

How the Small Business Administration Is Helping Hispanic Entrepreneurs Make Big Strides



Carol Espinosa

[Article was originally posted on www.sba.gov]

By Allen Gutierrez,

As an immigrant to the United States, Carol Espinosa is living the American dream of business ownership and financial independence. She launched Freedom Interiors in Kansas City in 2011 to fulfill her vision of founding a design firm that creates customized workspaces using technology and collaboration. Espinosa's dream is not just to own her own business but to break the generational poverty cycle in her family and community.

As the associate administrator for the Office of Entrepreneurial Development at the U.S. Small Business Administration (SBA), I, along with my office, provide support to entrepreneurs like Espinosa. Of the 30 million small businesses in the United States, 3.3 million are Hispanic-owned, according to the SBA Office of Advocacy. Hispanic-owned small businesses generate \$474 billion in annual sales. That is an enormous impact made on our nation's economy.

Support from above

The SBA helped Espinosa by providing her business with an SBA-backed loan to purchase fixed assets, which helped to bolster the business. "The consultative advice I received allowed me to purchase and renovate my building, which now serves as our office and showroom. We also established a working capital line of credit that has helped us access the furniture and appliances to make the building a true display of our work for clients."

Espinosa's company has grown from one employee to a team of 12, who brought in \$6.8 million in revenue in 2018 alone. Her journey was also supported by other SBA resources, including Small Business Development Center training and the SBA 8(a) Business Development Program, which helps socially and economically disadvantaged entrepreneurs through financial assistance, mentoring and management, and technical assistance. Her business blossomed after proving its capability in the 8(a) program. With the help of the SBA loan, the company moved from a 500 square-foot incubator space to a 7,000 square-foot space in 2017.

Dreams become realities

This is the kind of vision and dream that the SBA supports. Our mission to help small businesses start, grow, expand, and recover from disasters drives the work that we do. The agency makes assistance available to entrepreneurs at every level and stage of their businesses. As the nation's go-to resource for Hispanic entrepreneurs, the SBA stands ready to provide them with the needed support. The agency offers its services through a network of field offices and partnerships with public and private organizations that can help with assessing business readiness, registering as a government contractor, writing a business plan, securing financing, and more.

The SBA provides expert advice, business coaching, mentoring, and training to help Hispanic entrepreneurs overcome barriers to success, including a Spanish language resource guide and fact sheets in Spanish. Because knowing where to start can be challenging, working

with a mentor or counselor from SCORE, a Small Business Development Center, Women's Business Center, or a Veterans Business Outreach Center can help guide entrepreneurs to the next steps. These resources are available across communities to help with all aspects of starting, growing, or expanding a business. We're excited about the achievements and potential of businesses like Carol Espinosa's and we are eager to serve other Hispanic entrepreneurs who are starting and growing their own businesses. And they won't have to do it alone – the SBA is on their side.

About the author

As Associate Administrator of the Office of Entrepreneurial Development, Allen Gutierrez is dedicated to enhancing the nationwide network of offices, business executives, and mentors that support current and aspiring business owners as they start, grow, and compete in today's global market. This nationwide network includes the following Resource Partners: Women's Business Centers (WBCs), Small Business Development Centers (SBDCs), and SCORE.

Most recently, Gutierrez served as the national executive director of The Latino Coalition (TLC). Under his leadership, the coalition grew to include 1.2 million Hispanic business owners and over 90 coalition partners, transforming TLC into one of the nation's largest and most effective Latino advocacy groups.

Gutierrez previously served in the U.S. Small Business Administration from 2001 to 2006; during his tenure, he served as Senior Advisor to the Chief Operating Officer, as well as Senior Advisor to the Office of International Trade. As a member of the senior management team, Gutierrez served on the Executive Resource Board and executed the President's Management Agenda to create a more transparent and results-orientated agency. During his tenure in the Office of International Trade, Gutierrez served as the key representative for SBA during the CAFTA-DR negotiations, which was signed into law as the first free trade agreement between the United States and a group of smaller developing countries.

Born in San Jose, Costa Rica, Gutierrez immigrated to California in 1974, where he achieved his dream of becoming the first member of his family to graduate from an accredited four-year college. He earned his Bachelor of Arts in political science with a minor in business administration from the University of Southern California.

