

# SBE TODAY

**SMALL BUSINESS EXCHANGE**

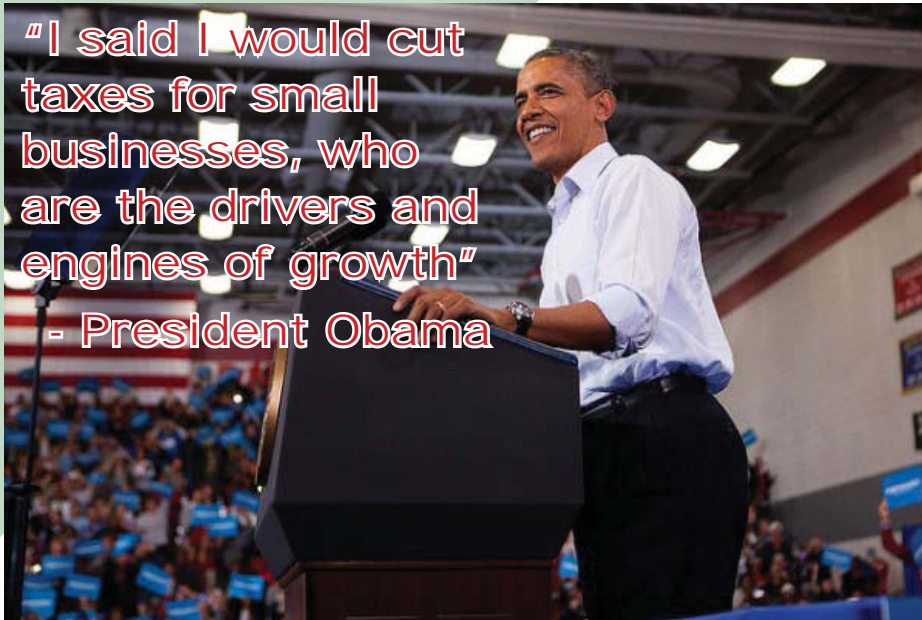
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DIVERSITY IN ACTION -

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## Minority-Owned Small Businesses Trail as U.S. Contracts Shrink

**"I said I would cut taxes for small businesses, who are the drivers and engines of growth"**  
- President Obama



### By Danielle Ivory

About 17 percent of the U.S. population is Hispanic, and 13 percent is black. In federal small-business contracting, award ratios for those groups are in the single digits.

Small businesses, called the "drivers and engines of growth" by President Barack Obama, attracted about \$98.2 billion in government awards last year, according to data compiled by Bloomberg. Hispanic-owned companies won about 8.4 percent of that total, or \$8.21 billion, while black-operated small businesses won about 7.2 percent, or \$7.1 billion.

"The needle hasn't moved," said Ruth Sandoval, president of the National Hispanic Business Group, a New York-based organization representing business owners.

The gap may reflect stiffer competition over a shrinking pool of contract revenue as agencies cut spending. Black- and Hispanic-owned businesses also may have difficulty breaking into the \$512 billion market because acquisition officers don't have a mechanism to

specifically target those companies.

Small businesses are generally defined by the government as having fewer than 500 employees or less than \$7 million in average annual sales.

Contracts for black-owned small companies declined about 1 percent in the year that ended Sept. 30, 2012 from the previous fiscal year. Awards to the Hispanic-owned businesses rose 1.5 percent -- a gain that wasn't enough to compensate for a bigger drop in fiscal 2011, according to federal procurement data.

### Racial Gap

Both groups fared better last year than the broader contracting markets. Small business contracts declined 3.7 percent in fiscal 2012, while total awards dipped 4.1 percent.

Still, minority small businesses are playing catch-up following sharp contracting declines in fiscal 2011 that outpaced those of small businesses and all companies.

Awards to the black-owned businesses plunged 6.5 percent from fiscal 2010 -- more

than four times the decline in all contracts. Awards to their Hispanic-owned counterparts fell 4.4 percent, compared with the 3.9 percent drop in small business contracts and 0.2 percent decrease in all awards.

While black- and Hispanic-owned small firms may have experienced a comparatively better year in 2012, the distribution of contracts is far from mirroring the nation's demographics, according to Harry Alford, chief executive officer of the Washington-based National Black Chamber of Commerce

The percentage of small business contracts going to black-owned firms "should be double" what it is now, Alford said.

### Overseas Work

It has been such a tough year for black-owned businesses in the federal contracting market that Alford said he has encouraged some owners to seek commercial and overseas work.

