

SBE TODAY

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Missouri Siblings Named 2015 Small Business Persons of the Year



By Maria Contreras Sweet,
SBA Administrator

Our small businesses represent what is best about our nation – the idea that with determination and responsibility, anyone can build a better life for themselves and their loved ones.

— President Barack Obama,
2015 National Small Business Week proclamation

The past five days, National Small Business Week celebrations in communities across the country carried the slogan: "Dream Big, Start Small."

Meet Alan Doan and his sister, Sarah Galbraith Doan, the walking embodiment of this motto.

Like many towns in rural America, employment is scarce in Hamilton, Missouri. Following the market crash in 2008, when their father lost his retirement savings, Alan and Sarah started Missouri Star Quilt Company to help recover their parent's retirement savings.

In 2008, they took out a loan to buy a quilting machine and a small building to house it. Looking for increased income, the two recognized the quilting talents of Sarah and her mother, Jenny. They decided to do what they knew, and to propel their business through online marketing. They produced quilting tutorials on a YouTube, which became a big hit. Jenny's passion for her longtime hobby shined through the camera as she taught

quilting. Soon, the channel had a worldwide following of 220,000 subscribers.

After only seven years in business, Missouri Star Quilt Company now employs 180 people. That's important in a small community. It's also important to our country, where they are strengthening our nation's economy and reducing our trade deficit by exporting their products to Great Britain, Russia, India, Canada, Australia, Saudi Arabia, France and many others. They are keeping the postal service busy and people flowing into their community to shop.

The SBA, through our counseling and lending resource partners, helped Missouri Star Quilt Company realize their potential by funding a 45,000 square foot storefront in 2013 with the SBA 504 Lending Program. That storefront now houses the largest inventory of pre-cut quilt piece goods in the world.

And the company has attracted so many visitors, including international guests, that this rural town full of vacant buildings has been transformed into a popular tourist destination with its own bed and breakfast, a winery outlet, other sprouting retail stores, and free Saturday movies in the park. Five thousand tourists a month now come to Hamilton.

Here is what Alan and Sarah told the SBA about their motivation and how they became successful:

"We kept seeing people we knew try to start a business, but they would burn out too early and give up. We thought if we could give it a go, oth-

ers might be able to see success and then follow along. The 'how' is really all in the team. We had a family that supported us wholeheartedly, worked for free when we needed them to, and were loyal and creative for very little money down. We built a leadership team of the smartest people we know and have continued to lean on great mentors to lift and build us."

Today, Missouri Star Quilt Company is the largest employer in Caldwell County, and they bring in more than \$17.7 million in sales. For starting small, dreaming big, exporting globally, reviving a proud rural town, and putting Missourians back to work, Alan Doan and Sarah Galbraith Doan are SBA's 2015 National Small Business Persons of the Year. Congratulations.

Read the stories of all of the SBA's 2015 State Small Business Persons of the Year and other SBA national winners at www.sba.gov/smallbusinessweek.

Source: U.S. SBA

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

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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.

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



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
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Invitation to Bid for:

**SMALL AND MINORITY FIRMS, WOMEN'S BUSINESS ENTERPRISE
 AND LABOR SURPLUS AREA FIRMS**

Subcontractors, Material and/or Suppliers, and Professional Services for:

RICHARD A. REYNOLDS DESALINATION FACILITY PHASE II EXPANSION

OWNER: Sweetwater Authority

Project No.: B.P. 20084022

LOCATION: Chula Vista, CA

QUOTE DEADLINE: June 8th, 2015 3:00 PM

The project generally consists of the following:

MODIFICATION TO AN EXISTING BRACKISH GROUNDWATER DESALINATION FACILITY, INCLUDING THREE REVERSE OSMOSIS TRAINS, IRON AND MANGANESE FILTRATION SYSTEM, DEGASSIFIER, FLUORIDE SYSTEM, CHEMICAL SYSTEM MODIFICATION, AND EXTENSIVE ELECTRICAL, INSTRUMENTATION, SCADA AND PUMP AND MOTOR INSTALLATION, CONSTRUCTION OF WELLHEAD FACILITIES AND WELL BUILDINGS AT FIVE NEW WELLS.