SOURCE:

<https://www.sba.gov/blog/how-small-business-administration-helping-hispanic-entrepreneurs-make-big-strides>



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE
Website: www.desilvagates.com
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Affirmative Action Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

BART - ANTIOCH STATION EXPANSION PARKING PROJECT

CONTRACT NO. 04SF-190

MBE available percentage is 18.2%, a WBE
available percentage is 9.3%, LBE 19%

OWNER:

SAN FRANCISCO BAY AREA
RAPID TRANSIT DISTRICT

300 Lakeside Drive, Oakland, CA 94612

BID DATE: OCTOBER 1ST, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Minority Business Enterprises, Women Owned Business Enterprises and Local Business Enterprises (MBE/WBE/LBE), for the following types of work and supplies/materials including but not limited to:

CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, FENCING/RAILING, LANDSCAPE/IRRIGATION, LIME TREATMENT, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 3 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at <https://suppliers.bart.gov>.

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/Public-Works.html

If you need MBE/WBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the W/MBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a sub-contract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: JIM YACKLEY
Website: www.desilvagates.com
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DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

CALTRANS ROUTE 82 - CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY FROM MCKENDRIE STREET IN SAN JOSE TO THE ALAMEDA IN SANTA CLARA

Contract No. 04-4J2824, Disabled Veteran
Business Enterprise Goal Assigned is 3%

OWNER:

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

BID DATE: OCTOBER 2, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled Veteran Business Enterprises, for the following types of work and supplies/materials including but not limited to:

ADJUST IRON, CONSTRUCTION AREA SIGNS, ELECTRICAL, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PAVEMENT MILLING, ROADSIDE SIGNS, ROADWAY EXCAVATION, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT OIL BINDER.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DVBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DVBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a sub-contract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors
and Suppliers for ALL trades EXCEPT:

Exterior Building Maintenance / Fire Sprinkler /
Fire Alarm / ERRCS / Solar

MACEO MAY - REMAINING TRADES
Ave. C & 5th Street, Treasure Island, CA

This is an SFCMD project with prevailing wage
and construction workforce requirements.

BID DATE: 9/26/19 @ 2 PM

BID DOCUMENTS: Please contact Colby for
access to documents on BuildingConnected.

CONTACT: Colby Smith at
estimating@cahill-sf.com, (415) 677-0611.



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:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of
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California Sub-Bid Request Ads



Graniterock

5225 Hellyer Avenue, Suite #220
 San Jose, CA 95138
 Phone (408) 574-1400 • Fax (408) 365-9548
 Contact: Patrick McDonald
 Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED SBE / LSBE / MBE / WBE SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

**Antioch Station Expansion Parking Project and Miscellaneous Site Improvements
 Contract No. 04SF-190**

Owner: San Francisco BART District Engineers' Estimate: \$12,800,000

BID DATE: October 1, 2019 @ 2:00 PM

Items of work include but are not limited to: Construction Staking, Quality Control & Testing, Striping & Pavement Marking, Storm Water Pollution Implementation, Lighting, Traffic Signal, Metal Beam Guard Rail, Minor Concrete, Storm Drain, Water Truck, Trucking, Sweeping, Signs, Fence / Handrail, Landscape Planting, Irrigation, Hydroseeding, Lime Treat Soil, Bio Retention Area and Wayfinding Signs.

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, DIR number, 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.

We are an Equal Opportunity Employer

Request for **SBE/DBE/MBE/DVBE/WBE/LBE** Subcontractors & Suppliers

Owner: City and County of San Francisco, San Francisco Department of Public Works

**Project: Geary Rapid West of Van Ness Surface Contract (FTA-SBE-DBE Program)
 Contract No.: 10000008388**

**Bid Date: September 25, 2019 • Bid Time: 2:30 p.m.
 Quote Due: September 25, 2019 by 12:00 p.m.**

Contractor:

NTK Construction, Inc.