Continued on page 5

**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

With half a 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)

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# REQUESTS FOR BIDS & SUB-BIDS

Seeking D/DV/M/S/VS/WBE (Disadvantaged, Disabled Veteran, Minority, Small, Very Small, and Woman Business Enterprises) subcontractors and suppliers for

**San Vicente Marina Facilities, Specification 594**

**Project Owner: San Diego County Water Authority**

**Project Location: North end of Moreno Ave., Lakeside, CA in San Diego County**

**Bid Date: September 20, 2013**

**Trades:** Site grading, shoreline stabilization, pump stations, concession buildings, office building, drainage pipe, water tank, water pipe, sanitary sewer pipe, boat ramp concrete, floating docks, ADA compliant wheelchair lift, asphalt concrete paving, PCC paving, storm drain channels, bio-retention facilities, inlet filters, drainage facilities, selective demolition, fire sprinklers, landscaping, irrigation, habitat restoration, curbs, gutters, sidewalk, retaining walls, fencing, park amenities, shade structure, signage and striping, signal intersection, electrical, communications, foundation grouting, monitoring wells.

Plans and specifications can be purchased directly from SDCWA by filling out the Contract Documents Order Form found at <http://www.sdcwa.org/contracting-opportunities>

Plans and specifications are available to be viewed and copied at the Pulice offices located at 591 Camino De La Reina, San Diego, CA 92018 from 8:00 AM to 4:00 PM. Please call 619-814-3700 to make an appointment to view the plans and specifications.

Plans are also available for download on the eBidBoard website at:

<http://www.ebidboard.com/public/projects/index.asp?mbrguid=D27F6EF1-9BA1-46D6-BICC-429FA8EB09CC>

**Pulice Construction, Inc.**

591 Camino De La Reina, San Diego, CA 92108

Phone: 619-814-3700 • Fax: 619-814-3770

Contact: **Arinda Cale** • E-mail: [acale@pulice.com](mailto:acale@pulice.com)

*An Equal Opportunity Employer*

Requesting Sub-bids from qualified SBE/EBE/DVBE/DBE/SLB subcontractors/vendors for:  
**Department of Water and Power of the City of Los Angeles (LADWP)**  
for furnishing and delivering:  
**NET TOU Demand Watthour Meters and Wireless Communication Services for Advanced Metering Infrastructure in accordance with Specifications 446.**

Elster has identified the following portions of the project to provide participation by (see above):

1. Transportation Services for NET TOU Demand Watthour Meters from Laredo, TX to a utility designated delivery address in LA.
2. Public Wide Area Network Communication Services for retrieving meter data as specified in Division F2 of the specification.

Plans and specifications can be found at (search for the document associated with the AMI RFP mentioned above): <http://www.ladwp.com/ersp>

Please contact us for information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit and/or insurance.

**Interested parties should contact our office by 9-20-2013.**

**Elster Solutions, LLC**

Attn: Tom Heath

208 S. Rogers Lane • Raleigh, NC 27610

Phone: 919-212-4700 • Fax: 919-212-4717

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

**I-210 Big Tujunga Wash Bridge • Caltrans Project #07-288014**

**Bid Date: 09/19/13 @ 2:00 pm**

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, 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 Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

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.

AN EQUAL OPPORTUNITY EMPLOYER.

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**For Construction on State Highway in Orange County in Costa Mesa and Santa Ana from 19th Street to 17th Street**

**Project ID 1213000066**

**Location: 12-0ra-55-2.0/11.8**

**Contract No. 12-0L74U4**

**Addendum 4**

**Bid Date: 9/19/2013 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

**Chumo Construction, Inc.**

14425 Joanbridge Street • Baldwin Park, CA 91706

Phone: (626) 960-9502 • Fax: (626) 960-3887

Contact: **George Chumo**

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at (626) 960-9502.

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## Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

[www.sbeinc.com](http://www.sbeinc.com)

# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

### Construction of **SORRENTO VALLEY DOUBLE TRACK PROJECT**

In San Diego, California

SANDAG Project CIP 1239807 / IFB 5004027

UDBE Goal: 8.5%

**BID OPENING: September 19, 2013 at 2:30 p.m.**

Plans and Specs, Project information, announcements, and subcontracting requirements will be available for view on the SANDAG's website: [www.sandag.org/contracts](http://www.sandag.org/contracts).

