

SBE TODAY

SMALL BUSINESS EXCHANGE

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DIVERSITY IN ACTION -

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Small Businesses: Big Concerns And High Hopes



Since the recession ended, small businesses have started to rebound. But they still face headwinds. (iStockphoto.com)

Marilyn Geewax
Senior Business Editor, Business News Desk

Safe to say, Americans love small business. Or at least the Idea of Small Business.

President Obama : “What you share is an entrepreneurial spirit, a tireless work ethic and a simple hope for something better that lies at the heart of the American ideal. Businesses like yours are the engines of job growth in America.”

At the 2012 Republican convention, presidential his devotion: “We will champion small businesses, America’s engine of job growth.”

But while small-business owners get plenty of praise, many struggle to feel the love from

customers. The neighborhood hardware store, the cozy diner, the independent bookstore — they have seen customers leave in droves for Lowe’s, Starbucks and Amazon.com.

We may love small-business owners, but we crave Big Macs.

And during the Great Recession, life got even tougher for entrepreneurs. The number of new businesses created annually plunged from 560,000 in 2006 to 390,000 in 2010. Job creation at new firms during that dismal period.

Startups were hurt, not only by big-box competition but by tighter bank — a source of seed money for entrepreneurs.

So are small businesses dying despite our professed love for them?

No. The latest data show a rebound. Beginning in 2011, the country recorded the first annual gain in businesses in five years, and the largest percentage increase in nearly a decade, according to , which studies small business.

The study said job creation at new firms rose by more than 4 percent in 2011, finally reversing four straight years of losses.

So entrepreneurship is making a bit of a comeback, but the great majority of new businesses don’t fit our romantic stereotypes of the beloved local establishment with dozens of loyal employees.

In reality, small firms overwhelmingly are made up of individuals working alone — they are freelance writers, lawn mowers, consultants and housecleaners. The U.S. 3 out of 4 firms have no payroll, and collectively, they account for only 3.4 percent of all business receipts.

Continued on page 3

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

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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.

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

BIDDING OPPORTUNITIES

Sub Bids Requested From Qualified
DBE / UDBE Subcontractors & Suppliers for

**Port of Stockton
Highway 4 Offsite Intersection Mitigation
Location: Stockton, CA
Bid Date: October 23, 2013 @ 3:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: construction area signs; striping/signs; microsurfacing; SWPPP; AC dike; concrete; electrical; sawcutting; 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: **Hugo Gutierrez**

An Equal Opportunity Employer

Sub Bids requested from qualified DBE
Subcontractors and Suppliers

**Construction on State Hwy. In Los Angeles
County in Los Angeles 0.1 mile west of
Dominquez Channel
Project No. 07-3X3904**

Bid Date/Time: October 24, 2013 @ 2:00PM

Owner: :
State of California
Dept. of Transportation
1120 N. St. Room #200
Sacramento, CA 95814

Scope of Work Includes:

Clearing and Grubbing, CIDH Piles,
Barriers and Railing, Traffic Control, Grading,
Reinforcing Steel.

Plans and Specifications are available from the Owner at www.dot.ca.gov and may be viewed at the office of G.B. Cooke, Inc. Monday through Friday 8:00 a.m. to 5:00 p.m. All quotes are requested by the COB October 23, 2013. G.B. Cooke, Inc. intends to seriously consider all proposals for participation on this project. G.B. Cooke, Inc. is An Equal Opportunity Employer. We will assist in obtaining bonds, line of credit and insurance if necessary. G.B. Cooke will also assist in obtaining the necessary equipment, supplies, and materials, if needed.

G.B. Cooke, Inc.

580 E. Foothill Blvd. • Azusa, CA 91702
Phone: 626-969-8736 • Fax: 626-969-7919
Contact: **Cori Greene**
Email: cori@gbcookeinc.com

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REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS
FOR THE FOLLOWING PROJECT:

**Rt 80/680 Separation - Cordelia - Solano County
Contract #04-0A5344, Bids: October 29, 2013 at 2:00pm**

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc/Bay Cities JV 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 and Specifications are available from Caltrans at: http://dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php.

