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DIVERSITY IN ACTION -

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Women Lose More Ground in U.S. Small Business Contracts Race

By Danielle Ivory

U.S. government contracts to women-owned small businesses dropped for the second consecutive year, declining at a faster rate than awards to their male counterparts.

The women's contracts slid 5.5 percent to about \$16.4 billion in the fiscal year that ended Sept. 30 from \$17.3 billion in fiscal 2011, according to data compiled by Bloomberg. Awards to small firms owned by men fell 4.1 percent to \$80.9 billion.

The gender gap may reflect stiffer competition over a shrinking pool of contract revenue as well as the bureaucratic burdens associated with a new effort to reserve awards for women-owned firms, according to former procurement officials and small business advocates.

"Women-owned small businesses are at the very bottom of the food chain," said Jeanne Peck, chief executive officer of Nash Locke LLC, an information technology company based in McLean, Virginia. "They often have to fight for the scraps of subcontracts."

It may get worse for women, as they face difficulty winning a greater share of business in an era of federal spending cuts, said Robert Burton, acting administrator of the Office of Federal Procurement Policy under George W. Bush.

"I don't think you're going to see any of these figures rise," Burton, now a partner at the law firm Venable LLP in Washington, said in a phone interview. "Historically, the government has never put a strong emphasis on women-owned small businesses."

Missed Target

The government set a goal in 1994 of awarding at least 5 percent of the total value of eligible contracts to woman-owned businesses. It never has met that target. Women captured about 3.2 percent of the total, according to federal procurement data. The Small Business Administration hasn't released official numbers using its own methodology, which excludes some contracts.

The gender disparity is particularly striking because the U.S. is in its second year of a new program aimed at boosting awards to women-owned small businesses, said Ann Sullivan, head of government relations for Women Impacting

Public Policy Inc., a Washington-based nonprofit organization that promotes women in business.

The effort, which allows agencies to reserve money for women-owned businesses, started in April 2011, 11 years after Congress ordered the SBA to create the program.

V-22 Tilt-Rotor

In the first full year of the program, about \$72.5 million in contracts were set aside for women-owned small firms in fiscal 2012. That's less than 0.1 percent of what Lockheed Martin Corp. (LMT), the No. 1 government contractor, won in the same period. It's also less than the price of a single V-22 tilt-rotor aircraft, made by Boeing Co. (BA) and Textron Inc. (TXT)

"We're not going to break the champagne out yet," said Sullivan, also president of Madison Services Group Inc., a government relations firm in Washington. Sullivan worked with Congress, the SBA and the White House to help create the set-aside program.

Agencies' contracting officers may be reluctant to use the program because they must take on the burden of verifying that the businesses are legitimate, said Margot Dorfman, chief executive officer of the Washington-based U.S. Women's Chamber of Commerce.

"I'm not sure I blame them," Dorfman said in a phone interview. "There's no incentive to encourage them to use the program."

Contract Caps

John Shoraka, the SBA's associate administrator for government contracting and business development, didn't provide a comment on the decline in small business contracts to women.

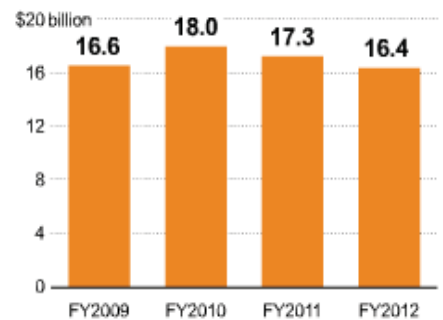
"We will continue education, outreach and recruitment of women-owned small businesses to the federal procurement process," he said in an e-mail.

The defense authorization bill signed into law this month removed caps on contracts awarded under the program, a development that Shoraka called "another win for women-owned small businesses."

Previously, the ceilings were \$4 million for services and \$6.5 million for manufacturing. Last year, only one company received a contract

Federal Awards Drop to Women's Small Firms

U.S. government contracts to women's small businesses declined 5.5 percent in the year ended Sept. 30 from fiscal 2011.



Source: Federal procurement data compiled by Bloomberg

Graphic: David Evans
BGOVgraphics@bloomberg.com

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GOVERNMENT

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REQUESTS FOR BIDS & SUB-BIDS

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

State Highway in Santa Clara County Near Saratoga at 0.8 Miles West of Sanborn Road

Contract No. 04-4S0504 Federal Aid Project STP-S009(018)E

Engineer Estimate: \$1,660,000 - 120 Working Days

Goal: DBE 12%

Bids: October 2nd, 2013 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to) Construction Area Signs, Traffic Control, Clear & Grub, Hydroseeding, Erosion Control, AC Dike, CIDH Piles, Rumble Strip, Reinforcing Steel, Signs Roadside, Concrete Curb & Sidewalk-Misc., MBGR, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, SWPPP Planning, Trucker, Soil Nail, Shotcrete, Painting and Sweeper.

