock.com

We Are An Equal Opportunity Employer

Robert A. Bothman
An Equal Opportunity Employer,
is requesting bids from qualified DBE subcontractors and suppliers for the following trades:

Electrical, Underground Utilities, AC Paving, Fencing/Temp Fencing, Rebar, Misc Metals, Hydroseeding, SWPPP, Trucking, Pavement Markings, Planting/Irrigation, Demolition.

**EARTHQUAKE SAFETY PROGRAM AERIAL
STRUCTURES-A LINE LAKE MERRITT TO COLISEUM
CONTRACT NO. 15PB-120**

Location: Oakland, California

Owner: BART

Bid Date: Tuesday July 28th at 2:00 PM

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications.

Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

Robert A. Bothman, Inc.

2690 Scott Blvd • Santa Clara, CA 95050

Phone: (408) 279-2277 Fax: (408) 279-2286

Stephanie Hunt

shunt@bothman.com

California Sub-Bid Request Ads

**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.

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

Using Short-term Debt to Meet Long-term Needs Using Short-term Debt to Meet Long-term Needs

Continued from page 4

How to Get Asset Based Financing

There is a wide range of organizations that offer ABL products, from banks to many independent finance companies. The Commercial Finance Association maintains a BizCapNet website that can be used to search for ABL providers. For smaller companies, the key requirement may be to find lenders interested in making relatively small loans (e.g. less than \$500,000.) Larger banks prefer to make larger loans because the cost to the bank of monitoring an asset-backed loan is generally the same whether large or small. Larger banks also typically ask company owners to provide personal guarantees and may require the company to transfer all other banking relationships over to the bank.

Pros

- Asset based loans can provide a much needed source of cash for companies that are rapidly growing, and may have existing debt.
- The borrower can draw down funds when needed to get over financial bumps or to sustain growing sales.
- These loans are particularly suited to manufacturers with existing debt, seasonal needs, or industry cycles that strain cash flow.

Cons

- The ability to secure a line of credit through ABL depends on the quality of the receivables. Receivables from customers that typically pay in more than 60 days will not be eligible as collateral for a cash advance.
- Asset-based loans can cost more than traditional loans. Some organizations will add an 'audit' and due diligence fee to the overall cost of the loan.
- Larger lenders may restrict eligibility for asset-based loans to companies that handle all their banking needs with them.

In short, an asset-based loan is not a silver bullet to current bank lending practices. There are different costs associated with the benefits. But if your company finds itself temporarily strapped for cash to meet critical financial needs—e.g. enough cash to fund revenue generating-marketing programs, better management of seasonal or inconsistent cash flow, or short term coverage of expenses when customers are slow to pay invoices, ABL may be a viable option to achieve growth goals and to meet financial commitments.

Source: <http://www.mbda.gov>

Webcor Hires Matt Reece

Continued from page 1

Webcor's mission is to build structures of superior quality and value with integrity and continuously improve its processes through the innovation of skilled people. It strives to be open to individual ideas and add social and economic value to its communities. Please visit www.webcor.com to learn more and follow Webcor on Facebook, Twitter, LinkedIn, Instagram, and Tumblr.

Source: <http://www.prnewswire.com>



Houston, TX Sub-Bid Request Ad

DRAGADOS USA



DRAGADOS PULICE JV

591 Camino de la Reina, Suite 1250 | San Diego, CA 92108
TEL: (619) 814-3705 or (619) 814-3700 | FAX: (619) 814-3770

Please email or fax your bid to: acale@pulice.com; kbell@pulice.com

Equal Opportunity Employer

Invitation to Bid from certified **SMALL BUSINESS, SMALL DISADVANTAGED BUSINESS, WOMAN-OWNED SMALL BUSINESS, HUBZONE SMALL BUSINESS, VETERAN-OWNED SMALL BUSINESS, and SERVICE DISABLED VETERAN-OWNED SMALL BUSINESS**

Subcontractors, Material and/or Suppliers, and Professional Services
which must be certified with the SBA for:

**ADDICKS AND BARKER DAMS Modification of Dams, New Outlet Structures and Cutoff Walls,
(HARRIS AND FORT BEND COUNTIES), HOUSTON, TX**

Solicitation No.W9126G-15-R-0001

BID DATE: Friday, July 17, 2015

OWNER: U.S. Army Corps of Engineers, Galveston District

LOCATION: Houston, Texas

COUNTY: Harris & Fort Bend Counties

OUR QUOTE DEADLINE: Wednesday, July 15, 2015

Quotes for Services & Supplies requested for the following items for bid including, but not limited to:

SWPPP, Piezometers & Monuments, Reinforcing Steel/Rebar, Communications, Web Cameras, Aerial Photography, Concrete Reinforcing & Accessories, Bridge Expansion Joints, Metal Wall Louvers, Civil Works Fabrication, Articulating Concrete Block Revetments, Bituminous Prime Coat, Project Identification, Preconstruction Surveying, Turfing, Metals / Structural Welding, Electronic Safety & Security, Mobile Office Buildings, Landscape Restoration, Precast Architectural Concrete, Clearing & Grubbing, Water Repellent Treatment for Bridges, Sluice Gates, Precast Concrete Blocks, Project Schedule, Environmental Protection & Plan, Quality Control, Fencing / High Security Chain link & Gates, HVAC, Generator & Prefab Buildings, Office Furnishing, Dewatering, Reinforced Concrete Bridge Slabs, Cellular Concrete Grouting, Instrumentation, Electrical Distribution System Underground, Riprap and Blanket Stone, Temporary Construction Facilities, Ultrasonic Inspection of Weldments, Geotech & Verification Drilling, AC Paving / Asphaltic Concrete, Electrical, Janitorial Service, Utility Terrain Vehicles, Demolition & Deconstruction, Pedestrian Access Bridge, Painting: Hydraulic Structures, Utilities, Telecommunications Outside Plant, Conduit Steel Liner & Transition, Cultural & Biological Resource Surveys, Precast Prestressed Concrete Bridge Girders

Terms and conditions should be made part of the quotations. 100% performance and payment bonds may be required for the full amount of the subcontract price. Dragados Pulice JV will assist with obtaining bonding, lines of credit, and insurance by encouraging the subs and vendors to work with state supportive services programs. Responsive subcontractors must possess a current contractor's license, insurance, and worker's compensation coverage complying with Dragados Pulice JV requirements and will be required to sign a standard Subcontract Agreement.

Dragados Pulice JV will analyze and consider each quote received, including those that are broken down into economically feasible units to facilitate bidding. Quotes must be valid for the same period of time as specified by Owner for contract award. Any conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing.

RFP, Plans and Specifications are available by contacting our office

or on FedBizOpps.Gov online at:

https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=af69439c2e502d1f0b626bc0972d1cf1&_cview=1

Dragados Pulice JV is committed to ensuring that subcontractors and vendors have the maximum opportunity to successfully perform on this project, and to making good faith efforts to utilize small, minority, HUBZone, and women's business enterprises.

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