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. / Bay Cities Paving a Joint Venture

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./Bay Cities JV 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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 12 Widen Shoulders and Intersections • Rio Vista - Caltrans #04-2A6204
BID DATE: November 6, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Striping & Marking, Portable Changeable Message Sign, SWPPP, Water Sampling & Analysis, Storm Water Annual Report, Water Quality Monitoring Report, Erosion Control, Sweeping, Wildlife Exclusion Fence, Temporary Fence, Treated Wood Waste, Abandon Culvert, Cold Plane AC, Clearing & Grubbing, Imported Borrow, Imported Topsoil, Hydromulch, Hydroseed, Compost, Crack Treatment, Geosynthetic Pavement Interlayer, Rumble Strip, Data Core, AC Dike, Tack Coat, Steel Sheet Piling, Structural Concrete, Minor Concrete, Roadside Signs, Pipe Culvert, Rock Slope Protection, Misc. Iron & Steel, Fencing, Object Marker, MBGR, Channelizers, Hydraulic Mulc-BFM, Vegetation Control - Concrete 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**

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 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.

REQUEST FOR SUB BIDS FROM QUALIFIED SUBCONTRACTORS AND
SUPPLIERS INCLUDING DVBE/MBE/WBE/LBE for:

**ADA SITE IMPROVEMENTS
VISITACION VALLEY ELEMENTARY SCHOOL, SAN FRANCISCO, CA
Bid Date: October 29, 2013**

Trades/Services requested include: **Temp Fencing & Trucking.**

Please contact us for information about bonding, insurance, prevailing wage and certified payroll requirements.

Ross Recreation Equipment

Contact Bob Hanes at bobh@rossrec.com
(707) 538-3800 Fax: (707) 538-3826
Equal Opportunity Employer

BIDDING OPPORTUNITIES

REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

El Cerrito High School Stadium
Bid #3541348-00
West Contra Costa Unified School District
BID DATE: October 30, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Building Structures, Site Concrete, Landscaping/Irrigation, Fencing, Electrical, Storm/Water/Sewer/Survey 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

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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 LBE/DVBE Participation. Plans & Specs are available for viewing at our office.

Shimmick Construction Company, Inc. SBE Subcontractor/Supplier Bids Requested For:

City and County of San Francisco – Municipal Transportation Agency
Sunset Tunnel Trackway Improvement Project - Contract No. 1270
Bid Date: November 7, 2013 at 3:00 PM

Fax all quotes to 510-777-5099

Requesting certified SBE Subcontractor and Supplier Quotes on Demolition, Electrical, Environmental, Fence, Flatwork, Grinding-AC, Concrete, Horizontal Boring, Mechanical, Paint-Stain, Piles-CIDH, Railroad, Rebar, Signs, Survey, Tiebacks, Trackwork, Traffic Control, Trucking, Utility Work, Aggregate, Pile-Pipe, Railroad Products, Ready Mix, Utility Pipe-Steel, Valves & Fittings, Safety, Petroleum, Oil, Lubricants, Concrete & Cement, Construction Area Signs, Lumber & Timber, Lighting, Construction Equipment Rental, Sanitation Systems, Hazardous Materials, Fabrics, Cloth, Textiles, Rubber & Rubber Products, Toilet/ Showers, Portable & Septic, Office Rental including Mobile Offices, and Welding Equipment & Supplies.

Bid Documents may be procured from SFMTA at 1 South Van Ness Avenue, San Francisco, CA 94103; Phone: (415) 701-4284 or may be viewed at Shimmick Construction's Office by appointment only: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621; Phone (510) 777-5000

Subcontractors and Suppliers interested in this project may contact Chad Hummel by phone at (510) 777-5048.

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.