Plans and Specifications are available free of charge online at:

<http://www.ebidboard.com/public/projects/index.asp?mbrguid=D0757BD8-8C21-406F-97F9-D160301A9BAF>

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

SWPPP, Landscaping and Irrigation, Masonry, HVAC, Sheetmetal, Doors & Louvers, Painting & Coatings, Composite Roofing/Insulation, Welded Steel Tank, Electrical & Instrumentation, Water Treatment Pumps and Process Equipment, Process and Waterworks Pipe & Valves, Reinforcing Steel, Concrete & Aggregates, Paving, Striping, Minor Concrete, Rough Carpentry, Fencing

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, 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 Pulice Construction, Inc. requirements and will be required to sign a standard Subcontract Agreement.

Pulice Construction, Inc. 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.

Pulice Construction, Inc. 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, and women's business enterprises.

Sub Bids Requested From Qualified
MBE, WBE, DBE
 Subcontractors & Suppliers for
City of Sonora

Sonora Residential Fire Flow Improvement

Location: Sonora, CA

Bid Date: May 21, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: striping/signs; grinding; survey; sawcutting; A.C. dike; 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: Tim Lazansky

An Equal Opportunity Employer

REQUESTING BIDS FROM
 DBE/MBE/WBE/OBE

Subcontractors and Vendors

**Project: Pier C Sewer Abandonment, Long Beach
 Project HD-S2493**

Owner: Port of Long Beach

Bid Date: 6/2/2015

**Please provide scope letters to Blois Construction
 2 days prior to bid date**

Please submit quotes at least one day prior to bid

**Blois Construction is bidding this project as a
 Prime Contractor and is requesting bids from
 the following trades and suppliers:**

**Concrete - Sand - Slurry - Asphalt Concrete
 Repair - Trucking - Surveying**

For questions regarding the project, contact Crissy Gonzales at 805.656.1432, FAX 805.485.0338 or email deliagonzales@bloisconstruction.com. If interested in bidding this project, Blois Construction is willing to assist all qualified subcontractors/suppliers in obtaining bonding, required insurance, materials, supplies or lines of credit if requested. Blois Construction is signatory to the Laborers and Operating Engineers.

Plans and specifications can be obtained from <http://www.planetbids.com/portal/portal.cfm?CompanyID=19236>. They also are available for viewing at the Office of Blois Construction Inc. at no charge.

Blois Construction is committed to working with qualified DBE/MBE/WBE/OBE subcontractors and suppliers who respond. Delivery schedules will be accommodated and categories of work broken down to facilitate maximum participation. Please include any certification you may have when submitting bids. Self Certification is not acceptable.

Blois Construction Co., Inc.

3201 Sturgis Road • Oxnard, CA 93030
 Phone: 805-656-1432 • 805-485-0338

Advertise
 with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

www.sbeinc.com

California Sub-Bid Request Ads

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

Industrial Avenue Bridge Replacement Project
City of Roseville Project No. 102508
Federal Aid Project No. BRLS-5182(056)
Engineer Estimate: \$3,500,000 - 190 Working Days
Goal: DBE 10%
Bids: May 26th 2015 @ 3:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Electrical Material, Construction Area Signs, Traffic Control, Cold Plane, Demolition/Bridge Removal, Clear & Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Asphalt Paving, AC Dike, Grinding, Pile Driving, Structural Concrete, Joint Seal, Reinforcing Steel, Signs Roadside, Rock Slope Protection, Concrete Curb & Sidewalk Misc., Fencing, Survey & Historical Monument, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, Surveyor, SWPPP Planning, Water Truck, Sweeper, Trucker and Storm Drain (Underground).

Scope of Work: Bridge replacement, roadway improvements, widening and realignment.

