

# SBE TODAY

**SMALL BUSINESS EXCHANGE**

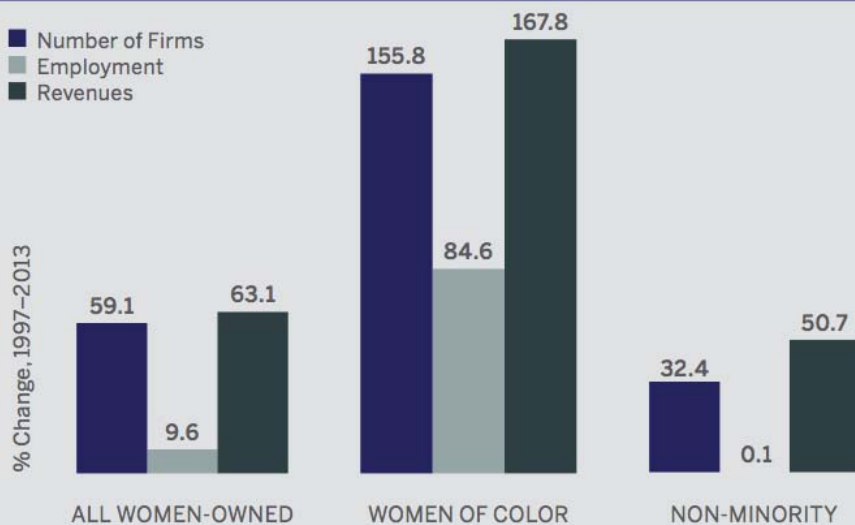
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DIVERSITY IN ACTION -

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## Minority Women Entrepreneurs: Go-Getters Without Resources

### FIRMS OWNED BY WOMEN OF COLOR DRIVING THE GROWTH IN NUMBER, ECONOMIC CLOUT OF WOMEN-OWNED FIRMS



American Express OPEN/Womenable estimates as of 2013, based on 1997-2007 data from US Census Bureau.

#### by **Natalie Madeira Cofield**

Amidst the women entrepreneurial and 'lean in' movements brought to the forefront most prominently by Sheryl Sandberg, there has been a shortage of perspectives on the difficulties of minority women who have few people and very little financially to 'lean on.' The reality is—similar to the women's suffrage movement, which for the most part excluded minority women—middle-to-upper class educated white women have driven much of the recent conversation.

In personal diatribes what is discussed is the internal debate between the nanny and quality time with children and starting a business or staying home, all of which are exorbitant luxuries to many minority women who have found

themselves once again lost in the dialogue.

Katherine Weymouth —albeit a multi-millionaire heiress to the recently sold Washington Post, who too is removed from the actual plight of minority women—at least attempted to touch upon this concept in her Post op ed.

While minority and lesser-off white women remained just a stanza in the broader 'lean in' discussion, the reality is that Hispanic and African American women will play vital roles in the final frontier of the women's empowerment movement: entrepreneurialism and economic freedom.

#### Fastest Growing Entrepreneurial Segments

According to a report by the Center for Women's Business Research, Hispanic and

African American women are the fastest growing entrepreneurial segments in the country growing at rates of 133.3% and 191.4% respectively from 1997 to 2007. Combined they represent more than two million of the roughly eight million women-owned businesses in the country and more than \$14 billion in gross receipts. Further, African American and Hispanic women are three to five times more likely to start a business than their white counterparts.

For most minority women, the problem isn't entrepreneurial appetite or the often-preached go-getter mentality; it's sufficient financial and social capital resources to 'lean on'.

#### Seed Capital and the Single Income Household

The impact of single parent households is a significant impediment to many aspiring entrepreneurial women of color. Particularly germane, but not exclusive to African American women is the fact that more than half will likely be unmarried and raising children in a single family home. This is due largely to the considerably lower-than-average African American marriage rate, roughly 40%.

**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)

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# REQUESTS FOR BIDS & SUB-BIDS

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

**Route 4 Stockton Crosstown Viaduct  
San Joaquin County  
Caltrans Project #10-OS1104  
Bid Date: October 16, 2013 at 2:00 pm**

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. is willing to break down items of work into economically feasible units to encourage DVBE 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: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

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



## C.C. Myers, Inc.

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

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

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

AN EQUAL OPPORTUNITY EMPLOYER.

### BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS FROM ALL QUALIFIED SUBCONTRACTORS AND SUPPLIERS, INCLUDING CITY AND COUNTY OF SAN FRANCISCO SMALL AND MICRO LBE FIRMS, FOR THE FOLLOWING PROJECT:

**Broadway Tunnel Ventilation Upgrade (DPW Contract No. 2143J)**

**OWNER: City and County of San Francisco -Department of Public Works**

**BID DATE/TIME: October 16, 2013 - 2:30 PM**

Qualified Subcontractors and Suppliers, including City and County of San Francisco Small and Micro LBE firms, wanted for the following items, including, but not limited to: Concrete, Demolition (including concrete and equipment), Sheet Metal Fabrication, Painting, Duct Cleaning, Electrical, Traffic Control, HVAC Testing & Balancing, HVAC Controls, CO2 Monitoring. Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms.