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621 • Phone (510) 777-5000 • Fax (510) 777-5099

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ISEC is requesting quotations from all qualified & certified SB, VOSB, SDVOSB, HUBZone, WOB, SDB

Subcontractors and Material Suppliers for the following project.

VA Palo Alto Centers For Ambulatory Care, Polytrauma And Blind Rehabilitation Parking Structure 2
3801 Miranda Avenue, Palo Alto, CA
Bid date is October 30th, 2013 @ 1 pm

Trade- Architectural Woodwork, Specialties, Site Furnishings

ISEC is requesting quotes for Subcontractors and Material Suppliers by 1 PM 10/25/13.

Contact Rich Elemen @ ISEC with any questions concerning this project.

ISEC, Inc.

41734 Christy Street • Fremont, CA 94538

Office: 510-490-1333 • Fax: 510-656-8764

Big Concerns And High Hopes

■ Continued from page 1

But while most of the nation's roughly 28 million firms have no workers, about 6 million do hire, fire and pay people. Of those, roughly 5 million really are small, with nine or fewer workers.

That leaves those approximately 1 million firms that hire at least 10 people, but not more than the 500 — keeping them within the Small Business Administration's usual definition of "small." Many are headed by hardy entrepreneurs, willing to take the leap by moving into storefronts, leasing office space and launching businesses with big plans to grow and hire.

NPR will take a closer look at small businesses and will explore topics such as:

- What is a small business? It depends whom you ask: The Small Business Administration, the Internal Revenue Service, the National Federation of Independent Business and others use different measures.
- Is small business really the engine of the U.S. economy?
- What are the headwinds facing entrepreneurs?
- Technology is making it easier to launch a small business: Applications in the cloud, the low cost of shipping and legal tools have all streamlined the process.
- Thanks to tech innovations, it's easier to become a small manufacturer.
- Why do many consumers choose big-box stores instead of local businesses?
- Is operating a franchise different from starting a small business?
- How will the Affordable Care Act affect small businesses?

Source: ©2013 NPR



Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700

Procurement opportunities through Skanska-Shimmick-Herzog will be diverse and ongoing.

Please visit: www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO

PUBLIC LEGAL ADVERTISEMENTS

UC IRVINE

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the **University of California, Irvine (UCI)** from General Contractors (GC) wishing to submit **DESIGN BUILD** proposals for the **MESA COURT EXPANSION, PROJECT NO. 996296**.

Prequalification questionnaires will be accepted from contractors teamed with architects that have completed comparably sized design-build projects as described in the questionnaire.

DESCRIPTION: The proposed project consists of the demolition of the existing Mesa Commons building & maintenance shop (Hacienda), and the construction of a new 500 bed Residence Hall and ancillary spaces such as study rooms, computer labs, kitchenettes and laundry facilities. In addition to the residence hall, project also includes the construction of the Mesa Commons Replacement, Mesa Academic Center "MAC," Recreation Center and all site preparation including utilities and improvements.

Project completion time: 27 Months

PROJECT DELIVERY: Design Build

ESTIMATED DESIGN AND CONSTRUCTION COST: \$100,000,000 (Funding pending The Regents approval)

PROCEDURES: Prequalification questionnaires will be available electronically at **3 PM on 10/18/13** from UCI Design & Construction Services.

Mandatory Prequalification Conference will be held at **3:00 PM on 10/25/13** at UCI Newkirk Alumni Center, Conference Room AB, 450 Alumni Court, Irvine, CA 92697 (corner of University Drive and Mesa Road).

Prequalification questionnaires must be received by **2 PM on 11/13/13** only at UCI Design & Construction Services, 101 Academy, Ste. 200, Irvine, CA 92697.

UCI reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem GCs prequalified to submit proposals for the project. To prequalify, GCs must agree to comply with all proposal conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. A contract will be awarded to the contractor/architect team ("design builder") who offers UCI the best value. General Building "B" California Contractors License required.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy.

