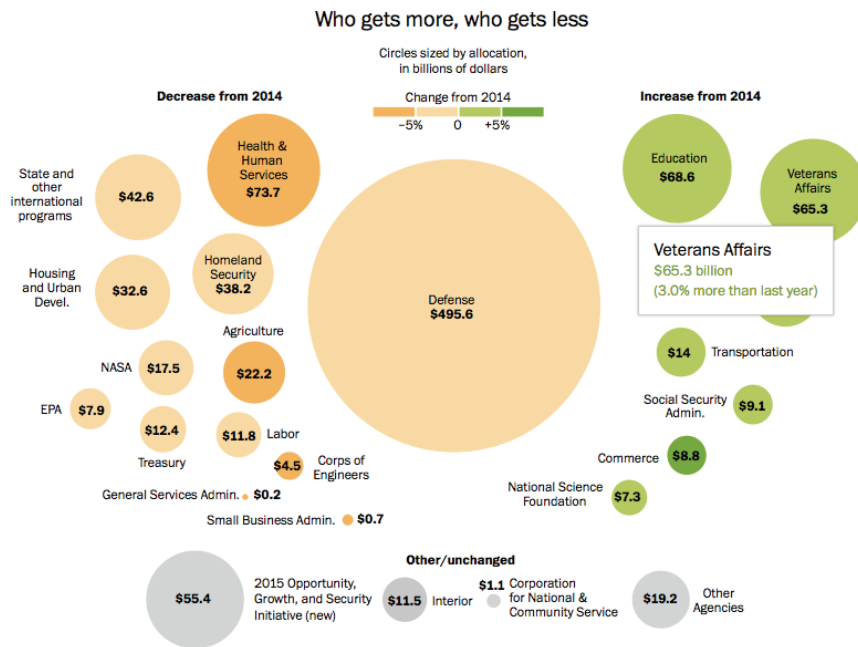


## SBE News Alert

# What small business owners should know about Obama's new budget

### Breaking down spending in Obama's budget proposal

President Obama released his budget proposal Tuesday morning. The circles show the amount requested and the color reflects the changes from last year's discretionary funding levels for each department. This page will be updated with new information throughout the day. Read [related article](#) or [more agency coverage](#).



Note: Agency breakdowns of discretionary spending sometimes vary from year-to-year comparisons because of adjustments for mandatory amounts.

House and Senate leaders settled on in a budget deal struck last year.

The White House would use some of that additional capital to expand certain early education programs and job-training initiatives. Obama has also called on Congress to spend an additional \$302 billion over the next four years to repair deteriorating roads and finance new transit projects across the country.

Increased spending in those areas could provide new business opportunities for a number of small businesses, particularly those connected to the transportation and construction sectors (there's also a \$300 million line in the budget for new housing units for the homeless). Manufacturers would also likely benefit from increased investment in new high-tech manufacturing hubs included in the president's proposal.

Continued on page 4

### By J.D. Harrison

President Obama's new budget proposal calls for ten of billions in new spending and several revisions to the nation's tax code, all of which could have a sizable impact on new and small businesses.

Considered more of a declaration of party priorities than a politically viable budget, the document nevertheless signals an important shift for the administration. After spending the past couple years trying to work across party lines to reign in spending and trim the national debt, the president is renewing his push to invest more money into programs he believes will kickstart a

still sluggish economic recovery.

Key drivers of that recovery, Obama has said, are the nation's millions of small businesses, which traditionally generate most of the country's new jobs but have been held in check recently by weak consumer spending, new regulations and an increasingly complex tax system. In his new spending blueprint, Obama takes aim at some of those barriers to growth — but not every small company would necessarily benefit.

Here are some of the main changes start-ups and small business would see under the president's budget.

**More federal spending:** Obama has asked Congress to authorize an additional \$56 billion in stimulus spending beyond the \$1.014 trillion

## SMALL BUSINESS EXCHANGE

### SBE OUTREACH SERVICES

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

#### Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://www.sbeinc.com)

#### Faxed Solicitations

Targeted mailings sent to businesses per your criteria.