Plans available for viewing at:

### Blocka Construction, Inc.

4455 Enterprise Street, Fremont, CA 94538

Contact: Lori Magruder - [lmagruder@blockainc.com](mailto:lmagruder@blockainc.com) • P: 510-657-3686; F: 510-657-3688

WE ARE AN EQUAL OPPORTUNITY EMPLOYER - CA LICENSE NO. 679326

WE ARE REQUESTING QUOTES FROM ALL CERTIFIED DVBE/MBE/DBE/WBE CONTRACTORS FOR THE FOLLOWING PROJECT:

**Monroe Elementary School, Project No. 11501  
260 Madrid Street, San Francisco, CA 94112**

**BID DATE/TIME: Tuesday, October 15, 2013 @ 2:00 PM**

PROJECT DESCRIPTION: Extensive modernization and voluntary partial seismic strengthening: Modernize existing building including but not limited to construction of accessible restrooms, new finishes throughout, remodel all classrooms, provide new casework, provide new warming kitchen, modernize and expand multipurpose room, modernize library, braced frame modifications and footing upgrades, fire sprinkler & fire alarm systems, and hazmat abatement. Disconnect and demolish (e) portable classroom & toilet buildings. Site work including but not limited to replacement of fence & gates, play structure modifications and new safety mats, ADA ramps & door landings, Hazmat abatement, and resurfacing and striping of yard.

**PREVAILING WAGE RATES**

**EST. \$6,500,000.00**

**PLA/PROJECT LABOR AGREEMENT**

Plans are available to view at the Fine Line Construction office or you can contact us in writing and request that we send them electronically to you. You may also purchase or view them at the following locations: ARC Northern California; Asian Inc; Most all Northern CA Builder Exchanges; EBidboard; El Dorado Builder Exchange; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builder; Reed Construction Data; Sub-Hub.

**Trades Needed (but not limited to):** SITE CONSTRUCTION, CONCRETE, METALS, WOOD AND PLASTICS, THERMAL AND MOISTURE PROTECTION, DOORS AND WINDOWS, FINISHES, SPECIALTIES, EQUIPMENT, FURNISHINGS, SPECIAL CONSTRUCTION, MECHANICAL, ELECTRICAL, AND HAZARDOUS MATERIALS.

**PLEASE SEND BIDS TO (415) 512-7688 NO LATER THAN 1:00 PM ON THE DATE OF BID**

*Fine Line Construction is signatory to the Carpenter's and Laborer's Agreements. Successful Subcontractors will be expected to execute a standard Fine Line Construction Subcontract Agreement.*

**WE ARE**

**AN EQUAL OPPORTUNITY EMPLOYER**

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors for:

**PRIMARY COLLECTION  
AGENCY SERVICES**

**Los Angeles Department of Water & Power  
Deadline: October 29, 2013**

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

### National Recovery Agency

2491 Paxton Street, Harrisburg, PA 17111

(800) 360-9953 option 1, extension 3071

(800) 360-9954

[ksummerlot@nrage.com](mailto:ksummerlot@nrage.com)

An Equal Opportunity Employer

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](http://www.sbeinc.com)

# REQUESTS FOR BIDS & SUB-BIDS

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**CA Dept. of Transportation  
CT 04-0A5344 Cordelia**

**Realign I-680 to Connect Directly with the I-80/SR-12 Interchange  
BID DATE: October 29, 2013 @ 2:00 PM**

**O. C. Jones & Sons, Inc. is soliciting quotes for (including but not limited to):**

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Pavement Delineation, Striping, Portable Changeable Message Signs, Temporary Railing (Type K), Dewatering, Prepare Storm Water Pollution, Temporary Erosion Control, Street Sweeping, Geomembrane Liner, Fencing, Underground Storm, Metal Beam Guard Railing, Cold Plane AC, Demolition & Removals, Clearing & Grubbing, Ground Improvements, Imported Borrow, Geotextile, Underground Water, Erosion Control, Hydroseed, Lime Stabilized Soil, Rapid Strength Concrete Base, Asphaltic Emulsion, Asphalt Dike, Tack Coat, Jointed Plain Concrete Pavement, Seal Pavement Joint, Mechanically Stabilized Embankment, Minor Concrete, Sign Structure, Roadside Sign, Pipe Underdrain, Delineator, Vegetation Control, Chain Link Railing, Concrete Barrier, Electrical Lighting & Signalization and Construction Materials.

