

SBE TODAY

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Starting a Business in the Trucking Industry: Part One



By Sarah Field

Commercial goods and products will always require transportation to new locations. In a growing marketplace, this need presents a great opportunity for new transportation businesses – but the transportation industry in the United States is also highly competitive – particularly in the trucking industry.

The American Trucking Associations reports that in 2012, trucks moved 9.4 billion tons of freight, or about 68.5 percent of all freight tonnage transported domestically. Motor carriers collected \$642 billion in revenues, or about 81 percent of total revenue earned by all domestic transport modes.

If you're looking to throw your hat into the highly competitive trucking business, are some guidelines that will hopefully save you time, money, and energy.

Operation Options

Put simply, trucking companies operate by bidding on, winning, and fulfilling transportation accounts and contracts. Most trucking businesses operate in one of two forms, depending on how they acquire drivers to fulfill contracts:

Sub-contracted drivers: With this option, business owners use sub-contractors as drivers. While the business owner runs the business and receives the contracts, the drivers are not actually employed by the company. The up side? This option can cut down on start-up costs, insurance costs, and required equipment. The down side is that it also gives you less control over your drivers and can cut into your profits.

Privately-owned drivers: With this option, the business owner privately runs his or her business and all operations, using their own equipment, paying higher insurance prices, and hiring a fleet of private drivers who are employed by the company. This option gives you total control over your business and its employees, and promises the most return on profits. The down side for this option is more obvious, as it requires significantly more start-up capital and has higher operating costs.

Getting Started

As with any other business, it's important to understand the basics of starting a business before researching the additional steps specific to your field of interest. Once you've determined which type of trucking business you'd like to start, you can follow these 10 Steps to Starting a Business for great tips on how to finance your business, hire employees, and ensure that you are complying with tax obligations.

You'll also need to consider insurance requirements. The very nature of the trucking industry creates strict insurance requirements on businesses because you own and oversee the operation of commercial vehicles.

In addition to your insurance responsibilities, your employer responsibilities require you to comply with health and safety standards and regulations. The U.S. Department of Labor's Occupational Safety and Health Administration provides compliance assistance for the trucking industry to meet these expectations.

That's all for today – tune in later this week for part two of this blog post, where we'll outline the specific rules and regulations of the trucking industry.

Source: www.sba.gov/blogs/starting-business-trucking-industry-part-one

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Publisher of
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California Sub-Bid Request Ads

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

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

San Tomas Expressway Projects El Camino Real to Homestead Rd.

Federal Aid Project No. CML-5937 (197)

Engineer Estimate: \$8,000,000 – 180 wd's

Bids: October 1st, 2015 @ 2:00 PM

Goal: DBE 3.25%

Requesting Sub-quotes for (including but not limited to): Fabric & Oils, Electrical Material, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Demo Removal, Clear & Grub, Roadway Excavation, Structure Excavation/backfill, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Slurry Seal, Asphalt Paving, AC Dike, Grinding, CIDH Piles, Structural Concrete, Sound-wall-Masonry Precast, Joint Seal, Reinforcing Steel, Signs Roadside, Concrete Curb & Sidewalk-Misc., Dencing, Survey & Historical Monument, Object Marker, MBGR, Concrete Barrier, Thermoplastic Traffic Stripe & Marking, Painted Traffic Marking, Pavement Marking, Signal & Lighting, Message Signs, Lighting & Sign Illumination, Detector, SWPPP, Water Truck, Sweeper, Trucker, Storm Drain (Underground).

Scope of Work: Two separate projects, installing bike trail, privacy wall & traffic barrier. Widening of San Tomas to El Camino Real to Homestead Rd.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs may be acquired at the Plan Counter of the County of Santa Clara Roads & Airports Dept., 101 Skyport Dr., San Jose, CA 95110 or view & copy at our office or Contact Andy Eldridge 925-606-2400 andrew.eldridge@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.

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

County Bridge No. 67 – Lower Crystal Springs Dam Project

San Mateo County, Department of Public Works, County Project No. R1103,

Bid Date: October 1, 2015 at 2:00 pm

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (7.94% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Construction Water Management, Water Pollution Control, Traffic Control, Crash Cushion, Bridge Removal, Obliterate Roadway, Remove Pavement Markers, Remove Fence, Clear & Grub, Remove Sign and Marker, Develop Water Supply, Roadway Excavation, Structure Excavation, Structure Backfill, Imported Borrow, Imported Topsoil, Erosion Control, Finishing Roadway, Aggregate Base, Asphalt Concrete, Open-Graded Asphalt, Saw Cut Asphalt Concrete, Prestressing Concrete, Mortar, Structural Concrete, Class 2 Concrete, Drill and Grout Dowel, Geo Composite Drain, Seismic Isolation Bearings, Structural Steel, Anchor Bolts, Neoprene, Seismic Joint, Rebar, Roadway Signs, Concrete Pipe, Storm Drain Manhole, Rock Slope Protection, Minor Concrete, Misc Metal, Bridge Deck Drainage System, Fence, MBGR, Metal Guardrail, Concrete Barrier, Stripe and Marking, Construction Staking, Trenching and Trench Backfill, Underground Electrical Construction, Catwalk, Construction Supplies, Equipment Rental and Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from C.C. Myers, Inc., please contact us for details.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

