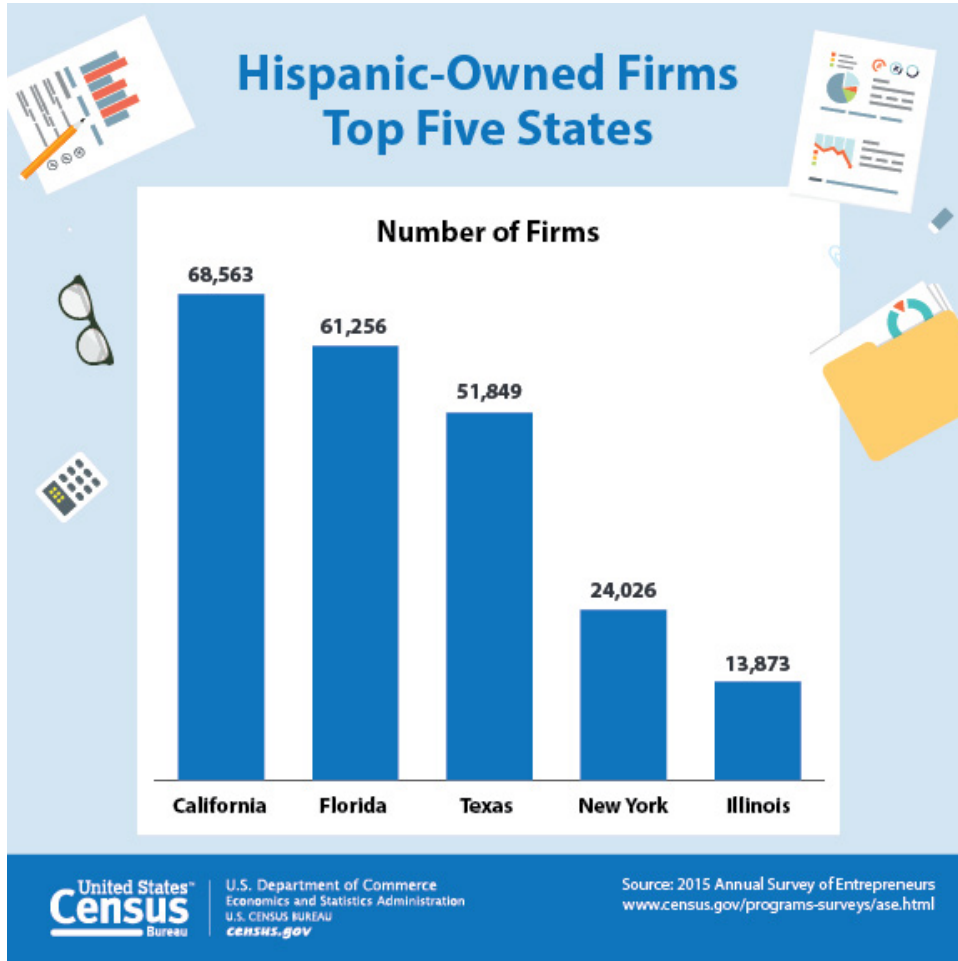


## MBDA Celebrates Hispanic Heritage Month 2018



The U.S. Department of Commerce, Minority Business Development Agency is proud to celebrate the history, culture, and contributions of Hispanic and Latino Americans as part of National Hispanic Heritage Month September 15 - October 15. This year's theme is "Hispanics: One Endless Voice to Enhance our Traditions".

In September 1968, Congress authorized President Lyndon B. Johnson to proclaim National Hispanic Heritage Week, observed during the week that included Sept. 15 and Sept. 16. In 1989, Congress expanded the observance to a month long celebration (Sept. 15-Oct. 15) of the culture and traditions of those who trace their roots to Spain, Mexico and the Spanish-speaking nations of Central America, South America, and the Caribbean.

Sept. 15 is the starting point for the celebration because it is the anniversary of the independence of five Latin American countries: Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. In addition, Mexico and Chile celebrate their independence days on Sept. 16 and Sept. 18, respectively.

### Did You Know?

**3.3 million**

Estimated number of Hispanic-owned firms nationally in 2012, up from 2.3 million or 46.3 percent from 2007.