**Contact: Jean Sicard @ OCJ (510) 526-3424 or (510) 809-3411 • jsicard@ocjones.com**

**Flatiron West, Inc. is soliciting quotes (including but not limited to):**

Bridge Demo, Joint Seal Assembly, Post Tensioning, Rebar, Bridge Concrete Barrier, Furnish & Erect Precast Girders, Ready Mix Concrete, Concrete Pumping, Steel Pipe Pile, PTFE Bearings, Bridge Bearing Pads, Form Liner, Traffic Control, Misc. Metals including Bridge Deck Drainage, Waterline Hangers, Saddles and Brackets

**Contact: Blaine Austin @ Flatiron West @ (707)742-6017 • BLAustin@flatironcorp.com**

**O.C. Jones & Sons, Inc. and Flatiron West, Inc.,  
A Joint Venture**

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

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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/Flatiron West for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/Flatiron West is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at both offices or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)



**Project Name: Hunter's View Phase II –  
Infrastructure**

**Location: San Francisco, California**

**Bid Date: October 24, 2013 @2pm**

**Pre-Bid Conference: October 10, 2013 @10am**

**Location: West Point Rd. Hunters View in San Francisco within the fenced construction site. Meet outside existing job trailer at the corner of West Point and Middle Point.**

Cahill/Nibbi JV has been selected as the General Contractor for the Hunter's View Phase II Infrastructure project in San Francisco, CA. We are requesting bid proposals from qualified subcontractors including those certified with the Successor Agency to SFRA. Interested subcontractors will receive an email notification via NewForma to download bid documents in order to provide proposals no later than Thursday, October 24, 2013 @2:00pm. The project will consist of performing all building services and utility infrastructure work for Phase II. Work includes, but is not limited to demolition of building slabs and foundations, earthwork and shoring, security, survey, joint trench, site utilities and exterior improvements such as landscape, asphalt and concrete paving. The Successor Agency to SFRA participation goal has been established for this project at 50% for SBE Subcontractors and we highly encourage all certified firms MBE, WBE, SBE and LBEs to bid.

**For information regarding this project  
please contact Alan Holmberg via email at  
alanh@nibbi.com**

**To obtain bid and contract documents please email  
Kristin Medwick at kristinn@nibbi.com.**

**FAX OR EMAIL PROPOSALS TO:  
NIBBI BROTHERS GENERAL CONTRACTORS  
Fax: 415-241-2951 / Email: bids@nibbi.com.**

Requesting sub-bids from qualified SBE/MBE/WBE/DVBE Subcontractors and Suppliers J.F.Shea Construction, Inc. is bidding this project and solicits your participation in preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: DEWATERING, STEEL LINER INSTALLATION, STEEL PIPE, STEEL LINER, DISINFECTION, FENCING, REVEGETATION, READY-MIX CONCRETE, REINFORCING STEEL, CEMENT MORTAR LINING, PAINTING AND COATING, ELECTRICAL, INSTRUMENTATION, AND CATHODIC PROTECTION.

**Pipeline 3 Desal Relining San Marcos to Twin Oaks**

**Location: San Marcos, CA**

**Owner: San Diego County Water Authority  
Estimated Cost: \$30,000,000 - \$35,000,000**

**Bid Date: October 15, 2013 @ 2:00 PM**

**J.F. Shea Construction, Inc.**

(An Equal Opportunity Employer)

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](mailto:lori.olivas@jfshea.com)**

Plans are available from: Free download available from San Diego County Water Authority's website at: <http://www.sdcwa.org/contracting-opportunities>, which has links to the contract documents via The Network.

Plans may also be viewed at the Dodge News Plan Rooms and at  
**J.F. Shea Construction office, 667 Brea Canyon Road, Suite 30 • Walnut, CA 91788**

Bidders are required to read and understand owner's requirements including warranty requirements. Bidder's or manufacturer's standard warranties will not be accepted unless they comply fully with owner's requirements.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE firms and intends to utilize the lowest responsive bidder.

DL Falk Construction is requesting subcontractor / supplier bids from certified DVBE, DBE, WBE, SBE & MBE Companies for the above project:

**Monroe Elementary School Modernization  
260 Madrid Street, San Francisco, CA 94112  
Bid Date: October 15, 2013 at 1:00 PM**

Scope includes hazmat abatement, selective demo, underground utilities, concrete patching, structural steel, metal fabrication, rough carpentry, caseworks, insulation, roofing, floor/wall/ceiling finishes, metal doors & hardware, specialties, equipments, HVAC, plumbing, electrical and etc...