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California Sub-Bid Request Ads

REQUEST FOR BIDS & NOTICE OF INTEREST

AECOM is bidding on the following project as a Prime Contractor:

**As-Needed Architectural/Engineering and Support Services
for the County of Los Angeles Department of Public Works
Bid Date: September 22, 2015 at 5pm**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) and other subcontractors for the following work:

- Architectural Programming and Design Services
- General Engineering Services including Civil, Structural, Mechanical (HVAC), Electrical, Environmental, and Plumbing Engineering Services
- Electrical/Mechanical Testing (Certified)
- Feasibility Studies/Project Definition
- Space Planning/Architectural Design Services
- Landscape Architectural Design Services
- Alta/Topographic Surveying Services
- Geotechnical Studies
- Conceptual Design
- Design-Build Scoping Services
- Project Design-Construction Documents
- Specifications Preparation
- Design Reviews
- Cost Estimating
- Value Engineering
- Constructability Reviews
- Building Evaluations
- Troubleshooting
- Construction Support Services
- BIM/CADD/Drafting Work

AECOM

515 S. Flower Street, 8th Floor • Los Angeles, CA 90071
Attn: Debra Rahal, debra.rahal@aecom.com

Experience providing similar services directly to the County of Los Angeles is preferred. This proposal is in alignment with the City of Los Angeles's CBE Program requirements and certified CBEs are encouraged to respond.

In addition, AECOM can provide assistance to firms in obtaining required bonds, lines of credit, insurance, and/or necessary equipment, supplies, and materials. No plans are currently available but the RFP can be provided, if needed.

AECOM intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a brief one-page firm overview listing any County of Los Angeles experience along with CBE documentation by September 11, 2015 to debra.rahal@aecom.com.

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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**San Tomas Expressway Projects
El Camino Real to Homestead Road
County of Santa Clara
BID DATE: October 1, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control System, Type III Barricade, SWPPP, Adjust Utilities, Clearing & Grubbing, Hydroseed, Roadside Signs, Untreated Lumber & Timber, Soundwall, CIDH Concrete Piling, Temporary Fence with Acoustical Barrier, Underground, Curb & Gutter, Minor Concrete, Storm Drain Manhole, Concrete Paver, Fencing, Removable Bollard, Transition Railing, Terminal System, Concrete Barrier, Striping & Marking, Signal Pole and Foundation, Electrical, Detector Loop, Cold Plane AC, Structure Excavation, Structure Backfill, Crack Seal/Filler, AC Dike, Retaining Wall, Microsurfacing, Sound Wall – Precast Panels & Columns, Misc. Iron & Steel, and Construction Materials

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.

Downtown LA's New \$1 Billion Wilshire Grand Center Nears 50 Percent Completion

Structural steel work has advanced passed the 50th floor on the new Wilshire Grand Center in Downtown Los Angeles. Scott Borland, vice president and construction executive for Turner Construction Co., the project's general contractor, says there are currently about 550 to 600 workers onsite, most of which are superstructure trades people working on the massive concrete core for the planned 73-story mixed-use tower.

Developed by Korean Air Lines Co., the new, roughly \$1 billion hotel and office project will rise to 1,100 ft tall, making it the tallest building west of the Mississippi River when it completes in early 2017. The tower will be capped with a distinctive architectural spire at the top.

The approximately 2 million sq-ft development was designed by Los Angeles-based architect AC Martin Partners and Structural engineering is being led by Brandow & Johnston Inc., Los Angeles.

The Wilshire Grand is highlighted by a concrete core, surrounded by a single-span glass curtain wall. The core will hold the elevator shafts serving the 900-room hotel. Below the hotel will be 400,000 sq-ft of office space and more than 45,000 sq-ft of retail. An 1,100-stall parking garage will occupy seven levels below grade.

The concrete core will help stabilize the building in case of seismic events. Adding to the structure's support will be the use of three levels of buckle-resistant braces (BRB) which are attached to the concrete core.

The project is currently between 45 - 50 percent complete, with the exterior curtain wall now passing the 23rd floor of the tower; light framing and roughing walls underway on the lower tower; and the concrete slab on metal decks are passing the 35th floor. Borland says crews are erecting a new floor every four days.

The superstructure concrete contractor is Conco of Fontana, CA; Gerdau of San Bernardino, CA is the concrete reinforcement contractor doing rebar work; and Phoenix, AZ-based Schuff Steel is fabricating and erecting the structural steel.

Borland says the next biggest milestone for the project will be when the concrete core tops-out in mid-February 2016, followed in April with the structural steel topping out to the 73rd floor. He says after this the next milestone will getting the signature "sail" spire feature on top of the building up in mid-September 2016.