**Quotes requested for supplies and services including, but not limited to:** Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Ballast, Track Materials, Track construction, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Class 1 Concrete (Box Culvert), Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign) Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign, Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Platform Stations, Plumbing, Water Line, Oil-Water Separator, Sanitary Sewer, Sump Pump, Compressed Air System, Hollow Metal Doors and Frames, Overhead Coiling Doors, Modular Building, Vertical Wheelchair Lift, Masonry, Structural Steel Framing, Metal Railings, Metal Roof Panels, Site Furnishings, Ultra Sonic Testing

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified UDBE companies for the following project. All interested subcontractors, please indicate all lower tier UDBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

**Skanska is an Equal Opportunity Employer**

**Skanska Estimating Dept:**

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449

Email: [Ken.Epps@skanska.com](mailto:Ken.Epps@skanska.com)

Sub Bids Requested From Qualified DBE, UDBE Subcontractors & Suppliers for

**County of Yuba -**

**Loma Rica Road Safety Improvements**

**Project No. 2013-2217**

**Location: Marysville, CA**

**Bid Date: September 18, 2013 @ 10:00 AM**

McGuire and Hester is seeking qualified subcontractors in the following trades: staking/surveying; SWPPP; traffic control; sawcutting; cold plane; fencing; trucking; clearing & grubbing; paving fabric; and striping & signage.

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**

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JUV Inc, is seeking qualified DVBE Subcontractors & Suppliers for:

**NEW ACADEMIC CAMPUS AT 300 SENECA for the San Francisco Unified School District Project No. 11556**

**Project Located at: 300 Seneca Avenue, San Francisco CA 94112**

**Bid Due Date October 1th 2013 at 2:00 P.M.**

**Trades:** Hazmat Demolition, Soft and Hard Demolition, Chain Link Fences, Earthwork, Landscaping, Concrete, Metals, Casework, Roofing, Insulation, Fireproofing, Door and Windows, Cement Plastering, Drywall, Ceramic Tile, Resilient Flooring, Acoustical Ceilings, Elevator, HVAC, Plumbing, Fire Sprinklers, Electrical.

### JUV Inc.

1616 Franklin Street Suite # 203 • Oakland, CA 94612

(510) 836-1300 • Fax (510) 836-1301

Contact: **David Gruzman** • Email: [david@juvinc.com](mailto:david@juvinc.com)

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**Santa Clara Valley Transportation Authority Design-Build Contract DB1102F Silicon Valley Berryessa Extension Project C700**

Procurement opportunities through Skanska-Shimmick-Herzog will be diverse and ongoing.

Please visit: [www.sshjv-c700.com](http://www.sshjv-c700.com)

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO



# PUBLIC LEGAL ADVERTISEMENTS

# UCLA

UCLA

## ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Los Angeles, sealed bids for a Unit Price Job Order ("UPJO") contract are invited for the following work:

**SUSPENDED ACOUSTICAL CEILING UNIT  
PRICE JOB ORDER - FACILITIES  
MANAGEMENT 2013  
Project Number 3744149**

**DESCRIPTION OF WORK:** The University is seeking to hire a contractor to perform suspended acoustical ceiling construction work on an "as needed" basis that will be delivered by Unit Price Job Order (UPJO), and occurring on the UCLA Westwood campus. As described in more detail in the Bidding Documents, work under the UPJO will be limited to the following:

Suspended acoustical ceiling work related to Minor Capital Improvement Projects as well as work which includes repairs of, or alterations to, campus buildings, structures, or facilities to continue their usability at the designed level of service. Each Job Order shall have at least 51% of the work within the advertised license classification specified herein. Work outside said license classification may be self-performed by Contractor when said work is considered incidental and supplemental. In such cases, the value of said incidental and supplemental work shall not exceed 5% of the Job Order Sum. If the work outside the Contractor's license classification exceeds 5% of the Job Order Sum, then Contractor must either hold the appropriate additional specialty license classification or subcontract the work to an appropriately licensed subcontractor.

Refer to Exhibit 20 of the bidding documents for suspended acoustical ceiling construction work excluded from this UPJO.

The total combined cost for all Job Orders issued will not exceed the Maximum Contract Value of \$1,000,000.00 during the 1-year Base Term and

\$1,000,000.00 during each 1-year Option Term, if exercised by University. When the work of a job consists only of the trade of this UPJO, the cost of any individual Job Order Authorization will be from \$50,000.00 to \$500,000.00. When the work of a job consists of multiple trades, the cost of any individual Job Order Authorization for this UPJO will be from \$10,000.00 to \$200,000.00.

