

SBE TODAY

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Small Businesses Must Export East to Maintain U.S. Leadership

ness Association's 2013 Exporting Survey, more than 85 percent of respondents said their company benefited from free trade agreements. Nearly half of all of the goods that America exports go to our 20 trade agreement partners. Last year, 28 states had record-high exports to these 20 countries. Since 2009, our exports have grown far more rapidly to our trade agreement partners (64 percent) than countries with which we have no deal (45 percent).

TPP is important because China, India and the European Union already have greater access than U.S. companies in Pacific Rim countries. TPP intends to eliminate or reduce tariffs with key trading partners, which matters because a tariff of just a few percent can mean the difference between success and failure for a small business. TPP intends to cut red tape and address costly customs delays at the border and reduce some of the complex regulations that make it cost-prohibitive for many small businesses to export.

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By Maria Contreras Sweet,
SBA Administrator

Cosigned by former SBA Administrators Karen G. Mills, Steve Preston, Hector Barreto, and Aida Alvarez

By 2030, more than 2 billion Asian consumers are expected to join the global middle class. In 15 years, the Asian market is projected to be six times larger than the U.S. market. Increasingly, we see an exploding Asian middle class adopting many of the same tastes and appetites for consumer goods that have long been hallmarks of American middle class life. Mexico and several Latin American economies are not far behind.

More than 95 percent of the world's consumers live outside of the United States, and only one percent of our small businesses are selling to them. If we're going to maintain our global economic leadership as a nation, that must change.

We come from different political parties, and we have led the U.S. Small Business Administration (SBA) at different junctures, but on this point we all agree: Congressional approval of Trade Promotion Authority (TPA) and completing the Trans Pacific Partnership (TPP) sought by President

Obama would constitute a significant victory for America's small businesses.

One out of every five American jobs is tied to exports. These jobs generally pay better, nearly 20 percent better. Passing new trade agreements would be critical to our smaller exporters, which don't have offshore affiliates to help them overcome trade barriers and gain market access.

That's why granting trade promotion authority to the President is so important. Trade promotion opens doors for small businesses that would otherwise remain closed. TPP would be our first trade agreement with a specific chapter dedicated to growing our small business exports. The significance of this cannot be overstated; the barriers to accessing new markets are often more daunting for small business owners who have less resources than their larger counterparts.

Most entrepreneurs don't have sufficient cash flow to risk common delays in payment. Others have trouble getting financing for riskier foreign sales. Some small firms face tariffs as high as 35 percent, while others are encumbered by duplicative product testing requirements. These are exactly the barriers new trade agreements would address.

Past trade agreements have opened new markets for smaller exporters. In the National Small Busi-

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

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Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

Bid Requests from Certified SBE Subcontractors and Suppliers for the following Design-Build Trades:
Mechanical, Electrical, Plumbing, Fire Sprinkler, Solar Hot Water System, and Exterior Building Maintenance Systems.

TRANSBAY BLOCK 7 (DESIGN-BUILD TRADES)

This is a OCII project with construction workforce and prevailing wage requirements.

Transbay Block 7
255 Fremont Street
San Francisco, CA 94105
Bid Date: 4/10/15 @ 2 PM

Voluntary Pre-bid Meeting on 3/24/15 at 11:00 AM at Cahill Contractors, 425 California Street, Suite 2200, San Francisco, CA 94104. There will not be a job walk.

CAHILL CONTRACTORS, INC.
Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified SBE Subcontractors and Suppliers for the following ALL TRADES EXCEPT:
Mass Excavation, Shoring, Infrastructure

Hunters View Phase 2 Block 10 (Vertical Construction)

This is a OCII project with construction workforce and prevailing wage requirements.

Hunters View - Phase 2 Block 10
146 West Point Road
San Francisco, CA 94124
Bid Date: 4/14/15 @ 2 PM

Voluntary Pre-bid Meeting & Job Walk on 3/31/15 at 10:00 AM at jobsite trailer (on east side of Middle Point Road).

CAHILL/NIBBI (CNJV)
Contact: Julie Park at estimating@cahill-sf.com, (415) 986-0600.

