

## SBE NEWS ALERT

# Small Businesses Drive U.S. Job Recovery

7 Million

Startups and small enterprises created about 7 million of the 10.9 million private-sector jobs added back



210,000 Jobs

Industries like construction are on the rise, adding back 210,000 jobs in the last year

8 of 10 Workers

8 of 10 construction workers are employed by small firms



The Bureau of Labor Statistics reported that our economy added 321,000 jobs in November. That's 57 consecutive months we've added jobs – the longest employment growth streak since America started keeping track.

November also marks 10 straight months we've added at least 200,000 jobs – a first since the tech boom of the mid-90s.

These gains are a product of some smart policy decisions by President Obama as well as a lot of hard work and perseverance by the American people during our recovery from the worst recession in generations.

But most of all, this new trajectory is attributable to the success of America's entrepreneurs and the resurgence of our nation's small businesses. About 7 million of the 10.9 million jobs we've

added back were created not by large corporation, but by startups and small enterprises.

The U.S. Small Business Administration exists to help small businesses weather economic storms. Our job is to get capital to entrepreneurs when private banks are not. It's this capital that allows businesses to hire and grow.

SBA loans have been on the rise since the recession, and we hit a new plateau this past fiscal year. Our \$19.2 billion in lending under our flagship 7a program reached an all-time high. We also invested \$5.4 billion in investment capital – another agency record – in America's high-growth firms through the Small Business Investment Company (SBIC) program.

Also, for the first time in eight years, we met our goal of ensuring that 23 percent of all federal

contracts went to small businesses. That's \$83 billion worth of revenue for small businesses to hire and grow.

Now, we're seeing national numbers that demonstrate that small businesses are truly leading our recovery.

Small businesses have led our comeback from the downturn. For 15 straight quarters, small firms have contributed to employment growth – accounting for as much as 80 percent of job gains in any given quarter.

In the years leading up to the recession, small business deaths had outpaced births for the longest period on record. That trend has now been arrested; births have now outpaced deaths for 10 straight quarters.

■ Continued on page 2

**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](http://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](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://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 DBE Subcontractors and Suppliers For:

**WOODS VALLEY RANCH WRF PHASE 2 EXPANSION**

**Owner: The Valley Center Municipal Water District**

**Location: Valley Center, CA**

**Bid Date: January 8, 2015 @ 3:00 P.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, Shoring, AC Paving, Fencing, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Masonry, Structural Steel, Steel Roof Deck, Miscellaneous Metals, Waterproofing, Sheet Metal, Metal Roofing, Sealants, Access Hatches, PVC Lining, Painting & Coatings, Signage, Equipment, Electrical & Instrumentation

Plans & Specifications are available from: ARC at <http://www.e-arc.com/ca/sorrentomesa>. 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 DBE 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.

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](mailto:juneg@jerocorp.com)

**JAMES E. ROBERTS-OBAYASHI CORP.**

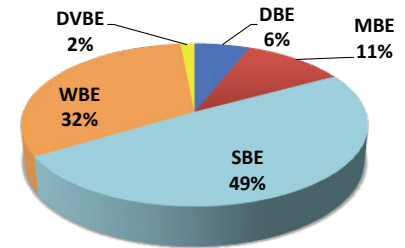
20 Oak Court, Danville, CA 94526

925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

**AUDIENCE PROFILE**

**Small Business Exchange, Inc.**



## With SBE you can:

**FIND**

Subcontractors, Vendors, and Suppliers

**REACH**

Diverse Audiences of Various Ethnicity, Race, & Gender

**ADVERTISE**

Sub-Bid Request Ad

## Small Businesses Drive U.S. Job Recovery



**\$19.2 Billion**

SBA loans have been on the rise since the recession; \$19.2 billion in lending under 7a program reached all-time high in 2013

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Industries like construction are on the rise, adding back 210,000 jobs in the last year, and 8 out of 10 construction workers are employed by small firms.

Business bankruptcies, which peaked toward the end of the recession, have been cut in half since then. And proprietor income has grown by more than 40 percent from the low point during the downturn.

These are all metrics that economists use to describe the optimism I see every day when I tour this nation's small businesses. On Small Business Saturday, I visited half a dozen independent merchants in the Washington metropolitan region, and I heard story after story about upticks in sales and holiday foot traffic. According to one survey, Americans spent \$14 billion at local merchants on November 29th alone.

With consumer confidence on the rise and businesses investing again, there's never been a better time for small business owners to contact their local SBA office to grow or scale their business. Go to [sba.gov](http://sba.gov) and to learn how we can help your businesses become part of this great economic comeback story.

Source: U.S. SBA

**\$5.4 Billion**

Over the last year, we invested a record \$5.4 billion in investment capital in our high-growth small businesses through the Small Business Investment Company (SBIC) program.