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 City of Roseville website www.roseville.ca.us/business/bids_rfps_rfqs_and_rfis.asp. Contact Tim Ross 925-606-2400 tim.ross@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
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PROJECT: 6R-24L SAFETY AREA IMPROVEMENTS PROJECT LOS ANGELES WORLD AIRPORTS
BAVIN ID 23317

****THIS PROJECT HAS A 10% DBE Goal****
BID DATE: Thursday May 19, 2015
BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., May 18, 2015

We are seeking sub-bids from DBE Subcontractors/subconsultants, and material and/or equipment suppliers in the areas of work included in, but not limited to: Surveying, SWPPP, Electrical (Airfield), Striping, Runway Markers, Temporary Erosion Control, Asphalt Paving, Asphalt Oil, AC Milling, Concrete Paving, Concrete Paving Materials, Geotextile, Fabric, Joint Seal, Fencing, Storm Drain, Underground Utilities, Concrete Sawing, Excavation & Prep, Clear & Grub, Sub-grade Prep, Crushing, Recycling Concrete Base Material, Rebar, RCP Pipe, Security Services, Equipment Rental, Trucking (Haul), On-Site Trailer Rental.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
 Phone: (858) 536-3100 • Fax: (858) 586-0164
 e-mail inquiries to: estimating@coffmanspecialties.com

For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: 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. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans are available through LABAVN website ID 23317 and our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

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

Silicon Valley Transportation Authority
Berryessa Station Campus Area and Roadways
Contract No. C742 (15002F)
OWNER:

Santa Clara Valley Transportation Authority ("VTA")
 1436 California Room 202, 2nd Floor,
 Milpitas California 95035

BID DATE: May 20th, 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:

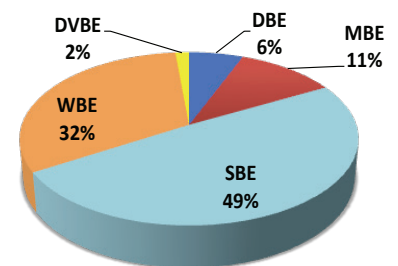
Building, CIDH Subcontractor, Clearing and Grubbing/Demolition, Construction Area Sign, CPM Scheduling Consultant, Electrical, Emulsion supplier, Erosion Control, Fencing, Gabion Basket supplier, Lime Treatment, Minor Concrete, Reinforcing Steel, Soundwall (Masonry), Striping, Survey/Staking, Site Furnishings, Testing, Traffic Control Material Sup, Underground, Class 2 Aggregate Base Material, 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: Dave Bast
 Website: www.desilvagates.com
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AUDIENCE PROFILE
Small Business Exchange, Inc.



Use SBE Services

Buyer Seller Database

Get access to the largest non-public database in the nation! Containing information on over 1.5 million companies with 35 fields of information per entity.

The SBE database is a highly targeted and easily searchable database with detailed information on Certified*:

- Small, Minority-owned Businesses (MBEs)
- Woman-owned Businesses (WBEs)
- Disadvantaged Business Enterprises (DBEs)
- Disadvantaged Veteran Business Enterprises (DVBEs)



Bid database

SBE maintains federal procurement opportunities nationwide; state procurement from state of California and local as requested. Opportunities are searchable by category and keyword and full detail available through subscription services.



B2B database

SBE maintains a nationwide database of businesses from all industries, both certified by federal, state and local jurisdictions and non-certified. Businesses are profiled by 85+ fields of information. Businesses are accessible through SBE's various (customized outreach services.

What Clients Say About SBE Services

"Small Business Exchange is one of the partners we use for outreach. We solicit their help to meet our goals. SBE's expertise and thorough documentation was especially helpful during the challenge process with the Disadvantaged Business Enterprise Reconsideration Panel upholding our awarded contract."

- Skanska USA Civil West
California District Inc

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten

years . . . and has met our specific requirements ... The Department has been more than satisfied.

- San Francisco DPW

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."

- Atkinson Construction

"Thank you for a great job, very much appreciated by the team"

- Schiavone Construction

"I know that when a representative of SBE indirectly represents McCarthy in contacting subcontractors—it is always with professionalism."

- McCarthy Building Companies Inc

"They are very Committed to helping us meet the necessary requirements of the many different public agencies we deal with, and deliver competent, qualified bidders at the same time. SBE has some very good resources and continues to keep there databases up to date with certified DVBE, DBE, SBE, WBE etc..."

- Robert A Bothman, Inc.