

SBE TODAY

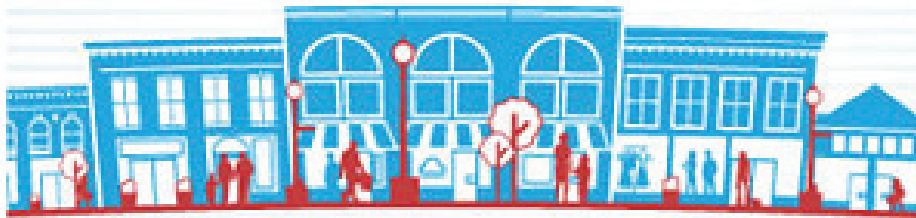
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Diversity in Action Publish by SBE certified SBE/DBE/MBE

Small Business Saturday: Supporting Small Businesses -- At The Cash Register And Behind The Scenes

SMALL BUSINESS SATURDAY



By Liz Farmer

With Small Business Saturday (the Saturday after Thanksgiving) just a few days away, everyone will be supporting small businesses by patronizing those local merchants and shops, but I wanted to bring attention to a couple of organizations that work behind the scenes to support those same businesses every day of the year.

When you consider that roughly two out of every three net new jobs is created in these small businesses and roughly half of our friends and neighbors work there, supporting local business owners makes a lot of sense at many levels.

In addition to consumers supporting small businesses at the cash register, there are two excellent organizations that do a tremendous job of helping small businesses behind the scenes. SCORE is a group of volunteers who provide mentoring and education to small business owners all across the country. This cadre of volunteer business people speaks from real-world experience when they offer advice to the business owners in their community.

"If you know the names Vera Bradley, Jelly Belly, Allen Edmonds shoes, or Raising Cain's, you know some of the great American companies that got their start working with a SCORE mentor," says David R. Bobbitt, president of The SCORE Foundation.

It doesn't matter if your business is a startup, or you have a few years under your belt, SCORE volunteers can help you with anything from building a marketing plan, navigating the ins-and-outs of working with government contractors, or preparing for a small business loan. OnDeck's national support of SCORE has allowed me to see first hand the dedication and willingness of these business leaders to give back to their communities, as well as for me to hear about many of their success stories.

Arturo Guillen of Arturo's Mexican Restaurant in New Bern, North Carolina is one of the many small businesses helped by SCORE mentors. He started the restaurant in 1999, but as the community attracted more residents and beach-bound tourists, his restaurant attracted more patrons—and with growth came growing pains.

Like many small business owners, it was a passion for something he loved, rather than an MBA that prompted Arturo to open his restaurant. When he recognized the need for some experience and mentoring to more efficiently deal with growth and run his restaurant, he turned to the team at SCORE for the advice.

"Les [Les Babcock, his personal mentor] and other SCORE counselors really cared about me and my business," he said. "They provided lots of valuable feedback about my financials and operation. I went in thinking they would just look at the financials, but they've been able to help me with everything I've needed. Les is more than a mentor; now, he's my friend."

In addition to assisting Arturo by helping him update his bookkeeping practices, SCORE also advised him on his marketing strategy, insurance, and business strategy. "SCORE helped me improve my staff organization, which allows me to have more time to spend with my family," said Arturo.

Another great resource for small business owners is their local SBDC. These are non-profits, hosted by local universities, community colleges, or state economic development agencies that provide assistance to small businesses and aspiring entrepreneurs. Like the volunteers at SCORE, these advisors offer free business consulting and low-cost training services on things like managing a business' financials, developing a business plan, marketing, operations, and market research, to name just a few.

"Many people don't start a business because they're really excited about the financial side of running a

■ Continued on page 4

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.

Computer Generated Reports

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

Contact Info:

**795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107
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

Sub-Bids Requested From Qualified
MBE / WBE Subcontractors & Suppliers

**East Bay Municipal Utility District
Consulting Services for Drought
Contingency Plan, Bay Area Regional Reliability
Location: San Francisco Bay Area
Bid Date: 12/4/15**

Seeking the following services:
Water System Modeling, Environmental
Analysis, Institutional Review & Analysis,
Hydrologic Monitoring & Analysis,
Water System Vulnerability Analysis, CVP &
SWP Operational Modeling

RMC Water and Environment
2175 N. California Blvd., Ste. 315
Walnut Creek, CA 94596
Phone: 925-627-4100 • Fax: 925-627-4101
Contact: Tamara Simbirdi, Marketing Coordinator
Email: TSimbirdi@rmcwater.com

We will assist interested firms in obtaining bonds,
lines of credit and/or insurance if necessary.

An Equal Opportunity Employer

CAHILL CONTRACTORS, INC.

