



Latinos the Hidden Force in the Economy

By Dr. Jerry Porras

It's been nearly ten years since this country was hit with a recession, the likes of which we hadn't seen for decades. Businesses across the country were closing their doors and unemployment soared. This bleak situation was sharply magnified among Latinos, which reported a sixty-six percent drop in wealth and a thirteen percent unemployment rate.

Yet during this bleak period, the Latino entrepreneurs created new businesses at a startling rate, increasing from 2.3 million in 2007 to approximately 4.1 million today. As we come out on the other side of these shifts, we should take stock of our economic environment.

Shining some much-needed light on the current state of Latino entrepreneurship in the United States, the Stanford Graduate School of Business and the Stanford Latino Entrepreneurship Initiative released a study on the nation's Latino business landscape.

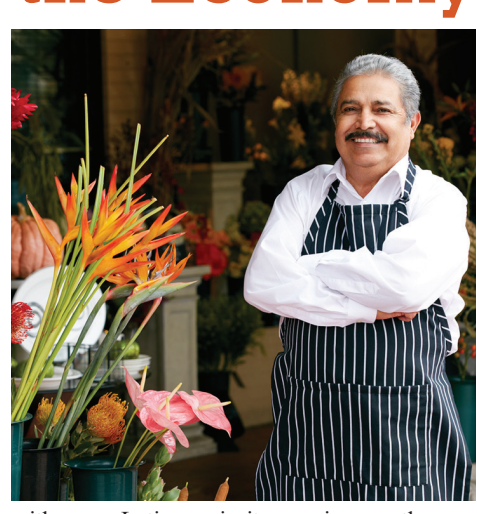
Based on findings garnered from surveying 4,900 companies around the country, it is clear that the Latino business community is proliferating,

and at a far faster rate than non-Latino companies. To be more precise, the number of Latino-owned businesses has grown an astounding three hundred percent faster than the national average over the last decade.

Common Misconceptions

This raises the question: Where do these businesses come from? Twenty-nine percent of these business owners and entrepreneurs are immigrants (if we add companies created by children of these immigrants, the percentage balloons to sixty-one percent). When we consider only those businesses with revenues surpassing \$1 million or having more than fifty employees, forty percent to fifty percent are Latino immigrant-owned.

It is a common misconception that Latino-owned business exist only in Latino neighborhoods, primarily servicing Latinos. The SLEI findings present a different view. Even though sixty percent of all Latino businesses are located in California, Texas, New York, and Florida, the truth of the matter is Latino businesses are located across the US. Seventy-five percent are in neighborhoods



with a non-Latino majority, serving mostly non-Latino customers and proving to be a vital, even critical, part of the nation's economy. While the Latino business community has made significant strides, much remains to be done

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

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Sub-Bid Requests

George Harms Construction is seeking DBE/SBE vendors, suppliers, subcontractors

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Railroad Construction Company, Inc.

New Jersey Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W Jersey City, NJ • Contract # T100.321

Railroad Construction Company, Inc. (RCC) is preparing a bid proposal for the NJ Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W in Jersey City, NJ. The scope of work includes, but is not limited to, bridge deck reconstruction, miscellaneous structural improvements such as jacking and replacement of elastomeric and seismic isolation bearings, steel repairs, blast cleaning and painting of steel, spill repairs, pavement rehabilitation, lighting, drainage and MPT.

Bid Date: May 3, 2017 **Participation Goal: 25% SBE**

RCC is seeking quotes from SBE and non-SBE vendors, suppliers and subcontractors are being sought in the following categories:

- Construction Photos
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- Materials Testing & Inspection
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- Reinforcing Steel
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- Structural Steel & Misc. Metals
- Testing
- Traffic Control
- Paving/Milling/Line Striping
- Scheduling
- Landscape
- Shear Studs
- Deck Joints/Metal Deck Forms

For more information, please contact Catherine Best: 973-413-1911 / MWDBE@rccmail.net

Railroad Construction Company, Inc. (RCC) is an EEO/AA employer. RCC is constantly looking for and fully committed to doing business with certified small, minority, woman-owned, disadvantaged and disabled veteran-owned subcontractors and vendors. RCC also recruits female and minority union workers.

www.railroadconstruction.com

SKANSKA Kiewit ECCO JOINT VENTURE

SKANSKA KIEWIT ECCO III JV IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE Replacement of Kosciuszko Bridge over Newtown Creek Phase II Project NYSDOT Contract No: D263452 Bid Date: May 24, 2017

Description of project:
 Construction of a new westbound bridge structure over Newtown Creek between Vandervoort Avenue in Brooklyn and the Long Island Expressway Interchange in Queens. The project includes a new cable-stayed main span structure over Newtown Creek and pre-cast concrete girder approach spans in Brooklyn and Queens. The project also includes realigned ramps in Queens, new retaining walls, and new green spaces.