Scope of Work: Construct Tie-Back wall and a new drainage system.

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

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact **Chris Luffman 925-606-2400** chris.luffman@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.

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

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

An Equal Opportunity Employer

BARNARD CONSTRUCTION COMPANY INCORPORATED, an Equal Opportunity Employer, is seeking quotes from certified SBE/DVBE firms and other Subcontractors and Suppliers for the

Construction of the Owens Lake Dust Mitigation Project Phase 7a (No. 7375)

Opportunities Include: Electrical, instrumentation, process controls, fiberglass buildings, architectural landscaping, misc. waste management services, brick/stone/related material, carpentry, industrial equipment, construction machinery, concrete contractors, structural metal mfg., hardware mfg. & wholesale, masonry, telecommunications, painting, petroleum wholesale, plumbing & heating equipment/supplies/contractors, ready-mix, and water/sewer/pipeline construction.

Owner: Los Angeles Department of Water and Power

Bid Date: Tuesday, October 22, 2013 at 2:00 p.m.

Project Location: Lone Pine, California

Plans and Specs: Complete sets are available from the Supply Chain Services, c/o Vendor Liaison Center, Room L43, 111 North Hope Street, Los Angeles, CA 90012, Phone (213) 367-2252. A deposit of \$100 will be required for each complete set.

Upon request, Barnard will assist interested SBE/DVBE firms in obtaining bonds, lines of credit and/or required insurance. Barnard will, when economically feasible, divide total contract requirements into small portions to permit maximum SBE/DVBE participation.

For additional information, please contact **Sharon Henderson at (406) 586-1995 or sharon.henderson@barnard-inc.com**.

BARNARD CONSTRUCTION COMPANY INCORPORATED

P.O. Box 99, Bozeman, MT 59771

Ph: (406) 586-1995 • Fax: (406) 586-3530

California License Number: 555983

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Women Lose More Ground

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valued at more than \$3 million under the program.

Nash Locke owner Peck said federal agencies need to work harder to promote women-owned businesses in a marketplace that is dominated by men.

While Peck has been working with the government since she founded her company in 2008, she says acquisition officers still ask her if she's in charge of her own business.

"I'm always flummoxed when I get questions like that," said Peck, who works with the Defense Department. "I'm always the one showing up. I'm in charge. But it still remains the first question."

To contact the reporter on this story: Danielle Ivory in Washington at diovory@bloomberg.net

To contact the editor responsible for this story: Stephanie Stoughton at stoughton@bloomberg.net

Source: ©2013 Bloomberg L.P.

REQUESTS FOR BIDS & SUB-BIDS



Arntz Builders, Inc.

19 Pamaron Way • Novato, CA 94949 • 415-382-1188 • Fax: 415-883-7529

Contact: Kathy Rowen or Adrienne Lewis
bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM LOCAL SUBCONTRACTORS & SUPPLIERS, CERTIFIED DVBE, LBE, SBE, MBE, WBE, DBE & ALL SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**CORONADO ELEMENTARY SCHOOL RECONSTRUCTION
WEST CONTRA COSTA UNIFIED SCHOOL DISTRICT
RICHMOND, CA**

**BID DATE: OCTOBER 17, 2013 AT 2:00 PM
ESTIMATE: \$22,300,000**

Trades needed but not limited to: demolition, earthwork, paving, underground, synthetic paly turf system, modular tile playground surfacing system, play structure and play area, landscape and irrigation, chain link & ornamental fencing & gates, site furnishings, airfield systems, athletic field installation and maintenance, graffiti-resistant coatings, concrete, rebar, masonry, structural steel, metal stairs, handrails & railings, rough carpentry, casework, paneling, waterproofing, insulation, built-up roofing, sheet metal roofing, roof accessories, intumescent fireproofing, steel doors & frames, wood doors, overhead coiling doors, aluminum store-fronts, windows, glazing, skylights, translucent wall, roof & panel canopy system, plaster, gypboard, ceramic tile, porcelain tile, thin-set epoxy terrazzo, acoustical & metal linear ceilings, perforated metal panels, ardex pandomo floor system, bamboo stage flooring, resilient flooring, epoxy-chip flooring, carpet, painting, marker boards & tack boards, toilet compartments & accessories, flagpoles, lockers, fixed sun screens, library stack system, stage curtains, food service equipment, medical equipment & furniture, roller shades, fire alarm, hydraulic elevators, fire sprinklers, plumbing, HVAC, energy management, electrical and technology.

Bonding, Insurance, Technical Assistance available. Plans available in GC's Plan room. Successful subcontractors will be required to sign Arntz Builders inc standard subcontract agreement which includes the right for Arntz Builders inc to require subcontractors to provide a 100% faithful performance and payment bonds of the subcontract price from a treasury listed surety company acceptable to Arntz Builders. Bond premium to be included in bid as a separate item. Subcontractors will be required to provide a waiver of subrogation endorsement to their workers compensation insurance.