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

Bid Requests from Certified
SBE Subcontractors and Suppliers for the
ALL TRADES* except the following trades
that have already bid:

Earthwork / Soil Cement Columns /
Structural Concrete / Structural Steel /
Elevators / Metal Stairs / Design Build: EBM
/ Fire Sprinklers / Plumbing /
HVAC / Electrical / Solar

*For a detailed list of bidding trades please
contact Julie Park at Cahill.

TRANSBAY BLOCK 7 (REMAINING TRADES)

This is an OCII project with construction work-
force and prevailing wage requirements.

Transbay Block 7

255 Fremont Street • San Francisco, CA 94105
Bid Date: 12/1/15 @ 2 PM

Voluntary Pre-bid Meeting on 11/27/15 at
10:00 AM at Cahill Contractors, 425 California
Street, Suite 2200, San Francisco, CA 94104.

There will not be a job walk.

The John Stewart Company as General Contractor is hereby soliciting Subcontractor bids from the following trades for the repair and waterproofing replacement of approximately 2,500 square feet of elevated walkways at Church Lane Apartments, located at 2555 Church Lane in San Pablo, California;
Waterproofing, Concrete, Carpentry, Painting.

Plans and specifications for the above project will be available for purchase on or about November 20, 2015 from the John Stewart Company located at 1388 Sutter Street in San Francisco, CA. Electronic bid documents will be available at no cost upon request. This project is funded by the Contra Costa County Community Development Block Grant (CDBG) program. The successful low bidder will be required to comply with all applicable federal CDBG regulations including payment of prevailing wages (Davis-Bacon) and Section 3 Hiring. The successful low bidders must be California licensed sub-contractors and must be able to provide proof of general liability insurance and workers compensation insurance. A Performance Bond may be required.

A Pre-Bid Walk thru will be held at the project site on Thursday, December 3 at 9:00 a.m.

Bids are due on Tuesday, December 15 at 3:00 p.m. Bids received after the deadline will not be accepted. Bids may submitted by hand, mailed or sent by courier to The John Stewart Company at 1388 Sutter Street, 11th floor, San Francisco, CA, Attn: Bernadette Tognietti or by fax to (415) 614-9175 or by e-mail to btognietti@jSCO.net. MBWE/WBE/DBE general contractors are encouraged to submit bids. The John Stewart Company reserves the right to reject any or all bids.

For a complete invitation to bid and instructions to bidders, for bid documents or more project information, contact Bernadette Tognietti at the John Stewart company via e-mail at btognietti@jSCO.net



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534 • Attn: Victor Molina - victor.molina@kiewit.com

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the City of Pinole, Pinole-Hercules Water Pollution Control Plant Upgrade Project in Pinole, CA.

<http://www.epa.gov> / <http://www.sba.gov> / www.californiaucp.org

Subcontractors and Suppliers for the following project:

Pinole-Hercules Water Pollution Control Plant Upgrade Project • Contract No. 000101

Owner: City of Pinole

Bid Date: December 10, 2015 @ 10:00 A.M.

Disadvantaged Business Enterprises (DBEs)

Disabled Veteran Business Enterprises (DVBE), Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Small Businesses in a Rural Area (SBRA), Labor Surplus Area Firms (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Asphalt Paving, Aggregates, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Structural Concrete, Clear & Grub, Dewatering, Doors & Windows, Demolition, Electrical, Equipment, Erosion Control, Fencing, Hazardous Abatement, HVAC, Lime Treatment, Masonry, Metals, Paintings & Coatings, Piping & Valves, Potholing, Sawcutting, Shotcrete, Specialties, Street Sweeping, SWPPP, Support of Excavation, Thermal & Moisture Protection, Trucking & Hauling & Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP, DVBE, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due December 4, 2015 and

Quotes NO LATER THAN December 9, at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.

Kiewit Infrastructure West Co., 4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina victor.molina@kiewit.com

You can view the plans in our office during regular business hours by appointment. 100% Performance Bond and Payment Bonds are required for this project.

American Iron and Steel requirements apply.

An Equal Opportunity Employer

CA Lic. #433176



California Sub-Bid Request Ads

DeSilva Gates Construction

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

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

CALTRANS ROUTE 880 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY FROM FREMONT BOULEVARD IN FREMONT TO HIGH STREET IN OAKLAND, Contract No. 04-2J0704, Federal Aid Project ACHSNHPI-880-1(074)E, Disadvantaged Business Enterprise goal assigned is 18%

OWNER:

STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: DECEMBER 3, 2015 @ 2:00 P.M.

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

AC DIKE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at: <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

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:

CALTRANS - RTE 580 FOR CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY NEAR TRACY FROM STANISLAUS COUNTY LINE TO ALAMEDA COUNTY LINE. CONTRACT NO. 10-0Q17U4, FEDERAL-AID PROJECT ACNHP-X077(023)E, Disadvantaged Business Enterprise goal assigned is 13%

OWNER:

STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: December 3, 2015 @ 2:00 P.M.

