

SBE TODAY

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Celebrating National Entrepreneurship Week: 10+ Business Resources for Millennial Entrepreneurs



Did you know that nearly a quarter of all new U.S. entrepreneurs come from the 20-34 age group? (source: Kauffman Index of Entrepreneurial Activity) And, as more and more millennials express enthusiasm about business ownership, this number is sure to rise. In fact, back in 2011, a nationwide poll of 18-34 year olds found that 54 percent wanted to start a business or had already started one. But faced with the stagnant economy of the time, many were holding back.

Now that that economy is rebounding, entrepreneurship is once again an exciting proposition for young people.

So, what better way to celebrate National Entrepreneurship Week (Feb 21-28) than to showcase all the great resources that help pave the way for the next generation of entrepreneurs, small business owners and job creators! Check them out below:

SBA's Young Entrepreneur Guide

This one-stop resource includes information about getting started – including a free online business planning tool, training links and more. For example, this free online course Young Entrepreneurs: An Essential Guide to Starting your Own Business walks you through the steps of turning an idea into a business reality. It also outlines what it takes to get started – making sure your business is registered, structuring it legally, getting financing and more.

Get help – whatever your walk of life

There are numerous resources and opportunities that can help young entrepreneurs get the foot up they need:

- **SCORE Mentors** – Get advice, counseling and mentorship from someone who's walked in your

shoes. Whether you have a question that can be asked over email or could benefit from regular in-person, one-on-one mentoring, SCORE is an invaluable resource. With a network of over 11,000 mentors across the country (all of whom have run their own businesses), SCORE provides free advice that can help you get your business off the ground. SCORE also hosts regular workshops, webinars and all sorts of good stuff!

- **My Brother's Keeper** – Despite the turnaround in the U.S. economy, many millennials are still struggling. One in four are currently out of work and people who grow up in underserved communities face very unique challenges, including higher poverty and unemployment and, in some cases, criminal records. In response to these challenges, the SBA and The White House partnered last year to launch a new initiative – My Brother's Keeper. The initiative is still in its infancy, but stay tuned for educational in-person and online resources aimed at helping young people harness their talents and learn entrepreneurial basics and financial literacy.
- **Other Resources** – Small Business Development Centers, Veterans Business Outreach Centers and Women Business Centers all provide entrepreneurs with free business consulting and training services. Find one near you.

Get financial assistance

If you need capital to start your business, consider these options to traditional bank financing (which can be hard to secure – only 27 percent of small businesses get a loan this way):

- **Don't Qualify for Conventional Business Loan? Understand Your Options** – From SBA loan programs to business lines of credits and small business friendly banks and credit unions, check out your options.
- **Tips for Borrowing Startup Funds from Friends or Family** – A surprisingly large number of small businesses get started with money from those they know well. Here are some factors to consider before you do so.
- **Crowdfunding** – SBA offers several resources to help you learn more about this growing source of small business funding including this Introduction to Crowdsourcing, a self-paced course on the SBA Learning Center, and Crowdfunding Sites: Top 3 Tips to Get Funding Once and For All as well.

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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

REQUEST FOR CERTIFIED DBE SUBS & SUPPLIERS FOR:

**The City of Dixon, CA
Wastewater Treatment Facility Improvements Project
Project 184030042
State Revolving Fund Project
BID DATE: March 26, 2015 at 2:00 PM**

We are soliciting quotes for the following items of work Division 2 through 17, including, but not limited to: Demolition, Clear & Grub, Earthwork, Dewatering, Utility Line Marking, Vegetative Erosion Control, Landscaping & Irrigation, AC Paving, Joint Seal Assembly, Epoxies and Floor Grouting, Rebar, Erect Steel Structures, Painting & Staining Concrete, Masonry, Underground Utilities, Fencing & Gates, Metal Railing, Electrical, Instrumentation (including Testing, Calibration and Installation), Minor Concrete, Sawcutting & Core Drilling, Structural Steel, Misc. Metals Fabrication (including Grating, Stair Treads, Floor Plates & Metal Support Framing), Pipe Railing, Abandon Well, Welding, Membrane Waterproofing & Repellants, Interior Doors, Overhead Doors and Hatches, Ready Mix, Concrete Pumping, Pipe (including Copper, RCP, Steel, Stainless, Ductile and Plastic Pipe), Valves, Slide Gates, Flap Gates, Stop Gates, Const. Material Supplies, Misc Metals/Iron & Steel, Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Street Sweeping, Aggregates Supply (including: Sand, Class 2 Agg Base, Crushed Rock & Rip Rap).