We are willing to discuss breaking down bid items into economically Feasible units for LBE, DVBE, SBE, MBE, WBE, DBE participation

Subcontractors whose price exceeds \$500,000 must be previously Prequalified with the district

This project has a Project Labor Agreement (PLA).

All contractors will Need to be union signatory or agree to sign a one time project agreement

We are signatory to the carpenter's and laborer's Collective bargaining agreements

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Arntz Builders, Inc.

19 Pamaron Way • Novato, CA 94949 • 415-382-1188 • Fax: 415-883-7529

Contact: Kathy Rowen or Adrienne Lewis
bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL CERTIFIED DVBE/SBE/DBE/WBE/ MBE/LBE and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**NEW ACADEMIC CAMPUS AT 300 SENECA
MAIN BUILDING & MULTIPURPOSE BUILDING ALTERATION
SAN FRANCISCO UNIFIED SCHOOL DISTRICT
SAN FRANCISCO, CA**

**BID DATE: OCTOBER 1, 2013 at 2:00pm
ESTIMATE: \$7,700,000.00**

Bonding, Insurance, Technical Assistance available. Plans available in GC's Plan room. Successful subcontractors will be required to sign Arntz Builders inc standard subcontract agreement which includes the right for Arntz Builders inc to require subcontractors to provide a 100% faithful performance and payment bonds of the subcontract price from a treasury listed surety company acceptable to Arntz Builders. Bond premium to be included in bid as a separate item. Subcontractors will be required to provide a waiver of subrogation endorsement to their workers compensation insurance.

We are signatory to the carpenter's and laborer's collective bargaining agreements

This project has a Project Labor Agreement

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Requesting Subcontractor Bids for Rehab Work

D&H Construction is seeking subcontractor bids for the **University Avenue Cooperative Homes project.**

Send inquiries to

UACHconstruction@gmail.com.

Project description/information:
Rehab construction of a multifamily residential complex in Berkeley. Multiple trades needed.

State prevailing wage requirements apply.

Mandatory job walk:

October 1, 2013, 9:00 a.m.

Bid due date: October 9, 2013

DL Falk Construction is requesting subcontractor / supplier bids from certified DVBE Companies for the above project:

**New Academic Campus, Project No. 11556
300 Seneca Avenue, San Francisco, CA 94112
Bid Date: October 01, 2013 at 2:00 PM**

Scope includes hazmat abatement, selective demo, underground utilities, concrete patching, structural steel, metal fabrication, rough carpentry, caseworks, insulation, roofing, floor/wall/ceiling finishes, metal doors & hardware, specialties, equipments, HVAC, plumbing, electrical and etc. . .

D.L Falk Construction, Inc.

3256 Investment Blvd. • Hayward, CA 94545
Phone 510-887-6500 Fax 510-887-6501

Bid Documents are available for viewing at our office, or at local Builders Exchanges

REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**El Cerrito High School Stadium
Bid #3541348-00**

**West Contra Costa Unified School District
BID DATE: October 2, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Building Structures, Site Concrete, Landscaping/Irrigation, Fencing, Electrical, Storm/Water/Sewer/ Survey and Construction Materials

O.C. Jones & Sons, Inc.

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

Contact: Mike Crowley

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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 LBE/DVBE Participation. Plans & Specs are available for viewing at our office.

REQUESTS FOR BIDS & SUB-BIDS

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers
**For Construction on State Highway In
 Los Angeles County In Los Angeles and Glendale From 0.2 Mile West of Big Tujunga Wash Bridge to
 Dunsmore Avenue Undercrossing**

**Project ID 0700020957
 Location: 07-LA-210-R9.7/R16.1
 Contract No. 07-288014
 Addendum 1**

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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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-Ora-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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REQUEST FOR LBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:
**Pinole Valley High School Detention Basin, Utilities and Paving
 Bid #3621377-01**

**West Contra Costa Unified School District
 BID DATE: September 25, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Materials Trucking, Construction Survey, SWPPP update, REAP's (Risk Level 2), Tree Pruning, Tree Protection, Underground Utilities, Gas Utilities, Site Electrical, Pre-Cast Concrete Structures, CIDH Piers, Cast-In-Place Concrete Retaining Wall, Street Sweeping, Chain Link Fencing, Hydroseeding, CL1 RCRA Soil Disposal, C12 non-RCRA Soil Disposal, C12 Soil Disposal, C13 Soil Disposal and Construction Materials

O.C. Jones & Sons, Inc.

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

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call O.C.J. for assistance with bonding, insurance, necessary equipment, material and/or supplies. O.C.J. is willing to breakout any portion of work to encourage LBE/DVBE Participation. Plans & Specs are available for viewing at our office.

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

**Route 580 – Rehab Bridges Deck Poly
 Caltrans Project #04-1A6714
 Bid Date: September 25, 2013 at 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.

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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**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

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