#### Telemarketing

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

#### Computer Generated Reports

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

**Call Toll FREE for more information: 800-800-8534**

# BIDDING OPPORTUNITIES

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

**State Highway in Alameda County in Alameda and Oakland from 0.2 Mile South of 29th Avenue Overcrossing to 0.3 Mile North of 23rd Avenue Overcrossing**  
**Caltrans Contract No. 04-0A7104**

**DBE Goal: 7%**

**Engineer Estimate: \$52,800,000 – 1,170 Working Days**

**Bids: March 18, 2014 @ 2:00 PM NEW BID DATE**

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Clear and Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, AC Dike, CIDH Piles, Prestressing Concrete Cast-in-Place, Structural Concrete, Concrete Block & Masonry Retaining Wall, Soundwall-Masonry Precast, Joint Seal, Reinforcing Steel, Air Blown Mortar – Shotcrete, Sign Structure, Signs Roadside, Clean and Paint Steel, Rock Slope Protection, Concrete Curb & Sidewalk-Misc., Fencing, Object Marker, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP, Water Truck, Sweeper, Hazardous Substance Removal, Trucker, Painting Structures, Commercial Electrical and Storm Drain (Underground).

Scope of Work: Widen roads, reconstruct ramps with HMA, replace two (2) concrete overcrossings.

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

Plans and Specs are available to view and copy at our office or the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact Tim Ross 925-606-2400 [tim.ross@rgwconstruction.com](mailto:tim.ross@rgwconstruction.com) for questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DVBE (Disabled Veterans Business Enterprises) for the following project:

**State Highway in Merced County near Merced from Deadmans Creek Bridge to Childs Avenue**  
**Contract No. 10-0Y1204**

**Engineer Estimate: \$2,420,000 – 40 Working Days**

**Goal: DVBE 3%**

**Bids: March 12, 2014 @ 2:00 PM NEW BID DATE**

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Thermoplastic & Painted Traffic Stripe & Marking, Signal and Lighting, SWPPP Planning, Water Truck, Sweeper and Trucker, Shoulder Backing.

Scope of Work: Cold-in-place recycling and place hot mix asphalt.

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

Plans and Specs are available to view and copy at our office or the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact Dave Czech at 925-606-2400, [david.czech@rgwconstruction.com](mailto:david.czech@rgwconstruction.com), for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE, UDBE Subcontractors & Suppliers for  
**County of Stanislaus - Claribel Road Widening • Location: Modesto, CA • Spec No. 9732**  
**Bid Date: March 18, 2014 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; traffic control; clearing/grubbing; minor concrete; traffic signals/lighting; striping; masonry soundwall; landscape; and trucking.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Dave Koerber

An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

**State Highway in Kings County in Hanford from 0.4 Mile West of 12th Ave. Overcrossing to 0.3 Mile East of 12th Ave. Overcrossing**  
**Contract No. 06-487504**

**Federal Aid Project ACNHP-P198(062)E**  
**Engineer Estimate: \$9,700,000**

**250 Working Days**

**Goal: DBE 12%**

**Bids: March 12th, 2014 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Fabric & Oils, Construction Area Signs, Traffic Control, Cold Plane, Demo/Bridge Removal, Clear & Grub, Landscaping, Hydroseeding, Erosion Control, Irrigation, CIDH Piles, Prestressing Concrete Cast-in-Place, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., Fencing, Object Marker, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP Planning, Water Truck, Trucker, Painting Structures, Maintain Existing Traffic Management..

Scope of Work: Re-construct interchange.

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

Plans and Specs are available to view and copy at our office or the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact Dave Czech 925-606-2400 [david.czech@rgwconstruction.com](mailto:david.czech@rgwconstruction.com) for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550

Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

Sub Bids Requested From Qualified  
**MBE, WBE, DBE, UDBE**  
 Subcontractors & Suppliers for  
**EBMUD - Main Wastewater Treatment Plant**  
**Engineers Road Widening Project**  
**Location: Oakland, CA**  
**Spec No. SD-357**  
**Bid Date: March 19, 2014 @ 1:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: electrical; fencing (chain link); roadway grinding; traffic striping; and trucking. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Tom Seerley

An Equal Opportunity Employer

# BIDDING OPPORTUNITIES

**Gallagher & Burk, Inc.** is soliciting for DBEs for the following project:  
**MAIN WASTEWATER TREATMENT PLANT ENGINEERS ROAD WIDENING (Divisions 00-01), Specification SD-357**  
**OWNER: EAST BAY MUNICIPAL UTILITY DISTRICT - 375 11TH Street, Oakland**  
**BID DATE: MARCH 19, 2014 @ 1:30 P.M**

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

**COLD PLANE, CONSTRUCTION AREA SIGN, FENCING, STRIPING, SURVEY/STAKING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, MINOR CONCRETE AND ELECTRICAL**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc. 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.