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier participation with your quote. 2nd-tier participation will be evaluated with your price.

100% performance and payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor and supplier quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes can be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with all subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. Subs must possess current contractors license, insurance and workers compensation coverage meeting our requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm.

Project documents are available for free viewing on ARC Sacramento Planwell (Public Planroom). They may be purchased by contacting ARC at 916-443-1322. Project documents may also be viewed in our office by appointment only. Email: LiSimon@flatironcorp.com for appointment to view plans and specs in our office. Upon email request only, Flatiron will provide electronic docs by Sharefile link. Due to Non-DBE and DBE submittal requirements at bid time, if you intend to bid to us on this project, we will require your quote by no later than Noon on Bid Day.



FLATIRON WEST

2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
Email quotes to: FWNCBID@flatironcorp.com
WE ARE AN EQUAL OPPORTUNITY EMPLOYER

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

**CONSTRUCTION ADJACENT TO STATE HIGHWAY
IN MENDOCINO COUNTY IN AND NEAR WILLITS AT VARIOUS LOCATIONS, CONTRACT NO. 01-262054, FEDERAL AID
PROJECT ACNHP-Q101(263)E**

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

BID DATE: March 03, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to: **Biologist Consultant, Clearing and Grubbing/Demolition, Permanent Erosion Control, Temporary Erosion Control, Fencing, Landscaping, SWPPP Preparation, Trucking, Water Trucks, Street Sweeping**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

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



SolarCity Corporation

Seeks bids from qualified
Ethnic Minority-Owned Businesses
(i.e. certified SBE, DBE, UDBE, WBE, etc.) for
East Bay Municipal Utility District (EBMUD)

Type of Work soliciting for:

General Earthwork
(grading, leveling, trenching, dust and runoff
control, etc.), PV Installation, & Electrical

Contact

Wes Bennion at wbennion@solarcity.com

Bid Requests from Certified SBE
Subcontractors and Suppliers for the
following Trades:

Mass Excavation/Rough Grading and Shoring

HUNTER'S VIEW BLOCK 10 (SELECT TRADES)

This is a OCII project with construction
workforce and prevailing wage requirements.

Hunter's View Block 10

146 West Point Road, San Francisco, CA 94124

Bid Date: 2/26/15 @ 2 PM

Voluntary Job Walk/Pre-bid Meeting on
2/10/15 at 11:00 AM at the jobsite,
146 West Point Road,
San Francisco, CA 94124.

Drawings will be issued on January 30.

CAHILL CONTRACTORS, INC.

Contact: Julie Park

estimating@cahill-sf.com, (415) 986-0600

Celebrating National Entrepreneurship Week

Continued from page 1

Get assistance paying off student debt

If your student loan debt is holding you back from starting your own business, find out how the Income-Based Repayment Plan can help. Designed for federal student loans, this government program can help you lower your repayments.

About the Author

Caron Beesley is a small business owner, a writer, and marketing communications consultant. Caron works with the SBA.gov team to promote essential government resources that help entrepreneurs and small business owners start-up, grow and succeed. Follow Caron on Twitter: @caronbeesley

Source: U.S. SBA

SMALL BUSINESS EXCHANGE

California Sub-Bid Request Ads

Balfour Beatty Construction

2335 Broadway, Suite #300 • Oakland, CA 94612
(510) 903-2054

Contact: Chet Brians • cbrians@balfourbeattyus.com

PROJECT: Transbay Block 9

LOCATION: San Francisco, CA

BID DUE DATE: March 26, 2015 at 2:00 PM

OCII project and 50% SBE / LBE goal

SCOPE OF WORK: Bid Package Group 1:

- Mechanical Systems – Design/Build
- Electrical – Design/Build
- Curtainwall Systems – Design/Build
- Shoring Systems – Design/Build
- Dewatering Systems
- Plumbing – Design/Build
- Fire Protection – Design/Build
- Elevators – Design/Build
- Excavation, Remediation and Demolition

Proposing Subcontractor/Supplier

You are hereby invited to submit a bid proposal to provide labor, material and equipment as necessary to perform the Work according to the your respective discipline per the corresponding Bid Package(s) listed above for the **Transbay Block 9** located in San Francisco, California. Your bid is to be in based on the Contract Documents, as prepared by SOM, and other Bid Instructions, Contract Appendices, and Attachments.