**312,738**

The estimated number of Hispanic-owned employer firms nationally in 2015, up from 298,563 or 4.7 percent from 2014.

**\$61.2 billion**

The estimated sales/receipts reported by Hispanic employer firms owned by women in 2015. Male-owned Hispanic employer firms reported sales of \$264.2 billion.

**58.9 million**

The Hispanic population of the United States as of July 1, 2017, making people of Hispanic origin the nation's largest ethnic or racial minority. Hispanics constituted 18.1 percent of the nation's total population.

**10**

The number of states with a population of 1 million or more Hispanic residents in 2017 — Arizona, California, Colorado, Florida, Georgia, Illinois, New Jersey, New Mexico, New York, and Texas.

Source: 2012 Survey of Business Owners-Hispanic Owned Firms: 2012 and 2015 Annual Survey of Entrepreneurs Vintage 2017 Population Estimates

### 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  
Small Business Exchange  
weekly newspaper**



# California Sub-Bid Request Ads



## Fisher Development, Inc.

We are requesting bids from MEP Subcontractors for the design build of approximately 25,000 sq ft of existing office space for the **440 Turk Street project, Contract 10000009329**, for the San Francisco Department of Public Works. Construction is approximately from 12/15/18, complete 3/31/2019. Precon design responsibility begins immediately after award.

We are looking for subcontractors to fulfill the 30% Local Hire and 20% LBE participation requirements as part of our submission.

**Bids due: September 28, 2018 @ 2:00 PM**

### Fisher Development, Inc.

601 California Street, Suite 300  
San Francisco, CA 94108

Phone: 415-228-3060 / Fax: 415-228-3028

Interested bidders please contact Maria Juachon at mjuachon@fisherinc.com or call 415-228-3055.



## O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

Shoulder widening  
Hwy 175 Lake County  
Caltrans #01-0A0404

**BID DATE: September 27, 2018 @ 2:00 PM**

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

Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Flashing Beacon (Portable), Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling and Analysis, Temporary Erosion Control, Permanent Erosion Control Establishment Work, Sweeping, Water Quality Sampling & Analysis, Corrugated Steel Pipe, Relocate Mailbox, Rumble Strip, Treated Wood Waste, Clearing & Grubbing, Erosion Control, Compost, Wood Mulch, Geosynthetic Pavement Interlayer, Data Core, Tack Coat, Cold Plane AC, Structural Concrete, Bar Reinforcing Steel, Concrete Backfill, Underground, Rock Slope Protection, Fencing, Delineator, Pavement Markers, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Striping & Marking, Grinding, Biologist, Abandon Well and Construction Materials

### An Equal Opportunity Employer

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 or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

## BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS FROM ALL QUALIFIED SUBCONTRACTORS AND SUPPLIERS, INCLUDING BUT NOT LIMITED TO

**LSB, MBE/WBE FIRMS**

FOR THE FOLLOWING PROJECT:

**STATION EMERGENCY LIGHTING**

Contract No. 15II-120

**OWNER: San Francisco Bay Area Rapid Transit District (BART)**

**BID DATE/TIME:**

**Tuesday, October 9, 2018 at 2:00 PM**

Qualified Subcontractors and Suppliers, including, certified **LSB, MBE/WBE** firms, wanted for the following items, including, but not limited to:

**Seismic Calcs, Lighting Calcs, Disposal of Hazardous Materials, Hazardous Materials Abatement, Site Demolition, Fencing, Concrete, Rebar, Core Drilling, Masonry, Metal Framing, Metal Fabrication, Rough Carpentry, Modified Bitumen Roofing, Metal Doors and Hardware, Plaster/Gypsum, Tile, Ceiling, Flooring, Painting/Coating, Overhead Wayfinding, Instrumentation and Control, Plumbing/Piping, Electrical Testing, Battery Equipment/UPS, Battery Racks, Maintenance Bypass Cabinets, Distribution Panels, Electrical Cabinets and Enclosures, Lighting, Lighting Accessories, Emergency Lighting System, Fiber Optic/Communication**

Information regarding bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms.

Payment and Performance Bonds will be required for all Subcontracts of \$500,000.00 and above.