# California Sub-Bid Request Ads



**C. Overaa & Co -  
General Building Contractor**

200 Parr Blvd., Richmond, CA 94801  
510 234-0926, Fax: 510 237-2435 - www.overaa.com

We request bids from all qualified subcontractors and suppliers for the following Project:

**PRIMARY CLARIFIER IMPROVEMENTS PROJECT  
Located in Richmond, CA**

**Bid Date: January 5, 2015 before 2:00 PM**

**Estimator: Lupe Hernandez**

**Project Description:** The work covered by this contract will be performed at the West County Wastewater

District's Water Pollution Control Plant located at 2377 Garden Tract Road, Richmond, CA, 94801 in Contra Costa County. The work includes, but is not limited to, the following: replace three (3) 70-foot diameter primary clarifier sweep mechanisms and internal baffling, repair primary clarifier corroded concrete and

Replace walkway slab, replace primary clarifier center column, reinforce slab around column, heighten scum box, replace grating and hand rails at scum box and splitter box.

1. The Engineer's Estimate is \$3,302,000.
2. Duration - 621 Calendar Days including milestones.
3. Disadvantaged Business Enterprise (DBE) goal.

**Trades include, but are not limited to;** excavation, de-watering, earthwork, epoxies, asphaltic concrete paving, demolition, concrete, rebar, cast-in-place-concrete, grouting, mechanical anchoring and fastening to concrete & masonry, FRP, metal fabrications, coatings, signage, clarifier equipment, couplings, misc. valves & piping, and electrical work.

**We encourage Disadvantaged Business Enterprise (DBEs) to a provide quotation.**

**Project Location:** Water Pollution Control Plant located at 2377 Garden Tract Road, Richmond, CA, 94801

**Plans and specifications** Copies of the Contract Documents may be obtained at the District Office - 2014 at 2910 Hilltop Drive, Richmond, California 94806. The Contract Documents may be obtained for a nonrefundable fee of \$50.00 if picked up, or \$60.00 if requested by mail. Payment must be made at the time that the documents are obtained. Documents are also available for viewing in our plan room at 200 Parr Blvd., Richmond, CA, and at our iSQFT site, login is required. Contact jasonc@overaa.com for iSQFT access. Please call for additional information about project and/or project documents.

We encourage bids from all Subcontractors/Suppliers including DBE/MBE/WBE/SBE/DVBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. We are signatory to both Carpenters and Laborers. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their worker compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: www.overaa.com. Overaa utilizes the environmentally-friendly Textura electronic invoicing and payment system to streamline and expedite subcontractor invoicing and payment. Please contact our office if you would like more information.

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**

Sub Bids Requested From Qualified  
**MBE, WBE, DBE**  
Subcontractors & Suppliers for  
**City of Woodland**  
**Water Transmission Main West,  
Surface Water Local Facilities**  
**CIP #12-05**  
**Location: Woodland, CA**  
**Bid Date: December 18, 2014 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: cathodic protection; trucking; sawcutting; SWPPP; clearing & grubbing; survey; traffic control; electrical; micro-surfacing; and striping.

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: Dave Koerber**  
An Equal Opportunity Employer

## Affordable Housing

**New Affordable Homes at Thirty Five Dolores**

Thirty Five Dolores is pleased to announce a new affordable homeownership opportunity in San Francisco's Mission Dolores.

The four new homes consist of 1 one-bedroom and 3 two-bedroom homes available through the Mayor's Office of Housing. Prices range from \$245,519 - \$277,958 without parking and \$370,519 - \$402,958 with parking. Three parking spaces will be made available to Below Market Rate buyers for \$125,000 each by final lottery rank. The three parking spaces will be offered to Below Market Rate buyers until three of the Below Market Rate buyers have entered into a contract to purchase one parking space. Buyers must be first-time homebuyers and buyers must not exceed the following income levels:

**100% of Maximum Income by Household Size derived from the Unadjusted**

**Area Median Income (AMI) for HUD Metro Fair Market Rent Area (HMFA) that contains San Francisco 2014.**

A one person household can make no more than \$67,950

A two person household can make no more than \$77,700

A three person household can make no more than \$87,400

A four person household can make no more than \$104,850

**Visit [www.sf-moh.org](http://www.sf-moh.org) for larger households. Applications are due on Saturday, January 26th by 5:00pm PST.**

Please contact Matthew Joseph at the Thirty Five Dolores Sales Center for an application and more information; [matthew@thirtyfivedolores.com](mailto:matthew@thirtyfivedolores.com) and (415) 770.9170. For information on the building, please visit <http://thirtyfivedolores.com>

Please visit the Mayor's Office of Housing website [www.sf-moh.org](http://www.sf-moh.org). Homes are available through the San Francisco Mayor's Office of Housing and are subject to monitoring and other restrictions.

**Visit [www.sf-moh.org](http://www.sf-moh.org) for program information.**





# 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.

# 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**

# 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.