**Gallagher & Burk, Inc.**

344 High Street • Oakland, CA 94601  
 Phone: (510) 261-0466 • FAX (510) 261-0478  
**Estimator: Alan McKean**  
 Website: www.desilvagates.com  
**An Equal Opportunity Employer**

**Candlestick Point in San Francisco Opportunity to Perform CONSTRUCTION MANAGEMENT during the development of CANDLESTICK POINT in San Francisco.**

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform **CONSTRUCTION MANAGEMENT for Candlestick Point Redevelopment**

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7738>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**March 4th at 10:00 AM**  
**LENNAR URBAN**  
**One California Street, Suite 2700**  
**San Francisco, CA 94111**

Proposals must be submitted by **March 18, 2014 @ 2:00 PM (PST).**

REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:

**Main Wastewater Treatment Plant Engineers Road Widening Specification SD-357**

**East Bay Municipal Utility District**  
**BID DATE: March 19, 2014 @ 1:30 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Waterline, Fencing, Striping, Signs, Minor Concrete Curb & Gutter, Street Lighting - Electrical and Construction Materials

**O.C. Jones & Sons, Inc.**

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Dan Palmer**

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

## MEET & GREET OUTREACH EVENT



**Project Owner/Sponsor:**  
**California Department of Transportation**  
**Total Project Value:**  
**\$250 million**

During the second phase of the Presidio Parkway Project, the project team will complete construction of all remaining project elements of the Presidio Parkway, transforming the regional gateway linking the Golden Gate Bridge and the City of San Francisco. The new facility will be a six-lane parkway-type roadway with a southbound auxiliary lane, between the Park Presidio Interchange and the new Presidio access at Girard Road. An extensive landscaping effort will follow completion of major elements in 2016.

Flatiron/Kiewit Joint Venture will be hosting an outreach meeting to discuss Caltrans certified UDBE\* and SBE participation and partnering opportunities associated with the landscaping portion of the project, which include but are not limited to the following scopes:

**DIRTWORK:** Trucking, Excavation, Heavy Equipment, Mobilization, Survey, Disposal-- Class I and II Soil, Import Soil;

**HARDSCAPE:** Benches, Asphalt, Curbs, Lighting, Signage -- Wayfinder, Striping, Fencing-- Ornamental and Chain Link, Guardrail;

**LANDSCAPING:** Plants, Shrubs, Trees, Flowers, Grass -- Installation, Plants, Shrubs, Trees, Flowers, Grass-- Supply, Fertilization-- Prepare Soil, Construction Management Oversight;

**UTILITIES:** Drainage, Underground, Electrical, Underground, Plumbing, Trenching for Utilities;

**SPECIAL CONSTRUCTION:** TBD

**March 14, 2014**  
**10:00 am - Noon**  
**Presidio Parkway Jobsite Office**  
**1051 Edie Road, Building #1060**  
**San Francisco, CA 94129**

\*Pay Parking Lots  
 \*Room Location



**PLEASE GO TO [http:// PPIIFlatironKiewitJV-1.eventzilla.net](http://PPIIFlatironKiewitJV-1.eventzilla.net) TO PRE-REGISTER FOR THE EVENT**

Please contact Abigail Brown (mobile (415) 385-3282 or [abigail@cpmllogistics.com](mailto:abigail@cpmllogistics.com)) to receive full bid package(s). Partial Scopes are welcome. Each bid package is broken into Final Pay Items. Bidder may elect to bid entire package or just portions of it. Performance and payment bonds by admitted surety, naming prime contractor as the obligee, in full amount of the subcontractor's bid, subject to approval by Flatiron/Kiewit required. Bonding assistance is available. This project is an OCIP administered project and subcontractors will comply with OCIP eligibility and policy requirements.

\*UDBE = Underutilized Disadvantaged Business Enterprise: Current DBE firms whose owners are members of one of the following groups are automatically determined to be an UDBE: African American, Asian-Pacific American, Native American, or Women. (Please note there is no separate certification process or certificate for UDBEs aside from the DBE program.)



## BIDDING OPPORTUNITIES

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**200 6th St Mixed Use Affordable Housing**  
 Project Loc.: 200 6th St  
 San Francisco, CA 94124  
**Bid Date: March 27, 2014 at 2:00p**  
**Start Date: September 2014**  
**(Duration 24 months)**

This project includes 67 affordable housing units. This is a prevailing wage project.

SBE/LBE/MBE/WBES are encouraged to bid. Local LBE goals apply

This project also has a 50% local hiring requirement.