**D.L Falk Construction, Inc.**

3256 Investment Blvd. • Hayward, CA 94545  
Phone 510-887-6500 • Fax 510-887-6501

**Bid Documents are available for viewing at our office,  
or at local Builders Exchanges**



# REQUESTS FOR BIDS & SUB-BIDS

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

**State Highway in Santa Clara County Near Gilroy at Various Locations from 0.2 Mile North of Bella Vista Lane to 0.2 Mile East of Watsonville Road**

**Caltrans Contract No. 04-2A2504**

**Federal Aid Project HSSTP-S152(080)E**

**Engineer Estimate: \$14,100,000 - 700 Working Days**

**Goal: DBE 11%**

**Bids: October 8, 2013 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to) Oils (Prime & Tack), Construction Area Signs, Traffic Control, Cold Plane, Demolition of Concrete Barrier, Clear & Grub, Erosion Control, AC Dike, Reinforcing Steel, Signs Roadside, Object Marker, MBGR, Concrete Barrier, Thermoplastic and Painted Traffic Stripe & Marking, Temporary Signal Systems, Message Signs Modify, SWPPP Planning, Trucker, Soil Nails, Shotcrete, Underground, Rumble Strip, Painting & Staining Concrete (Anti-Graffiti).**

**Scope of Work:** Roadway for realignment, and construct retaining walls.

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 John Pitsch 925-606-2400 [john.pitsch@rgwconstruction.com](mailto:john.pitsch@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

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## Sukut Construction, LLC

Is requesting sub-bids/supplier quotes from qualified SBE, VSBE, MBE, WBE, DVBE, LBE, and OBE

Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work:

### Subcontractors

Electrical, Electrical Trenching, Rail Installation, Asphalt Paving, Concrete Paving, Concrete Curb & Gutter, Demolition, Structural Steel Erection, Fence and Barriers, Painting, Striping, Hazardous Material Removal, Reinforcing Steel, Survey

### Vendors

Reinforced Concrete Pipe, PVC Pipe, Ductile Iron Pipe & Fittings, Ready Mix Concrete, Aggregates, K Rail, Misc. Metal, Pre-Fab Buildings, Pre-Fab Canopy, Signs, Trucking, Temporary Offices, Geotextiles, Pre-Cast Concrete Vaults, CPM Scheduling, SWPPP

## HARBOR DEPARTMENT of the CITY OF LOS ANGELES

Port of Los Angeles

Berths 142-143 Backland Improvements

San Pedro, CA

Specification No. 2756

**BID DATE October 15, 2013 @ 2:45 p.m.**

**Sub & Vendor Bids Due Prior**



## Sukut Construction, LLC

4010 W. Chandler Avenue

Santa Ana, CA 92704

Contact: Steve Reiser

Phone: (714) 540-5351

Fax: (714) 545-2003

Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available from owner and for viewing at our office – please call for an appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC  
is an Equal Opportunity Employer**

# Go-Getters Without Resources

## ■ Continued from page 1

This is evidenced by a report from the Center for Community Economic Development which found that the median net-worth for single white women was \$41,500 compared to \$100 and \$120 for African American and Hispanic women, respectively.

These single-parent income households place women at considerable disadvantage as they have sizably less income and even fewer diversified assets to leverage as collateral for capital and initial seed capital investments.

### Lack of Vital Social Capital

Lack of social capital and societal familiarity is another hurdle many lower income and minority women struggle to overcome.

Minorities and women in general often find difficulty with connecting and developing meaningful cross-cultural, cross-economic, cross-gender relationships within the fraternal and highly homogenous business world. This lack of access to 'social' capital poses significant issues with raising actual capital and other necessary support to be successful in business.

While minority women have historically adapted to societal changes, comfort and access to the realities of the white-male dominated business world remains a challenge. In contrast, for many upper-class white women who are already entrenched in social elements of this world, the

chances of connecting with a high net-worth wife, or the husband himself, as a potential angel investor is considerably higher.

### Overcoming Obstacles

In moving forward with arguably the largest women's movement in recent history, professional women must adopt the same policies and practices of inclusivity across the racial and socio-economic stratum increasingly demanded from males regarding gender.

For women of color, increased participation with women's associations, collectives and trade groups can greatly increase cross-cultural social capital and relationships. Goldman Sachs' 10,000 Women, Walker's Legacy (a business collective for women of color that I founded in 2009) and a local Women's Chamber of Commerce are just a few great places to get started.

Both elements must be encouraged and practiced to ensure adequate support for and inclusion of enterprising women of color.

*Natalie Madeira Cofield is President & CEO of the Capital City African American Chamber of Commerce and Founder of Walker's Legacy, a women in business collective designed to help women of color walk into their professional passion and purpose. She can be found on twitter at @ncofield.*

Source: *Forbes.com* LLC™