KEY DATES/INFORMATION

PRE-BID MEETING: March 5, 2015 at 2:00PM
LOCATION: San Francisco Branch Library
Park Meeting Room
 1833 Page Street, San Francisco, California
LAST DAY FOR RFI'S: March 18, 2015 at 4:00PM
FINAL ADDENDA: March 20, 2015 at 4:00PM
BID PROPOSALS DUE: March 26, 2015 at 2:00PM

Bid Documents and other pertinent information can also be downloaded directly from Balfour Beatty Construction's **Egnyte** site at the following link:

<p>Link to bid documents: https://bbcus.egnyte.com/fl/3wucvVl4z2</p>	<p>Link to prequalification site: www.balfourbeattyus.com</p>
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Plans and Specs. are also available at Balfour Beatty Construction office.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 101 Petaluma – Realign & Bridge • Caltrans #04-264094

BID DATE: March 5, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Water Quality Sampling & Analysis, Temporary Fence, Health & Safety Plan, ADL Burial Location Report, Treated Wood Waste, Abandon Culvert, Destroy Well, Adjust Utilities, Cold Plane AC, Cap Inlet, Culvert Slurry-Cement Backfill, Bridge Removal, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Roadway Excavation (Type Y-1 Aerially Deposited Lead), Settlement and Monitoring, Shoulder Backing, Structure Excavation, Structure Backfill, Pervious Backfill Material, Rammed Aggregate Columns, Imported Biofiltration Soil, Underground, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Crack Treatment, Prime Coat, AC Dike, Data Core, Tack Coat, Steel Casing, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete, Minor Concrete, Steel Sheet Piling, Architectural Treatment, Joint Seal Assembly, Bar Reinforcing Steel, Sign Structure, Roadside Signs, Bat Habitat, Prepare & Paint Concrete, Temp. Access Pad, Rock Slope Protection, Detectable Warning Surface, Misc. Iron & Steel, Rigid Rail Fall Protection System, Isolation Casing, Bridge Deck Drainage System, Fencing, Delineator, Object Marker, Midwest Guardrail System, Double Thrie Beam Barrier, Cable Railing, End Anchor Assembly, Type SCI 100GM Crash Cushion, Concrete Barrier, Striping & Marking, Traffic Operations System and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: Jean Sicard • 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.

T.B. PENICK & SONS, INC.

IS REQUESTING SUBBIDS FROM QUALIFIED AND CERTIFIED LOCAL BUSINESS ENTERPRISES, SUBCONTRACTORS, SUPPLIERS AND SERVICES FOR ALL TRADES PER CONTRACT DOCUMENTS FOR CONSTRUCT OF:

SFUSD

"VISITACION VALLEY ELEMENTARY SCHOOL"
55 Schwerin Street, San Francisco, CA 94134

Bid Date: BID DATE: March 02, 2015

BID TIME: 2:00 P.M.

SCOPE OF WORK: Hazardous Abatement, Survey, Erosion Control, Earthwork, Site Clearing, Fencing & Gates, Bicycle Storage, AC Paving, Striping & Signage, Site Concrete, Concrete (CIP), Rebar, Shotcrete, Brick Pavers, Structural Steel, Metal Deck, Rough Carpentry, Architectural Casework, Waterproofing, Insulation, Roofing, Sheet Metal, Joint Sealants, Door/Frames/Hardware, Glass & Glazing, Metal Studs & Drywall, Lath & Plaster, Ceramic Tile, Acoustical Ceiling Tiles, Wood Flooring, Resilient Flooring, Epoxy Flooring, Painting, High Performance Coatings, Visual Display Boards, Toilet Partitions & Accessories, Louvers, Corner Guards, Signage, Evacuation Chairs, Steel Lockers, Fire Extinguishers & Cabinets, Sneeze Guards, Basketball Goal, Projection Screens, Window Coverings, Stainless Steel Assemblies, HVAC, Plumbing, Electrical, Low Voltage, Final Cleaning, Temp Power and Temp Fencing.

- *Required to comply with the PLA
- *Project is Prevailing Wage
- *Department of Industrial Relations (DIR) registration is required. Please go to <https://efiling.dir.ca.gov/PWCR/> and incorporate your DIR verification to us on March 11, 2012 with your Bid.