If interested in bidding this work please contact June Gilmore via email @juneg@jerocorp.com

**JAMES E. ROBERTS-OBAYASHI CORP.**

20 Oak Court, Danville, CA 94526  
 925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

JUV Inc is seeking Bids From all qualified Subcontractor and Suppliers Certified DVBE, DBE, SBE, MBE & WBE firms for the project listed below:

**Miraloma Elementary School Modernization**  
**SFUSD Project # 11511**

**Project Located at**  
**175 Omar Way, San Francisco CA 94127**  
**Bids Due: March 18, 2014 at 2:00 PM**

**Local Hire Policy and PLA Agreement are part of this project.**

**Trades:** Hazmat Demolition, Concrete, Eartwork, Paving, Metals, Casework, Roofing, Doors, Windows, Resilient flooring, Tile, Epoxy flooring, Acoustical, Painting, Electrical, HVAC, Plumbing, Exterior Portland Cement Plaster, Interior Gypsum Plaster, Gypsum Board, Wood Floor Treatment, Elevator,

100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED

JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM

**JUV Inc.**

1616 Franklin Street Suite # 203 • Oakland, CA 94612  
 (510) 836-1300 • Fax (510) 836-1301

Contact: **David Gruzman** • Email: david@juvinc.com

**An Equal Opportunity Employer**

# Obama's new budget

Continued from page 1

Meanwhile, more than a fifth of small firms currently have job openings they are struggling to fill, according to a recent survey by the National Federation of Independent Business. A job-training program for laid-off workers, like the one that would be expanded under the president's blueprint, could help address that problem, as would additional funding authorized for programs designed to help more students afford college.

**Lower tax rate for (some) companies:** The administration says the president's budget would not add to the national debt. So how does he want to pay for all that additional spending? Once again, Obama has set his crosshairs on tax breaks and loopholes that tend to benefit large businesses and high-income earners.

The budget would eliminate, for instance, loopholes that are commonly exploited by hedge funds and private equity groups, and it would seek to put an end to certain tax evasion tactics used by corporations that store profits overseas. Some of the money the government would save would go toward the president's new spending plans, some would be used to pull back on the sequestration cuts, and some would be used to offset lowering the nation's corporate tax rate from 35 percent to 28 percent.

While small business groups have long fought to close loopholes exploited by large companies, it is the second part of the president's equation — lowering only the corporate rate — where many have a problem. That's because most small businesses are structured as pass-through entities, so their owners pay the company's taxes in the form of the individual rate, not the corporate rate.

As a result, some warn that lowering solely the corporate rate would put many small businesses at an even larger disadvantage to their larger counterparts, especially because some entrepreneurs may lose access to certain tax breaks without seeing any reduction in their base rate.

And while Congress isn't likely to hammer out a massive overhaul this year, with attention already shifting to the looming midterm elections, the president's plans could garner some added attention after House Ways and Means Committee Chairman Dave Camp (R-Mich.) last week unveiled his own outline of legislation. There is some overlap in the two proposals, which could provide a starting point for more serious tax reform discussions.

**Less money for the SBA:** Obama's budget calls for \$710 million to run the Small Business Administration, much lower than his \$810 million ask last year and down from the agency's \$919 million operating budget in 2012.

For the second year in a row, the administration explained the lower budget by pointing to improved economic conditions for commercial borrowers, which it expects to drive down default rates and lower the cost of the agency's lending initiatives. Consequently, the budget provides only \$47.5 million next year to subsidize the department's loan programs, less than half the \$112 million it proposed to cover the programs this year.

In addition, it would allow the agency to keep waiving fees for certain small-dollar loans, bring back a popular loan program known as 504 Refinancing, and authorize the department to support up to \$4 billion (no change from last year) in financing for fast-growing companies through its Small Business Investment Company program. The SBA's spending blueprint also

includes \$15 million to expand an entrepreneurship training program and \$7 million to finance business mentorship courses for returning veterans.

**More money for some consumers:** Several polls of small business owners have shown that weak sales continue to put a damper on job creation. Citing those findings, some advocates have urged policymakers to think twice about cutting back on entitlement programs, which help keep money in the pockets of many low-income and elderly Americans, which can then be spent at local businesses.

In his budget, the president has pulled back on concessions he had previously offered to Republicans, which would have traded entitlement changes for their approval of new tax revenues and spending programs. Most notably, Obama has nixed his offer to adopt a less generous inflation measure, which would have reduced the rate at which payouts for programs like Social Security increase every year.

In addition, the president has proposed expanding the earned income tax credit for low-wage workers who do not have children. One of the government's most effective tools for combating poverty, the EITC is currently much more valuable to workers with children than for those without. The expansion would allow the latter group — roughly 13.5 individuals — to keep a larger chunk of their paychecks every month.

*Follow J.D. Harrison and On Small Business on Twitter.*

*More on the budget: Obama budget seeks new spending, new taxes to boost economy, tame debt*  
*Five reasons Obama's budget matters even less than usual this year*  
*The two charts you need to see to understand Obama's new budget*

Source: © The Washington Post Company