REQUESTING SUB BIDS
From Properly Certified DVBE
Subcontractors & Suppliers for:

Grossmont Community College District B15.014 Grossmont College Parking Lot Repairs Bid Date: April 7, 2015

QUOTES FOR SERVICES & SUPPLIES ARE NEEDED FOR: Grading, Curb & Gutter, Landscape & Irrigation, Striping, Slurry Seal, Site Electrical

MARATHON GENERAL, INC.
(An Equal Opportunity Employer)
1728 W. Mission Rd., Escondido, CA 92029
p)(760) 738-9714/ f (760) 738-7091
Contact: Mark Finrow

Seeking MBE, DVBE, DBE, WBE, SBE, SBRA, LSAF, HUB subcontractors and suppliers for
AGUA HEDIONDA SEWER LIFT STATION, VISTA/CARLSBAD INTERCEPTOR SEWER REACHES VC11B-VC15 AND RECYCLED WATER LINE; CONTRACT NO. PWS13-40UTIL

Project Owner: City of Carlsbad, CA
Project Location: Carlsbad, CA
Bid Date: Wednesday April 1, 2015

Trades: SWPPP, Dewatering/Sewer Bypassing, Shoring/Shafts/Piling, Landscaping & Irrigation, Fencing, AC Paving/Curbs/Stampcrete, Striping/Pavement Markings, Horizontal Directional Drilling, Microtunneling, Reinforcing Steel, Misc. Metal/Structural Steel, HVAC, Electrical & Instrumentation, Supply of Pipe and Valves, Aggregates, Redi-Mix Concrete.

Plans are available to download on City of Carlsbad Bids & Contracts website

Pulice Construction, Inc.

591 Camino de la Reina, Suite 1250 • San Diego, CA 92108
Phone: (619) 814-3705 • Fax: (619) 814-3770
Contact: Arinda Cale, acale@pulice.com; Kimberly Bell, kbell@pulice.com

An Equal Opportunity Employer

C.C. MYERS, INC. IS REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Orwood Road Bridge Replacement Project
Contra Costa County, Department of Public Works, Project No. 0662-6R4076,
Engineer Est. \$7,256,000 No. of Working Days: 360
Bid Date: April 7, 2015 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (14% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Construction Staking, Progress Schedule, Contractor Quality Control Plan, Temporary Portable Light Towers, Temporary Access Road and Turnaround, Traffic Control System, Type III Barricade, Stripe and Marking, Channelizer, Temporary Signal and Lighting System, Portable Changeable Message Sign, K-Rail, Temporary Crash Cushion, SWPPP, Temporary Hydraulic Mulch, Temporary Hydroseed, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Temporary Construction Entrance, Street Sweeping, Temporary Concrete Washout, Asbestos Compliance Plan, Temporary Fence, Treated Wood Waste, Remove Wood Fence, Remove Abandoned Vault, Remove Potable Water Facility, Remove Electrical Facility, Remove Wood Bollards, Remove Wall, Abandon Utility Conduit, Remove Fence, Gate and MBGR, Remove Irrigation Facility, Remove Roadside Sign, Remove Curb, Remove Retaining Wall, Salvage Roadside Sign, Adjust Valve Box Frame and Cover to Grade, Adjust Utility Cover to Grade, Cold Plane Asphalt, Clear and Grub, Develop Water Supply, Roadway Excavation, Imported Borrow, Weed Control, Maintain Existing Planted Areas, Aggregate Base, Hot Mix Asphalt, AC Dike, Minor Concrete, Furnish Single Sheet Aluminum Sign, Roadside Sign, Concrete Pipe, Drainage Inlet Marker, Rock Slope Protection, Manhole Frame and Cover, Inlet Frame and Grate, EBMUD Wood Fence, Object Marker, MBGR, Metal Railing End Cape, Concrete Barrier, Structure Excavation, Structure Backfill, CIDH, Structural Concrete, Architectural Treatment, Rebar, Prep and Stain Concrete, Metal Bicycle Railing, Cable Railing, Vibration Monitoring, Aqueduct Condition Survey and Reporting, Temp Construction Trestle, Hydroacoustic Sound Level Control, Bridge Removal, Furnish Precast Prestressed Concrete Slab, Erect Precast Concrete Girder, Joint Seal, Geocomposite Drain, Welded Steel Pipe Casing, Plastic Pipe, Construction Equipment and Rentals and Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans, Specs, and Requirements for the project are available for review at our office in Rancho Cordova or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA, 94553 and are available for purchase online at www.cccounty.us/pwprojects. Plans and Specifications are also available on C.C. Myers, Inc.'s Sharepoint site, please contact us for log in information.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER

California Sub-Bid Request Ads



591 Camino de la Reina, Suite 1250 | San Diego, CA 92108
 TEL: (619) 814-3705 | FAX: (619) 814-3770
 acale@pulice.com; kbell@pulice.com
 Equal Opportunity Employer

Invitation to Bid from certified **MBE, WBE, and HUBZone Small Business**
 Subcontractors, Material and/or Suppliers, and Professional Services for:

REPLACE 13TH STREET BRIDGE
VANDENBERG AIR FORCE BASE, SANTA BARBARA COUNTY, CA
Solicitation No. W9122PL-15-R-0012; Project No. XUMU131026B
OWNER: U.S. Army Corps of Engineers, Los Angeles District
LOCATION: Santa Barbara, CA
COUNTY: Santa Barbara County
BID DEADLINE: Wednesday, April 15, 2015
DBE Goal: Each Trade: 19.7%; Female: 6.9%

Quotes for Services & Supplies requested for the following items for bid including, but not limited to: Dewatering, AC Paving, Reinforcing Steel, Shoring/Sheeting, Striping/Pavement Markings, Metal Beam Guard Rail, Landscaping/Irrigation, Bridge Demolition, Erosion Control, Fencing, CIDH Pile, Electrical, SWPPP

Opportunities for quotations will be needed throughout the life of the project. 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. Pulice Construction, Inc. will assist with obtaining bonding, lines of credit, insurance by encouraging the DBE to work with state supportive services programs. All responsive subcontractors must possess a current contractor's license, insurance, and worker's compensation coverage complying with Pulice Construction, Inc. requirements and will be required to sign the standard Subcontract Agreement

Pulice Construction, Inc. will analyze and consider each DBE 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.

Required Form(s): Plans and Specifications available online at www.pulice.sharefile.com. Send DBE certification (CUCP) with quote. Non DBE- Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

Pulice Construction, Inc. is committed to ensuring that DBE has the maximum opportunity to successfully perform on this project, and to making good faith efforts to achieve the DBE goal.

REQUEST FOR LBE, SLBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Oakland International High School Turf Field Replacement
4521 Webster Street, Oakland
Project No. 13154
Oakland Unified School District
BID DATE: April 8, 2015 @ 2:30 PM

We are soliciting quotes for (including but not limited to): Trucking, Staking, Concrete, Fencing, Demolition, Abatement, Striping, Synthetic Turf, Electrical and Construction Materials

O.C. Jones & Sons, Inc.
 1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
 Contact: Mike Crowley
 An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to break-out any portion of work to encourage LBE/SLBE/DVBE Participation. Plans & Specs are available for viewing at our office.

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

Ardenwood Creek (Line P) Restoration and Flood Control Improvements, In Fremont, Alameda County, California, Zone NO. 5 Project
Owner: Alameda County Flood Control and Water Conservation District
BID DATE: April 7, 2015 at 2:00pm.

We hereby encourage responsible participation of Minority/Women-owned Enterprises (M/WBES) and solicit their subcontractor or materials and/or suppliers for the following types of work including but not limited to:

Concrete, Trucking, Fencing, Hydroseeding, Electrical, Landscaping, Underground Pipe, Storm Drain, Striping and Signage

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

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or by using the Dropbox link at: https://www.dropbox.com/sh/af0z5e4va3udp65/AACxzDTDx-CAe02tCbILj_lna?dl=0

As well as purchasing at:
www.ipdservices.com/clients/easbay?ALCO

Or by contacting:

Central Blue Print at 17132 E. 14th Street Hayward, CA 94541 (510) 276-3375, East Bay Blue Print and Supply at 1745 14th Avenue, Oakland, CA 94606 (510) 261-2990 or Custom Blue Print 1944 Mt Diablo Boulevard, Walnut Creek, CA 94596 (925) 932-3113 PSEC is willing to break-out any portion of work to the participation of socially and economically disadvantaged Minority/Women-Owned Enterprises and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at kdonahue@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

Pacific States Environmental Contractors, Inc.
 CAL LIC. NO. 723241

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

ESTIMATOR: Keith Donahue
EMAIL: kdonahue@pacificstates.net

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Even CBO Is Stumped on the Size of the Contractor Workforce

By Charles S. Clark

How many contractor employees does the federal government rely on, at what cost per person, and how does that compare with the cost of assigning the same task to a full-time hire?