### BIDDING DOCUMENTS:

1. Bidding Documents will be available beginning on September 11, 2013, and will be issued at:

ARC  
2435 Military Ave., Los Angeles, CA 90064  
Telephone (310) 477-6501  
Website: <http://socal.fordgraphics.com/>

2. Bidders may view the Bidding Documents online at the ARC PlanWell Public Plan Room, and purchase digital and/or hard copies of the Bidding Documents by contacting ARC as indicated above. All parties will make arrangements with and payment to ARC directly. (NOTE: Bidding Documents will not be issued at the University's office.)

**BID DEADLINE:** Bids will be received only at the following location:

Contracts Administration  
University of California, Los Angeles  
1060 Veteran Avenue, Suite 125  
Box 951365  
Los Angeles, California 90095-1365  
310-825-7015

and must be received at or before:

**2:00 p.m., October 16, 2013**

**MANDATORY PRE-BID CONFERENCE:** A mandatory Pre-Bid Conference will be conducted on September 18, 2013 beginning promptly at 10:00 a.m. Only bidders who participate in the Conference in its entirety, will be allowed to bid on the Project as prime contractors. Participants must arrive at or before 10:00 a.m. Persons arriving later than said time will not be allowed to bid on the Project as prime contractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at [www.ucla.edu/map](http://www.ucla.edu/map)). For further information, contact Steven Chang at 310-983-3151.

(NOTE: Bidders are advised that parking may be difficult. Bidders should allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference will last at least 2 hours.)

**LICENSE REQUIREMENTS:** The successful Bidder will be required to have one of the following California current and active contractor's licenses at the time of submission of the Bid:

**C-02 License (Insulation & Acoustical) OR  
D-50 License (Suspended Ceilings)**

**PREQUALIFICATION:** To be allowed to submit a bid, Bidders must have the minimum experience set forth in the Prequalification Questionnaire contained in the Bidding Documents and posted on the website listed below. Bidder's completed Prequalification Questionnaire must be received at the above-listed University Contracts Administration office in a sealed envelope no later than:

**3:00 p.m., September 25, 2013**

Bid Security in the amount of \$25,000 shall accompany each Bid. The surety issuing the Bid Bond shall be, on the Bid Deadline, an admitted surety insurer (as defined in California Code of Civil Procedure Section 995.120).

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at:

<http://www.capitalprograms.ucla.edu>)



**GOLDEN GATE BRIDGE  
HIGHWAY & TRANSPORTATION DISTRICT**

### NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. 2014-FT-1, *Replace Channel Marker and Fender at the Larkspur Ferry Terminal*. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, September 17, 2013, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

The District seeks bids for replacing a channel marker and fender at the Larkspur Ferry Terminal.

**This is a Public Works Contract.** The general prevailing rates of per diem wages and the general prevailing rates for regular (straight) time, holiday and overtime work in Marin County for each craft, classification and type of worker needed to execute the Contract shall be set forth in the current General Prevailing Wage Determinations made by the Director of Industrial Relations pursuant to California Labor Code Sections 1720 et seq. The current General Prevailing Wage Determinations are incorporated into the Contract, and are available at the California Department of Industrial Relations' web site ([www.dir.ca.gov/dlsr/DPreWageDetermination.htm](http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm)). Should the general prevailing wage rates not specify a wage determination for a particular craft classification or type of worker, attention is directed to 8 CCR 16202(b) regarding petitioning the Director of the California Department of Industrial Relations for a special wage determination. The District has made no request for such determination as the District does not know the specific craft classifications or type of workers intended by Contractor for this project. The District has not established a labor compliance program. Responsi-

bility for labor law enforcement remains with the Division of Labor Standards Enforcement.

The successful Bidder shall furnish a Performance Bond and a Payment Bond.

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Ferry Division and look for Contract No. 2014-FT-1.

To inspect and obtain Bid Documents or for additional information, please contact the Office of the Secretary of the District, by telephone at (415) 923-2223, by e-mail at [districtsecretary@goldengate.org](mailto:districtsecretary@goldengate.org), or by facsimile at (415) 923-2013.

/s/ Janet S. Tarantino,  
Secretary of the District  
Dated: September 5, 2013  
9/5, 9/12/13

**CNS-2526928#**

**SMALL BUSINESS EXCHANGE**

# Minority-Owned Small Businesses Trail as U.S. Contracts Shrink

## ■ Continued from page 1

“Is it worth the fight, or should you go and find business elsewhere?” Alford said in an interview. “I don’t see a lot of people smiling who do business with the federal government.”

One of the biggest hurdles that Hispanic small businesses encounter is a perception that the companies aren’t quite American enough, Sandoval said. It’s difficult to improve the situation “when the only discussion about the Hispanic community is about immigration,” she said.