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

Bridge Deck Resurfacing, Clearing & Grubbing, Cold Plane, Concrete Barrier, Construction Area Signs, Crack and Seal, Electrical, Erosion Control, Guard-railing, HMA Dike, Lean Concrete Base, Markers/Delineators, Minor Concrete, Minor Concrete Structures, PCC Paving, Precoated Screenings/ Asphalt Rubber Binder, Prepaving Inertial Profiler, Prepaving Grinding, Rumble Strip, Sign Structures, Striping and Pavement Markers, WPCP Prep, Underground Work, Vegetation Control Concrete, Trucking, Sweeping, Water Trucks, Erosion Control Materials, Imported Borrow Material, Shoulder Backing Material, Aggregate Subbase Material, Aggregate Base Material, HMA Material, RHMA Material and Tack Coat Material

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at: <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

DeSilva Gates Construction

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

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

CALTRANS ROUTE 101 – CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN MORGAN HILL AND SAN JOSE FROM EAST DUNNE AVENUE TO 0.9 MILE NORTH OF SILICON VALLEY BOULEVARD, Contract No. 04-1J6304, Federal Aid Project ACNHP-Q101(283)E, Disadvantaged Business Enterprise goal assigned is 8%

OWNER:

STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: DECEMBER 1, 2015 @ 2:00 P.M.

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

AC DIKE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, METAL BEAM GUARDRAIL, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, COLD PLANE.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at: <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

California Sub-Bid Request Ads

RELATED

RFP FOR GOODWILL SITE:

Mechanical, Electrical, Plumbing, Fire Protection & Precast/GFRC

RFP DUE DATE: Monday, December 7th, 2015

Related California ("Developer") is seeking firms interested in providing Mechanical, Electrical, Plumbing, Fire Protection, and Precast/GFRC.

The Project is to demolish most of the two existing buildings on the project site and construct a mixed-use development with two components, a residential and retail development and an office development and permit center to be occupied by several City and County of San Francisco departments.

We encourage interested firms to review documents

(including the Sign In Sheet from the recent Pre-Bid Workshop).

Documents available at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10255>

Local Business Enterprises (LBEs)—including MBEs and WBEs—are encouraged to respond.

Contact: Harold Hill at hhill@related.com

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Robert Herrera • An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
County of San Joaquin - Woodbridge Street Improvements Phase III

CFD #14.218 • Location: Woodbridge, CA

Bid Date: December 10, 2015 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: traffic control; SWPPP; cold plane AC; clearing & grubbing; AC dike; minor concrete; striping & signs; 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.

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101 San Jose - Morgan Hill
Resurface and Repair Flexible Pavement, PCC Slab
Caltrans #04-1J6304**

BID DATE: December 1, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Storm Water Annual Report, Sweeping, Cold Plane AC, Asphalt Treated Permeable Base, Base Bond Breaker, AC Dike, Geosynthetic Pavement Interlayer, Shoulder Rumble Strip, AC Dike, Tack Coat, Drill and Bond (Dowel Bar), Spall Repair (Polyester Concrete), Individual Slab Replacement (RSC), Grinding, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Concrete Barrier, Striping & Marking, Loop Detector and Construction Materials

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 DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the
Small Business Exchange.

With a monthly readership of **75,000**, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.



Call 1-800-800-8534
or visit us at www.sbeinc.com

NOTICE TO BIDDERS

OLIVER & CO INC

an equal opportunity employer, requesting quotations from all qualified subcontractors, especially small businesses, local businesses, MBE, WBE and

DBE contractors to submit bids for the
**"Lao Family Community Development's
Oakland Care Center Project" located at
2325 E. 12th Street, Oakland CA 94601.**

Plans and specifications for the above project will be available on our FTP site

<ftp://lao:2250-7293-0883@oandco.ftpstream.com>

Bids are due on

THURSDAY DECEMBER 10th by 2:00 PM.

Non mandatory pre-bid walkthrough onsite on TUESDAY DECEMBER 1st at 11:00 AM. Bids received after the deadline will not be accepted. Bids may be hand delivered, emailed or sent by courier to 1300 South 51st Street in Richmond, CA 94804, faxed to 510-412-9095 or emailed to scetrone@oliverandco.net

Small Business Saturday

Continued from page 1

company, but to be successful, they need to be more engaged and have an understanding in that part of the business," said Lucretia Freeman-Buster, a former commercial banker and now Acting Executive Director at the Washington D.C. SBDC. "It's every bit as important, sometimes even more important, to have a complete understanding of the business financials—particularly when you need capital and are sitting down in front of a loan officer looking for a loan."

