

SBE NEWS ALERT

Connecting Entrepreneurs to the Global Marketplace



The Commerce Department's International Trade Administration works hard to help companies that are ready to export compete and succeed in global markets.

We want to emphasize that it's never too early for entrepreneurs to start thinking about exporting – determining financing needs, targeting markets, conducting research, etc.

As we've worked with global startups, we've learned it can be difficult for entrepreneurs to connect to existing resources to help them go global. We realize that start-ups differ in their capabilities at various stages of the business development process, but want to help young businesses incorporate export plans into their business model as early as possible.

One great way to get started is to be a part of ExporTech, which can help your company develop its export plan, then have it vetted by a panel of experts. More than 575 companies have participated in ExporTech, with an average sales increase or retention of \$770,000.

Here are four more tips for the busy entrepreneur to help address specific needs to start exporting:

- 1. Secure Access to Capital:** Many local and state governments have seed capital and investment programs just for their states' entrepreneurs and start-ups. Many states have small business development programs or start-up-specific outreach programs designed to assist entrepreneurs to access capital — as well as educate them on best practices. On the federal level, there is the Small Business Administration, which has programs like the U.S. Small Business Investment Company program. A list of other loans directed towards helping small businesses go global can be found here.
- 2. Secure your Intellectual Property:** In order to increase the confidence a startup requires for going global, we need to ensure they know about what our U.S. Patent and Trademark Office (USPTO) is doing to protect American start-ups' intellectual property. Here are five

simple steps to get started, and you can find more information at stopfakes.gov.

- 3. Do your Research:** One important thing you need to figure out is the right target market for your exports. Understand the market trends and figure out your company's competitive advantage. You can find market research reports on export.gov or by visiting your nearest Export Assistance Center. Here are some other important questions you should answer from the start.
- 4. Find the Right Partners:** Every market is different, and having a good partner on the ground — whether it's your legal representation, a distributor, or a sales representative — can make a huge difference in your company's success. Consider ITA's Gold Key

■ Continued on page 3

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:

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

Sub-Bids Requested From
MBE, WBE, DBE, DVBE, SDBE, ESBE, 8a
Subcontractors & Suppliers for:

Friant Quinten Luallen Hydroelectric Powerplant
Owner: Friant Power Authority
Location: Friant, CA
Contract Estimate: \$12-15 Million
Bid Date: December 16, 2014 @ 2:00 PM

Trades: Metal Fabrication, Steel Penstock, Waterproofing, Steel Doors, Frames, & Hardware, Painting, Coating/Lining Steel Pipe, Cast Bronze Plaque, AC Paving, Pressure Grouting, Concrete Demo, Trucking, Ultrasonic Flowmeters, Instrumentation, Pipe and fittings, pipe support systems, Valves, (gate, ball, globe, check valves), HVAC, Electrical, Fencing, Laboratory Testing, Surveying

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763
Phone: (916) 351-0457 • Fax: (916) 351-1674
Contact: **Karen Reichenberger**

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

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

Daggett Place Park
Project Loc.: 1000 16th St., San Francisco, CA
December 18, 2014
Start Date: September 2015
(Duration 7 months)

Local LBE goals apply
This project also has a 50% local hiring requirement.

This project includes a new public park
This is a prevailing wage project.
SBE/LBE/MBE/WBES are encouraged to bid. If interested in bidding this work please contact June Gilmore via email @ juneg@jerocorp.com

JAMES E. ROBERTS-OBAYASHI CORP.
20 Oak Court, Danville, CA 94526
Phone: 925-820-0600
FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

REQUESTING SUB-QUOTES FROM
QUALIFIED DBE SUBCONTRACTORS/
SUPPLIERS FOR:

Milpitas Station Surface Parking and Roadway
Contract: C740 (13002F)
Owner: Santa Clara Valley
Transportation Authority
Engineers' Estimate: \$6,000,000.
BID DATE: December 11, 2014 @ 2:00 PM

Items of work include but are not limited to:
Erosion Control, Fencing, Construction Area Signs, Landscape, Minor Concrete, Striping, Electrical, Underground, Trucking, Survey, Brick Pavers and SWP Plan.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company is an equal opportunity employer.

Granite Rock Company

120 Granite Rock Way • San Jose, CA 95136
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: **Paul Brizzolara**
Email: estimating@graniterock.com
We Are An Equal Opportunity Employer

REQUESTING SUB-QUOTES FROM
QUALIFIED SBE SUBCONTRACTORS/
SUPPLIERS FOR:

Light Rail Efficiency Project:
Mountain View Phase 2
Contract: C835 (14139)
Owner: Santa Clara Valley
Transportation Authority
Engineers' Estimate: \$8,500,000.

REVISED BID DATE: December 9, 2014 @ 2:00 PM

Items of work include but are not limited to:
Traffic Control, Survey, Trucking, Erosion Control, SWP Plan, Clear & Grub, Minor Concrete, Striping, Fence, Prefab Sound Wall, Railroad Track Work, Electrical and Landscape.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company is an equal opportunity employer.

Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 Fax (408) 365-9548
Contact: **Rob Snyder**
Email: estimating@graniterock.com
We Are An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Milpitas Station Surface Parking and Roadway
Contract C740 (13002F)
Santa Clara Valley Transit Authority
BID DATE: December 11, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, SWPPP, Flagging, Sweeping, Temp. Hydraulic Mulch, Temp. Fence, Construction Area Signs, Clearing & Grubbing, Develop Water Supply, Erosion Control, Irrigation, Import Topsoil, Bio Retention Basin, Roadside Sign, Underground, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Bollard, Survey Monument, Striping & Marking, Signals & Lighting, Fire Hydrant, Minor Structures, Porous Paving System, Bollards, Underground, Security Infrastructure and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
Contact: **Greg Souder**
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 on the VTA's website.

California Sub-Bid Request Ads

WEST BAY BUILDERS INC. is requesting bids from **DVBE** subcontractors, suppliers & truckers for the following project.

SOTA- AAS High School Modernization Project No. 11522

555 Portola Avenue, San Francisco, CA 94102

Owner: San Francisco Unified School District

Bid Date: 12/16/14 @ 2:00 PM Estimate: \$23,500,000 3% DVBE Goal

Scope: Comprehensive modernization and Interim Housing of School of the Arts and Academy of Arts and Sciences High School to address issues of accessibility, educational programming and renovation of building materials and systems. Including Building A- Academic Building, Building B- Gymnasium, Building C- Music Building; Building D – Cafeteria; and miscellaneous sitework items (parking lots, ramps, sidewalks, etc.) Site and building improvement to address ADA compliance including site-built concrete ramps, existing stair and handrail modifications, two new LU/LA elevators, new gates and hardware. Reconfiguration of interior spaces including new wall partitions, doors, hardware, interior windows, casework, wall, floor and ceiling finishes, and specialties and equipment. Repurposing of interior spaces to create a new Black Box Theater, Scene Shop, Vocal Music, Instrumental, and Piano Studio Suites. Replacement and upgrades to plumbing, mechanical, electrical power and lighting systems. Expansion, replacement and upgrades to data and fire alarm campus-wide system. Hazardous material abatement and other misc work.

TRADES NEEDED (but not limited to): Selective Demolition; Site Preparation and Plant Protection; Earthwork; Trenching, Backfilling, and Compacting; Subgrade Preparation and Base Material; Sanitary Sewage Systems; Asphalt Paving and Surfacing; Site Concrete; Painted Pavement Markings; Tactile Warning Surfacing; Chain Link Fencing; Ornamental Fencing; Parking Bumpers; Concrete Forms and Accessories; Concrete Reinforcement; Cast-In-Place Concrete; Polished Concrete Finishing; Hydraulic Cement-Based Underlayment; Concrete Rehabilitation; Structural Steel; Steel Deck; Cold Formed Metal Framing; Metal Fabrications; Metal Ladders; Expansion Joint Cover Assemblies; Finish Carpentry; Plastic-Laminate Faced Architectural Cabinets; Fiberglass Reinforced Plastic Paneling; Self-Adhering Sheet Underlayment; Bituminous Sheet Waterproofing; Building Insulation; Roof and Deck Insulation; Building Envelop Underlayment; Fluid Applied Moisture Treatment; Below Grade Vapor Barrier; Standing Seam Sheet Metal Roofing; Metal Wall Panels; Aluminum Composite Panels; SBS Modified Bitumen Membrane Roofing; PMMA Waterproofing Liquid Applied System; Preparation for Re-Roofing; Sheet Metal Flashing and Trim; Elastomeric Sheet Flashing; Cementitious Fireproofing; Firestopping; Joint Sealants; Steel Doors and Frames; Flush Wood Doors; Access Panels; Overhead Coiling Doors; Metal Sound Control Door Assemblies; Aluminum Framed Entrances and Storefronts; Unit Skylights; Door Hardware; Glazing; Metal Support Systems; Gypsum Board; Ceramic Tile; Acoustical Ceilings; Integrated Ceiling System; Wood Floating Floors; Resilient Flooring; Resilient Athletic Flooring; Epoxy Flooring; Carpet Tile; Acoustical Wall Panels; Cementitious Wood Fiber Wall Panels; Acoustical Tack Board; Painting; Visual Display Units; Display Cases; Solid Color Reinforced Composite Toilet Compartments; Fixed Wall Louvers; Corner Guards; Graphics and Signage; Parking Lot Signage; Metal Lockers; Fire Extinguishers and Cabinets; Toilet Accessories; Tension Wire Grid; Stage Curtains; Platforms and Seating; Audio Visual Systems; Projection Screens; Projector Mounts; Gymnasium Wall Padding; Shop Equipment; Laboratory Fume Hoods; Music Education Storage Casework; Entrance Floor Grilles and Frames; Roller Window Shades; Telescoping Bleachers; Sound Conditioned Rooms; Digital Video Surveillance System; Fire Alarm System; Wet Pipe Sprinkler System; Hydraulic LU/LA Elevators; Vertical Lifts; Evacuation Chairs; Mechanical; Electrical;

We are signatory to both the Carpenters Collective Bargaining Agreement and the Laborers Collective Bargaining Agreement. Certification of insurance for General Liability and Workers' Compensation are required. A Waiver of Subrogation will also be required with all Subcontract Agreements. Subcontractors' faithful performance and payment bonds in the amount of the subcontract price will be required, unless contract is under \$200,000. Reasonable market rate bond premium will be reimbursed by West Bay Builders, Inc.