FTP Site for ALL bid Documents:
Site: <http://download.tbpenick.com>

Username: vive
Password: vive2

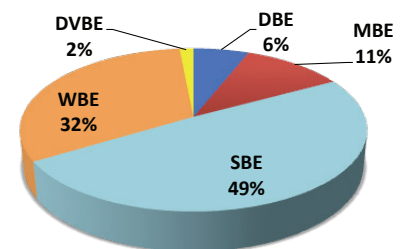
(username and password are case sensitive)

Please forward your scope letter to 858-373-1455 or email div3estimating@tbpenick.com prior to the bid date.

T.B. Penick & Sons, Inc.

15435 Innovation Drive Suite 100
 San Diego, CA 92128
 Phone: (858) 558-1800 • Fax (858)373-1455

AUDIENCE PROFILE
Small Business Exchange, Inc.



Everything I Know About Business I Learned By Selling on a Street Corner



By Stephen Key

For about six or so years, I hocked goods I had made on the street, at state fairs, county fairs, art fairs and festivals up and down the state of California.

It was the late 1970s. I was 21 years old. I had dropped out of college at San Jose State University, needing only three units to graduate. I had loved studying sculpture, but I was dubious, to put it mildly, about my employment prospects. Who was going to hire me?

When I looked in the paper, the only jobs were for graphic artists and art galleries -- neither of which I was qualified for. I knew I would not be creating fine works of art, but I decided then that if I could make things with my hands and make a living -- I'd be satisfied. I'd be more than satisfied: I'd be rich.

At the time I was living in the Santa Cruz Mountains with a ragtag group of friends. There was a lot of kicking back and hanging out. I was fortunate to cross paths with someone who was extremely creative. As we sat in front of the television watching Dallas (Dallas was always on), I remember watching Marlena make little funny-looking characters out of stuffing a nylon stocking with cotton using a needle and thread. With their wrinkly faces, they looked like little old men.

It seemed fun, so I started to design a few of my own. When some of our friends told us they thought they were cool, an idea dawned on me -- could I sell these?

Driving home on Summit Road one day, I noticed a sign advertising an upcoming craft fair at a local elementary school. I took down the phone

number, called it, showed up the following weekend with my folding table and soft sculptures, and had an absolute blast. I felt like I had met a community of like-minded people. They didn't have jobs either. They weren't mainstream. They caravanned across the state like gypsies, and that appealed to me. What freedom! As I felt the warm sun on my face, I was sure of it: This was the life for me.

There weren't many vendors, but I could see that some booths were doing a lot of business, because every so often a wad of cash would peak out from someone's hand. They'd figured out that magical sweet spot, the one that exists when you sell something for the right price point in the right place. You can make it as complicated as you want, but if you've made something, brought it to market, and someone has paid you for it, you've completed the circle. You've done what every major business does. I wanted to duplicate their success.

Later that afternoon, my father stopped by the show to see how I was doing. "Great!" He saw how wide my grin was and asked me how many things had I sold.

Zero. I hadn't sold anything.

To his credit, and this really was not his scene, he didn't say or do anything that might have put out my fire. He simply smiled in a way that said, "You'll figure it out."

I learned a very important lesson that day. If I was going to make rent and feed myself, I had to come up with ideas that would sell. It wasn't enough that I loved my creations and thought they were clever. I started thinking, "Who is my audience?"

So I went back to the drawing board to examine why I had failed. The nylons I had used were very plain -- you could even see the cotton through them. The characters weren't very recognizable ei-

ther. When I reflected on the day, I remembered seeing mostly women, and that the fruit and vegetable stands were a big hit. Fruits. Vegetables. Women. I came to the conclusion that I needed to invent something that was fun, whimsical and for the kitchen.

So I changed directions. I bought colored nylons and formed them into playful fruits and vegetables. I called the tomato "Mr. Tom-a-toe." The banana's face peaked out of its peel. There were peas in a pod, each of their three faces silly and cheery. My carrots had shaggy green "hair" that I cut to look like the Beatles.

The next time I set up my table, I smoothed out a red and white checkered tablecloth on top of it. I staged my creations inside a wooden crate. And I waited.

That day, I sold out.

Immediately I thought (like every entrepreneur who has ever lived), how do I duplicate this? How do I scale up? I've been trying to do just that ever since.

So what did I learn? Know your audience. Create something they desire. Test it quickly to see if it sells. And by all means, have fun doing it. For me, these lessons are as foundational today as they were then. How could they not be? The path was as plain as day. When I sit in boardrooms with major corporations, I ask myself the same questions. Who is my audience? And how am I going to get them to open their wallets?

You can learn so much from observing successful operations. And I think there's something to be said for having your back up against the wall. It actually works in your favor. If you have to support yourself, you get darn creative -- fast.

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