501 Cesar Chavez St., Suite 115
 San Francisco, CA 94124

415-643-1900 (phone) - 415-643-1300 (fax)
<http://www.ntkconstruction.com> (website)

Estimator: Tin Tran - ttran@ntkconstruction.com

NTK Construction, Inc. (NTK) is bidding this project as a prime contractor and we are interested in receiving proposals/quotes from qualified and certified SBE/WBE/MBE/DBE/LBE/DVBE subcontractors and suppliers for the following items of work: (but not limited to)

Traffic Control (Div. 1), Flatwork (Div. 03), Misc Metal (Div. 05), Electrical (Div. 26), Asphalt Paving (Div. 32), Planting Irrigation (Div. 32), Planting Preparation (Div. 32), Landscape Grading (Div. 32)

The work is located along Gear Blvd. from Stanyan St to Van Ness Ave.; Starr King Way from Gough St. to Franklin St.; and O'Farrell St. from Franklin St. to Van Ness Ave. in San Francisco, CA and consists of demolishing a folded pedestrian ramp, installing a concrete retaining wall, ASA curb ramp and curb extension work, reinforced bus pad installation work, reinforced bus shelter foundation work, center median modification work, reinforced bus shelter foundation work, center median modification work, drainage and sewer lining work, new traffic signal pole installation and traffic signal modifications work, paving and base repair work, traffic routing work and all related work.

The estimated cost of construction contract is 16,600,000. Contract Duration is 450 consecutive calendar days.

This project is Federal-Aid Project.

The goals are set as follows:

Small Business Enterprise: (SBE)	15%
African-American Disadvantaged Business Enterprise (DBE)	4%
Women-Owned Disadvantaged Business Enterprise (DBE)	4%

The project plans and specifications may be viewed at our office (501 Cesar Chavez St., Suite 115, San Francisco, CA 94124) or may be obtained from the SFPDPW www.sfpdpw.org/biddocs at no cost.

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INVITATION TO BID

Request for Quotes from Certified DBE

Subcontractors and Suppliers

**Project: Route 5 Avery Parkway to Crown Valley Parkway, Mission Viejo, CA
 Contract No. 12-0K0214**

**Owner: Department of Transportation (CALTRANS)
 BID SUBMITTAL DATE: October 15, 2019 at 2:00 PM**

Federal-Aid Project ACIM-0052, STPLN-6071 (103), STPLN 6212 (021)

Request for quotes from Certified DBE's Subcontractors and Suppliers for the following, but not limited to scopes of work: AC Dike, Aggregate Supply, Asbestos Removal, Asphalt Paving, Bridge Demo, Building Survey, CIDH, Clear & Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Drive Pile, Electrical, Erosion Control, Fence, Formliner, Furnish/Erect Precast Concrete, Grind Existing Pavement, Ground Anchor, Guardrail, Hydroseed, Joint Seal, Landscape & Irrigation, Minor Concrete, Miscellaneous Iron & Steel, MSE Wall, Noise Monitoring, Overhead Signs, PCC Paving Materials, Pipe Supply, Pre/Post Construction Survey, Precast Concrete Girders, Railing, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Slope Paving, Stone Veneer, Storm Drain, Street Sweeping, Striping, Survey, Vibration Monitoring.

PLEASE SUBMIT QUOTES BY FAX TO

(760) 471-4860 OR EMAIL TO SoCalBids@FlatironCorp.com

Plans and specifications are available, at no cost from Caltrans website: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=12-0K0214> (Registration Required). Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view plans and specifications.

This project has a 17% DBE Goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are required to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety. WE ARE AN EQUAL OPPORTUNITY EMPLOYER.

Flatiron West, Inc.

**16470 W. Bernardo Drive, San Diego, CA 92127
 Phone (760) 916-9100 / FAX (760) 471-4860**

Email: SoCalBids@flatironcorp.com

**Point of Contact: Veronica Garcia,
 Estimating Admin.**

Proven Management, Inc.

225 3rd Street, Oakland, CA 94607 • Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business (SB) subcontractors, suppliers, and truckers for the following project:

SEWAGE PUMPS REPLACEMENT BART CONTRACT NO. 54RR-110

**Bids: 10/01/2019 @ 2 pm
 LSB GOAL - 20%**

The work in this contract includes but is not limited to: Selective Structure Demo; Hazardous Materials Abatement; Concrete Restoration; Concrete Work; Rebar; Metal Welding; Metal Fabrications; Plumbing; Vibration Isolation & Seismic Control for Facility Services; Sanitary Sewerage; Storm Drainage; Sump Pumps; Electrical; Electrical Cabinets & Enclosures; Motor Starters; Circuit Breakers & Panelboards; Utility Structures; Trenching & Backfilling for Utilities

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE
PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>