Freeman-Buster suggests many of the businesses they see are trying to take their companies to the next level. They want to grow and are looking for advice and knowledge they recognize they might not have to do it. Fortunately, many of the advisers are like Freeman-Buster and come from backgrounds and experience that can be very valuable to an entrepreneur.

"While most business owners expect their businesses to grow, it doesn't just happen," says Freeman-Buster. America's SBDC reports that small business owners that work with an SBDC experience 14% job growth compared to the national average of only 1.6% and average four times the average sales than those that don't. To me, that sounds like a pretty positive economic impact and a great tool small business owners should be leveraging to help their businesses grow.

Organizations like SCORE and your local SBDC are valuable resources available to business owners all across the country to help build businesses that are growing and thriving. As we get ready to participate in another Small Business Saturday, I wanted to applaud two organizations I believe are actively engaged in helping business owners 365 days a year. If you own a small business, visit your local SCORE chapter or the local SBDC in your area to see what type of resources are available to help you.

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

California Sub-Bid Request Ads

Sub-Bids Requested From Qualified
DBE Subcontractors & Suppliers

**Los Angeles County At Various Locations
From 0.2 Mile East Of Long Beach
Boulevard Undercrossing In Long Beach To
Orange County Line
District 07
Location: 07-LA-91-R1 1.3/R20.7
Contract No. 07-306204
Bid Date: 12-03-2015 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

Chumo Construction, Inc.

14425 Joanbridge Street, Baldwin Park, CA 91706
Phone: (626) 960-9502 Fax: (626) 960-3887
Contact: George Chumo

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at (626) 960-9502.

An Equal Opportunity Employer

D'Arcy & Harty Construction, Inc

(415) 822-5200 Phone • (415) 822-0747 (Fax)
Estimator : willie@darcyhart.com

**Adeline Drive and Canyon Road Capacity
Improvement Project
Burlingame Hills Sewer Maintenance
District
San Mateo County, CA**

**Certified DBE sub-bids requested for
Saw-cutting, Trucking, Traffic Control
and Paving.**

**Please contact Willie
if you have any questions.**

Bids: December 22, 2015 at 2.30 pm

Sub-Bids Requested from qualified SBE/VSBE/LSBE Subcontractors and Suppliers For:
**THREE LOW FLOW DIVERSION (LFD) SYSTEMS AND TWO VORTEX SEPARATION SYSTEMS (VSS)
SPEC. NO. R-7029**

Owner: City of Long Beach

Location: Long Beach, CA

Bid Date: December 16, 2015 @ 10:00 A.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Demolition, Dewatering, Base Materials, Curb & Gutter, Traffic Striping, AC Paving, Landscaping, Ready-Mix Concrete, Reinforcing Steel, Pre-Cast Concrete, Equipment, Electrical & Instrumentation

You may obtain a free download of Plans and Specifications from: The City of Long Beach's website at <http://www.longbeach.gov/finance/business-info/purchasing-division/purchasing-division>. You must register online to view and download documents. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested SBE/VSBE/LSBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

DBE Subcontractor/Supplier Bids Requested For:

Sacramento Regional County Sanitation District

Biological Nutrient Removal (BNR) Project

Bid Date: January 20th, 2016 until 2:00 PM

Fax all quotes to 510-777-5099

Requesting qualified DBE certified Subcontractor and Supplier Quotes on: Petroleum, Sand & Gravel, Asphalt, Concrete, Reinforcing Bar, Steel, Doors, Lumber, Paint, Pipe, Fencing, Guard Rail & Barriers, Pavement Markers, Electrical & Signals, Staking, Clear & Grub, Dust Palliative, Earthwork, Erosion Control, Hydroseeding, Finishing Roadway, Aggregate Base & Subbase, Asphalt Concrete, Concrete Structure, Steel Structures, Waterproofing, Reinforcing Steel, Reinforced Concrete Pipe, Structural Steel Plate, Subsurface Drain, Plastic Pipe, Welded Steel Pipe, Sewer, Concrete Curb & Sidewalk, Pumping Plant Equipment, Misc. Metal, Lighting, Civil Engineering, Electrical Engineering, Surveyor, CAD, Scheduling, Project and Document Control, Trucking, Carpentry, Drywall, Crane Work, Wall Covering, Cabinetry, Roofing, Ceramic Tile, Carpet & drapes, Masonry, Plumbing, Painting Structures, Coring, Cutting, Construction Clean-Up, Fuel Systems, Equipment Rental, Elevator, Demolition

Bid Plans and Specifications may be purchased from the County of Sacramento, Site Improvement and Permits Section 827 7th Street, Room 102 Sacramento, CA 95814, (916) 874-6544.

Subcontractors and Suppliers interested in this project may contact John White by phone at (916) 417-8057 or jwhite@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

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