Many bidding opportunities are available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

SKANSKA Kiewit Posillico SKANSKA KIEWIT POSILICO JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE Long Island Railroad Expansion Project from Floral Park to Hicksville MTA LIRR Contract Bid Date: July 6, 2017

Description of project:
 The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

Subcontracting opportunities include, but are not limited to:
 Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposillico.com

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Shea McNally JV BIDDING OPPORTUNITY
 MBE/WBE/DBE Certified with the following certifying authority:

A DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.

Inviting qualified contractors, specifically **MBE/WBE/DBE firms certified/eligible as listed above**, to contact Shea McNally JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is located in Long Island (Babylon), New York. The Work consists of:

Southwest Outfall Replacement, Capital Project No. 8108
Owner: County of Suffolk – Dept. of Public Works-Yaphank, NY
Capital Project No. 8108
BID DATE: June 8, 2017 at 11:00 AM

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a **MBE/WBE/DBE** in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205 or certified by EPA** shown above to obtain current certification.

Shea McNally JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiore at (909) 595-4397, Steven.Fiore@jfshea.com, to receive instructions on accessing the FTP Site.

Shea McNally JV
 An EEO Employer
(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
 667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
 909-594-0990 • 909-869-0827 (fax)
 Attn: Dennis Poulton, Chief Engineer

NORTHEAST EVENTS FOR YOUR BUSINESS

2017

Contact: Atlantic County Library System, 609-652-2352, gallowaytownshipbranch@aclsys.org
 Fee: Free; registration required

Learn from Sheryl Paynter of the US Small Business Administration, about the free resources and services provided by the SBA, as well as how to finance your business. This workshop is helpful for those with small businesses or those looking for assistance with starting, expanding, or maintaining a small business. Also, this program is designed to provide tribal entrepreneurs that are in business or thinking of starting a business with information on the business loan programs and technical assistance programs offered by the SBA. By attending this seminar, you can learn about SBA's 7(a) Guaranty Loan Program, the MicroLoan Program, the 504 Fixed Asset Loan Program, and the most popular of all of SBA's loan programs—SBAExpress.

Contracting 101
Wednesday, May 10, 2017, 5:30 pm–7:30 pm
Pardons Government Center, 70 West River Street, Milford, CT
Main Sponsor(s): Small Business Administration, City of Milford
Contact: Lisa Powell, 860-240-4892, lisa.powell@sba.gov
Fee: Free; registration required

Are you thinking about preparing your business to pursue government contracts? Are you ready to take some definite steps? This seminar will cover where you need to be registered in order to do business with the State of Connecticut, municipalities, the private sector, as well as the federal government. You will be shown how to find the bids and identify available state and federal set-aside programs.

8(a) Business Development Eligibility Briefing
Thursday, April 27, 2017, 10:00 am–12:00 pm
Thomas P. O'Neil Federal Building, 10 Causeway Street, Second Floor, Boston, MA
Main Sponsor(s): Small Business Administration Massachusetts District Office
Contact: Pauline Swanson, 617-565-5564, pauline.swanson@sba.gov
Fee: Free; registration required

Established by the Small Business Administration, the 8(a) Business Development Program offers a broad scope of assistance intended to help socially and economically disadvantaged small business owners gain federal contracts, grow your businesses, and gain access to sole source contracts. This program has helped thousands of aspiring entrepreneurs to gain access to the economic mainstream of American society and to gain a foothold in government contracting, while maintaining a healthy balance between their commercial and government business. Join us to connect with your local small business resources and to learn about the various 8(a) certification requirements, program benefits, the application process, and available technical assistance.

Financing Your Small Business with an SBA Loan
Wednesday, May 3, 2017, 5:00 pm–7:30 pm
Atlantic County Library System/Galloway Township, 306 East Jimmie Leeds Road, Galloway Township, NJ
Main Sponsor(s): Small Business Administration

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