WBB is willing to discuss breaking down bid items into economically feasible units for minority participation. Our estimating department is available for assistance with bonding, lines of credit, insurance, equipment, supplies and/or materials. The Small Business Administration (www.sba.gov), the California Dept. of General Services (www.dgs.ca.gov) and U.S. Dept. of Transportation Office of Small and Disadvantaged Business Utilization (www.osdbu.dot.gov) may also be able to offer financial assistance and/or information regarding insurance and bonding. Plans and specs may be viewed in our office at 250 Bel Marin Keys Blvd., Bldg. A, Novato Monday through Friday from 7:30 AM to 4:30 PM or can be e-mailed upon request.

WEST BAY BUILDERS, INC. IS AN EQUAL OPPORTUNITY EMPLOYER

Contact: **Dalia Nieto** • (415) 456-8972 • FAX: (415) 459-0665 • EMAIL: dalian@westbaybuilders.com

RGW Construction Inc. is seeking all qualified DVBE/ SB/MB/ (Disabled Veteran Business /Small Businesses /Micro Businesses) for the following project:

**Mule Creek State Prison Wastewater Treatment Plant Upgrade
California Department of Corrections and Rehabilitation**

**Bid Number 600001631
Engineer Estimate: \$5,848,100
425 Calendar Days**

Goal: DVBE 3%

Bids: December 18th, 2014 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Structure Excavation/backfill, Erosion Control, Aggregate Base, Asphalt Paving, Structural Concrete, Reinforcing Steel, Steel Structure, Surveyor, Painting Structures, Commercial Electrical & Instrumentation, Insulation, Millwork, Metal Stud Framing, Drywall, Ceramic Tile, Acoustical Ceilings, Flooring, Metal Building, Laboratory Equipment, Fire Suppression System/Fire Alarm, Plumbing, & HVAC.

Scope of Work: Addition of secondary clarifier, mixed liquor splitter box, chlorine contact basin, disinfected secondary effluent pump station, motor speed controls for return activated sludge pumps, chemical feed equipment, power supply, electrical equipment, instrumentation and controls, piping, valves, site work and a new staff office building.

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

Plans and Specs are available to view and copy at our office or from ARC Northern California 926-443-1322 www.e-arc.com/ca/sacramento. Contact Aaron Heppner 925-606-2400 aaron.heppner@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone:

925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 99 Widening and Ramp Metering • Stockton - Caltrans #10-0W4304

BID DATE: December 10, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Cold Plane AC, Clearing & Grubbing, Wood Mulch, Erosion Control, Hydromulch, Hydroseed, AC Dike, Tack Coat, Minor Concrete, Roadside Signs, Underground, Rock Slope Protection, Misc. Iron & Steel, Fencing, Delineator, Object Marker, Midwest Guardrail System, Striping & Marking, Traffic Monitoring Station, Ramp Metering System and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: **Greg Souder** 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

Connecting Entrepreneurs to the Global Marketplace

Continued from page 1

Matchmaking Service to help you find the right partner for your needs.

By helping America's high-growth start-ups go global, trade will become a broader part of doing business in the United States. The International Trade Administration and the Department of Commerce are committed to enabling our next generation of globally fluent businesses.

Contact your nearest Export Assistance Center to get started.

Source: The Minority Business Development Agency

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)

*Certified by the Department(s) of Transportation and SBA's "Pro-Net".



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. Business are profiled by 85+ fields of information. Businesses are accessible through SBE's various (customized) outreach services.

Publication with SBE

SBE Covers It All From the West to the East Coast

BID Information - SBE's BID information is a popular business tool. Each issue covers current BID announcements for Business and Professional Services, Construction and Commodity Opportunities. SBE imports BID information from federal, state, and local government websites on a daily basis, providing the most current information.

Public/Legal Announcements and Invitations to BID - Public agencies and institutions receive added value, such as print and electronic distribution and inclusion bid database.

Regular News Sections - News sections provide weekly business resources reported in the Banking & Finance and Supplier Diversity sections.

Continuing Columns - Continuing columns by syndicated columnists, provide small businesses with critical management and marketing information. Profiles by journalist Cheryl Hentz and Darryl K. Henderson, J.D. also appear regularly.

Business Resources - SBE also features Business Resources that touch on topics such as Management, E-commerce, Legislation, Technology, Banking & Finance and much more.

Display/Classified Advertising - Post an Ad for your business, List Public/Legal Notices, Post Your Job Opportunities.

What Clients Say About SBE Services

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

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

- McCarthy Building Companies Inc

"You're at the top of my list. Whenever I have an outreach requirement, I just grab the phone and call SBE."

- Expedient Energy

"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

"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.

"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

"We have never been rejected for being out of compliance due to activity deliverables from SBE. That makes business for both entities much more profitable."

- Xerox Corporation