The spire atop the structure will stand next to a tactical approach helicopter pad and will be a source of pride for the architects. Chris Martin, CEO of AC Martin Partners, told me in 2013 that this project, with its iconic spire, is a "big deal because my grandfather did L.A. City Hall in the 1920s, and that is the only other building in the city that really has an architectural top." He said all the buildings in L.A. have flat, truncated tops, "so this is going to stand out—and we want it to."

The project is located on the site of the former Wilshire Grand hotel, which closed in 2011.

Source: <http://california.construction.com>

Indianapolis, Ind., Sub-Bid Request Ads

State spending \$9M on one-stop business portal

By Hayleigh Colombo

The first step in starting a new business is having a big idea.

Then comes the paperwork.

A new state project hopes to ease those bureaucratic burdens for Indiana businesses.

The Secretary of State's office is getting ready to launch an online portal called Business One-Stop, which it says will streamline businesses' interactions with state government. Instead of having to visit multiple agencies, businesses will go to just one website to register their companies, submit required annual reporting, learn about new laws and even pay their taxes.

The \$9 million project is being built with small business owners in mind—especially first-timers and those with small staffs.

"We want it to be less confusing, less stressful and have less delays," said Secretary of State Connie Lawson. "Small businesses who are doing it all themselves will see a large benefit."

Christy Gillenwater, president and CEO of the Southwest Indiana Chamber of Commerce in Evansville, said that's the group that needs the most help.

"They may have never had to navigate these waterways before," Gillenwater said. "For many, it feels daunting and overwhelming."

The state hopes the system, which is being built by Connecticut-based PCC Technology Group, reduces inefficiencies between state agencies and increases compliance—from paying taxes and fees on time to submitting paperwork to the right place.

The idea has been brewing for a while. The Indiana legislature in 2011 charged the Secretary of State's Office under then-Secretary Charlie White with completing the project. The state issued a request for proposals in late 2013.

Gov. Mike Pence requested \$9.1 million to fund the project during the recent budget-making session of the Indiana General Assembly. The Secretary of State's Office also raised the fees charged to the 13 percent of business owners that still submit paper filings the old-fashioned way.

The success of the system hinges on state agencies cooperating well, Lawson said. The

BIDDING OPPORTUNITY

MBE/WBE/VBE'S Certified with any of the following certifying authorities:

Indiana Minority Supplier Development council (IMSDC)

Indiana Department of Administration (IDOA)

The City of Indianapolis Division of Minority and Women Business Development (DMWBD)

Women Business Enterprise National Council (WBENC)

National Women Business Owners Corporation (NWBOC)

United States Department of Veterans Affairs (with certification from DMWBD)

Inviting qualified contractors, specifically MBE/WBE/VBE's certified by any of the authorities listed above, to contact SKJV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shaft project.

The Work under this contract is located in Indianapolis, Indiana. The Work consists of the White River Pogues Run Tunnel Project and associated Shafts and Vortex Drop Shaft Structures.

Owner: Citizens Energy Group

Project No. 92TU00126

BID DATE: October 29, 2015 AT 1:00 PM

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, 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/VBE in the Contract that is not currently certified MBE/WBE/VBE's by one of the above certifying authorities should contact the DMWBD at 1501 City County Building, 200 East Washington Street, Indianapolis, Indiana 46204; phone (317) 327-5262, any of the other agencies as shown above to obtain current certification.

We have set up an FTP site where you can view all plans and specifications for your convenience. Please contact Aimee Remo at (909) 594-0990 or Brett Campbell at (909) 594-0982 to receive instructions on accessing the FTP Site.

SKJV

An EEO Employer

(J.F. Shea Construction, Inc. – Kiewit Infrastructure Co.)

667 Brea Canyon Road, Suite 22 • Walnut, CA 91789

909-595-4397 • 909-869-0827 (fax)

Attn: Dennis Poulton, EEO Officer

Department of Workforce Development and the Department of Revenue will be integrated into the system in late 2016. Lawson said she also has received interest from the Indiana Professional Licensing Agency.

"How often do you get state agencies that are talking to each other and understand each other's business processes and are willing to link their systems together?" Lawson said.

Bob Kasprzak, a South Bend-based district director with the business mentoring organization SCORE, said he hopes the new system results in an easier process for hopeful business owners.

He calls them "dreamers" for a reason. When they first solicit Kasprzak's help, they're excited—and maybe a little naïve. He said the state's 400 SCORE volunteers see their job as helping someone through the process without getting discouraged when reality sets in.

"When we help them define their idea and start to write a business plan and think about licensing issues and funding avenues that are available, that's when they get a little bit overwhelmed by all these state agencies," Kasprzak said. "Any assistance that they bring to that equation is going to be appreciated."

The site will act as a "front door" for businesses as they navigate new state agencies, said Erik Scheub, the ombudsman for Indiana's Office of Small Business and Entrepreneurship.

"We know things can get murky, especially when it gets into government policy and procedures," Scheub said. "The state of Indiana wants to make that as accessible for entrepreneurs as possible."

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