Contact Lynn Javier (949) 824-7145, lynagafu@uci.edu for the questionnaire. For other opportunities: www.designandconstruction.uci.edu.

UCLA

UCLA

ADVERTISEMENT FOR CM/CONTRACTOR PREQUALIFICATION (Utilizing Best Value Selection Methodology)

Subject to conditions prescribed by the University of California, Los Angeles, responses to the University's prequalification documents for a CM at Risk contract (utilizing Best Value Selection methodology) are sought from prospective general contractor bidders (hereafter "bidders") for the following project:

ENGINEERING VI – PHASE 2 Project Number 940252.01

UNIVERSITY OF CALIFORNIA, LOS ANGELES

PREQUALIFICATION OF PROSPECTIVE BIDDERS: The University has determined that bidders who submit bids on this project must be prequalified.

Prequalified General Contractor bidders will be required to have the following California contractor's license(s):

B License (General Building)

GENERAL DESCRIPTION OF WORK: The Project will construct the 90,000 gsf Engineering VI – Phase 2 building on a site located adjacent to the main entrance to campus and interconnect the building to the Engineering VI – Phase 1 project, currently under construction. The building will be a Type I, fire resistive, steel framed structure with five above grade levels and one partial subterranean level for mechanical equipment and storage. The first level will accommodate several conference spaces including a 200 to 250 fixed-seat auditorium for traditional and web-enabled online teaching. The upper levels will include Occupancy group B offices and classroom space.

Major trades include mechanical, electrical, plumbing, and fire life safety systems. Mechanical equipment shall include the installation of active radiant cooling systems in addition to conventional air handling and fan coil units. Predominant exterior finishes include terracotta stone and brick veneer in addition to curtain wall glazing. The scope of the work shall also include connections to campus utilities, roadway reconfigurations and landscape and hardscape improvements. A new loading dock will be constructed in the south east corner of the building to accommodate tractor trailer deliveries and a trash compactor. The University currently anticipates that the Engineering VI – Phase 2 Building will be constructed to meet the LEED New Construction "Gold" green building requirements.

The Contract Value is estimated between \$50,000,000 and \$55,000,000.

PREQUALIFICATION SCHEDULE: On October 16, 2013, prequalification documents will be available to intending bidders online at www.capital.ucla.edu and will be issued at no cost at:

Contracts Administration
University of California, Los Angeles
1060 Veteran Avenue, Suite 125
Box 951395
Los Angeles, California 90095-1395
310-825-7015

MANDATORY PRE-QUALIFICATION CONFERENCE: A Mandatory Pre-Qualification Conference will be conducted on October 24, 2013

beginning promptly at 10:00 a.m. Only general contractor bidders who participate in the Conference in its entirety will be allowed to submit prequalification documents and, if prequalification is achieved, bid on the Project as general contractors. Participants must arrive at or before the above-specified time. Persons arriving later than said time will not be allowed to submit prequalification documents or submit bids as general contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact University's Project Manager Will Chung at (310) 267-4018.

NOTES:

1. Attendee shall be a staff member of the general contractor bidder's firm who will be actively involved in responding to this Prequalification, and who is highly knowledgeable of the firm's potential response to the prequalification criteria.

2. Attendees are advised that parking may be difficult. Attendees must allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference will last at least 2 hours.

On November 7, 2013, the completed Prequalification Questionnaire and associated documents will be received at the above-specified address.

The Prequalification Questionnaire and associated documents are due on November 7, 2013 at 3:00 p.m.

Any person or entity not satisfied with the outcome of the prequalification must file a writ challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest. However, the University reserves the right to accept late submissions and to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

The dates, times, and location set for receiving and opening of bids will be set forth in an Advertisement for Bids.

The University reserves the right to reject any or all responses to Prequalification Questionnaires and to waive non-material irregularities in any response received.

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
(Visit our website at:
<http://www.capital.ucla.edu>)