When asked by Rep. Chris Van Hollen, D-Md., ranking member of the House Budget Committee, the Congressional Budget Office took a shot but left the \$64,000 question unresolved.

“Regrettably, CBO is unaware of any comprehensive information about the size of the federal government’s contracted workforce,” the nonpartisan analysts wrote in response. “However, using a database of federal contracts, CBO determined that federal agencies spent over \$500 billion for contracted products and services in 2012.”

Spending on contracting grew between 2000 and 2012 more quickly than inflation and as a percentage of total federal spending, the response said. The fastest-growing category in dollars was contracts for professional, administrative and management services, CBO wrote—the top-expanding category being medical services.

But CBO’s efforts to deepen the analysis to help the lawmaker determine whether contracting is more expensive than hiring federal employees ran aground on shoals of incomplete data.

The Federal Procurement Data System—Next Generation (called FPDS-NG), the letter noted, “is the only comprehensive source of information about federal spending on contracts.” Still, the data in FPDS-NG are incomplete, and “several government reports have called the accuracy of some of those data into question,” the analysts said, noting there are 3,000 product or service codes that are ungrouped by topic.

CBO adopted 16 categories offered by the non-profit Center for Strategic and International Studies



Rep. Chris Van Hollen, D-Md., asked CBO to look into the size of the shadow workforce. Brian Witte/AP

to calculate the share among agencies such as the Defense, Energy, Veterans Affairs and State departments, along with NASA, the U.S. Agency for International Development, the Centers for Disease Control and Prevention, the Federal Bureau of Prisons, the Federal Aviation Administration, the Centers for Medicare and Medicaid Services, and the National Institutes of Health.

“In recent years, DoD has started to collect and report the number of full-time equivalent positions funded by some of its service contracts,” CBO continued. “However, that report, called the Inventory of Contracts for Services (ICS), excludes contracts for products, as well as service contracts that are related to facilities. Furthermore, some of the data in ICS are reported by contractors, and other data are estimated by DoD officials. ICS is relatively new, and its accuracy and completeness are unknown.”

The Pentagon’s method does not factor in that contractors may perform tasks differently from an agency employee, using a small or less experienced workforce, trained differently and using different facilities, the scorers noted.

That database, CBO concluded, does not by itself allow analysts to compare the cost of performing a task with contracted employees against the cost of performing the same task with federal employees.

Critics of contracting such as the American Federation of Government Employees and the Project on Government Oversight have long expressed skepticism that contracting is cheaper than hiring government workers. Advocates for contractors, such as the Professional Services Council, disagree and call for a public-private balance.

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

Small Businesses Must Export East to Maintain U.S. Leadership

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Trade agreements like TPP also benefit small businesses that may not export but supply companies that do. For instance, small firms make up more than 30 percent of the U.S. auto industry’s supply chain. But the push to increase our auto exports is hindered in countries like Malaysia, where American motor vehicle manufacturers face tariffs of 30 percent, while Japan and Turkey face no tariffs at all. TPP seeks to address this imbalance and would help open up new opportunities for the tens of thousands of small firms that supply the Big Three and other motor vehicle manufacturers.

Small businesses today benefit from what some

call the “economies of unscale,” meaning mass production and distribution systems are no longer the only path to success in global markets. Thanks to technological advances, small businesses are in a stronger position than ever before to meet consumer demand for specialized goods and services. Small businesses drive U.S. innovation, producing 13 times more patents per employee than their larger counterparts. In the 21st century, nimbler small companies that tailor unique products for discerning consumers are finding a global demand for what they’re selling.

When our 28 million small businesses succeed, America succeeds and our economy grows. Last October, Federal Reserve Chair Janet Yellen called

small business ownership one of the cornerstones of economic mobility. The Trans Pacific Partnership offers a unique opportunity to change the analysis for small businesses who believe the costs of exporting outweigh its benefits, and in doing so, create greater opportunity for millions of Americans they employ. We must seize it.

Contreras-Sweet is the current Administrator of the U.S. Small Business Administration. Mills led SBA from 2009 -2013; Preston from 2006-2008, Barreto from 2001-2006; and Alvarez from 1997-2000.

Source: U.S. SBA