Federal budget cuts have made it even harder for the small businesses to win contracts, Sandoval said. The government is facing 10 years of automatic spending cuts that Congress agreed to as part of the 2011 debt-ceiling agreement. The reductions under a process known as sequestration will reduce projected spending by about \$85 billion this year.

### Small Slice

“We had a difficult time getting in to begin with,” she said. “When you’re talking about such a small piece of the pie as we are given, it’s sad to see that we are going backward.”

Contracts aren’t keeping up with the rapid growth of the U.S. Hispanic population, Sandoval said. By 2050, Hispanic people will make up about 30 percent of the population, according to Census data. Black people will make up about 15 percent.

It may be difficult for agencies to target black and Hispanic-owned businesses for small-business contracts.

Some black-owned and Hispanic-owned companies qualify for a federal plan, called the 8(a) program, that sets aside work for small, “economically and socially disadvantaged” businesses. Yet no contracts are reserved specifically for either minority group.

“Procurement officers cannot see the race/ethnicity of business owners when they select them for a contract award,” said John Shoraka, an associate administrator of government contracting at the Small Business Administration.

### Set-Asides

“Because of that, the SBA has been focusing heavily on recruiting and training firms from underserved communities to compete for and win federal contracts in the various socio-economic set-aside programs,” Shoraka said in an e-mailed statement. “The more qualified firms participating in SBA’s government contracting programs, the greater likelihood for increasing actual contract awards.”

Outside of the 8(a) program, small businesses aren’t required to report their ethnic status, and minority contracting data may not “provide a complete picture of what is going on in the procurement marketplace,” Shoraka said.

“There’s neither incentive nor authority to set aside contracts for any ethnic group,” said Joe Hornyak, a partner at the Tampa, Florida-based law firm Holland & Knight LLP. The award distribution ends up being “kind of random,” he said.

Obama in 2009 announced efforts to boost contracting opportunities for small and minority-owned businesses, saying they “must play a significant role” in efforts to restore economic growth.

*To contact the reporter on this story: Danielle Ivory in Washington at [divory@bloomberg.net](mailto:divory@bloomberg.net)*

*To contact the editor responsible for this story: Stephanie Stoughton at [sstoughton@bloomberg.net](mailto:ssoughton@bloomberg.net)*

*Source: ©2013 Bloomberg L.P.*

## New Opportunities for Small Business in the RFP-EZ Marketplace

**By: Pravina Raghavan,  
Director, Office of Innovation and Investments**

Small business federal contracting is a win-win. The federal government gets to work with innovative small businesses—often with direct access to the CEO—and small businesses get an important source of revenue.

At the U.S. Small Business Administration, one of our core missions is to help small businesses to access the kinds of federal contracting opportunities that can help their businesses grow and thrive. That’s why we launched the RFP-EZ Marketplace, an online platform, and built tools that make it easier for innovative small tech businesses to bid on government contracts, while also making it easier for federal agencies to identify the bids that offer the best value for taxpayers

RFP-EZ is a pilot project created as part of the Presidential Innovation Fellowship program. Before RFP-EZ was launched in January 2013, most such Requests for Proposals contained highly specialized language that only seasoned government contractors understood, and companies seeking to bid on projects were asked to fulfill a myriad of bureaucratic requirements before even being considered. By removing these obstacles, RFP-EZ has opened up the bidding process to hundreds of small businesses offering services at significantly lower prices. RFP-EZ has yielded very promising results and is already saving taxpayer dollars, with prospects for even more savings going forward.

Building on the early successes of the program, SBA is excited to announce that the new and improved RFP-EZ Marketplace is ready for busi-

ness and another round of Federal procurement innovation. The Marketplace has been enhanced to include simplified bidding, simplified listings, and a broader selection of opportunities such as:

- Web Design
- Web Development
- Content Management
- Social Media Marketing
- Search Engine Optimization
- Mobile Application Development
- Video Production, Video Transcription
- Learning Services & Products (new category)

We currently have 12 active simplified listings and are specifically featuring an opportunity to create an Interactive Learning Module for The Federal Acquisition Institute (FAI), which is looking for an innovative way to provide training to its acquisition workforce using interactive challenges. Check out existing opportunities at <https://rfpez.sba.gov/>.

The RFP-EZ initiative is a Presidential Innovation Fellows project. For more information on the Presidential Innovation Fellows program visit: <http://www.whitehouse.gov/innovationfellows>.

*Source: U.S. Small Business Administration*