Plans and specs are available from Smartbidnet by contacting Lori Magruder at the number below or may also be viewed in our office, Monday – Friday between 7:00 am and 3:30 pm, by appointment.

You may also download plans and specifications directly from the BART Procurement Portal at: <https://suppliers.bart.gov/psp/BRFPV91/SUPPLIER/ERP/h/?tab=DEFAULT>

This project is subject to **Prevailing Wage and Certified Payroll Reporting**. All Subcontractors must be registered as a Public Works Contractor with the California Department of Industrial Relations (DIR) prior to submitting a bid.

For further information, please contact:

**Blocka Construction, Inc.,**  
4455 Enterprise Street, Fremont, CA 94538  
Contact: **Lori Magruder**

**lmagruder@blockainc.com**  
510-657-3686 – Office • 510-657-3688 – Fax

Please send quotes via email to:

**bids@blockainc.com**

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**  
- CA LICENSE NO. 679326

**CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following select DESIGN BUILD TRADES ONLY:**

Fire Sprinklers / Solar Hot Water

**735 DAVIS - DESIGN BUILD BID - SELECT TRADES**

**735 Davis St, San Francisco, CA 94111**

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

**BID DATE: 9/20/18 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

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

**CONTACT:**

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

**Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:**

**RP-1 1158 ZONE RECYCLED WATER PUMP STATION UPGRADES PROJECT**  
PROJECT NO. EN 14042

**Owner: Inland Empire Utilities Agency**

**Location: Ontario, CA**

**Bid Date: October 16, 2018 @ 2:00 P.M.**

**J.F. Shea Construction, Inc.**

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: **Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)**

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Miscellaneous Metals, Painting & Coatings, Equipment, Cathodic Protection, Electrical and Instrumentation

**Plans and Specifications:** Email your request to [nicole.uribe@jfshea.com](mailto:nicole.uribe@jfshea.com). Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder.

J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

**CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following select DESIGN BUILD TRADES ONLY:**

Fire Sprinklers / Solar Hot Water

**88 BROADWAY - DESIGN BUILD BID - SELECT TRADES**

**88 Broadway, San Francisco, CA 94111**

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

**BID DATE: 9/20/18 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

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

**CONTACT:**

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



# California Sub-Bid Request Ads



**INVITATION TO PREQUALIFY FOR CALIFORNIA STATE UNIVERSITY, FULLERTON TOCA 096 PROJECT**

**DUE DATE FOR PREQUALIFICATIONS**

Requesting completed prequalification forms from Subcontractors by Friday September 21, 2018

**OUTREACH REQUIREMENTS:**  
10% DVBE and 30% SBE

**PROJECT INFORMATION AND DESCRIPTION:**

CSUF TOCA 096 - ANTICIPATED PROJECT  
BID DATE: October 5th, 2018

**CSUF Natural Gas Line upgrades**

Estimated Budget: \$395,000

The new gas pipe routing will attempt to follow the path of the existing natural gas distribution network where possible. Underground lines will be replaced up to the existing building regulators. In addition, a number of the buildings will have new earthquake valves installed at their connection to the distribution piping to bring them up to code and gas meters will be provided at high usage buildings that the campus would like to monitor. Underground lines will be replaced on the east side of the campus from the end of the utility tunnel to serve Gerontology and Health Center and on the south side of the campus from the SoCalGas main meter. All natural gas pipe will be Medium Density Polyethylene (MDPE) pipe.

**TRADES:**

CSI Divisions 1 thru 32 Including but not limited to: Surveying, Abatement, Sawcutting, Demolition, Shoring, Electrical, Plumbing Site Utilities, Concrete, A.C. Paving, Misc. Metals, Signage, Landscape & Irrigation, Sheet Metal, Striping, Clean up.

**Required Submittals**

Completion of Swinerton Master Service Agreement (MSA)  
Swinerton Prequalification

Subcontractors are encouraged to begin the Swinerton Prequalification process at:  
<http://www.swinerton.com/subcontractors/subcontractor-prequal>

Prequalified Subcontractors will be eligible to bid the project.

**For additional information on prequalification, please contact:**

Veronica Miguel at [vmiguel@swinerton.com](mailto:vmiguel@swinerton.com) or 213.896.3439



**34 YEARS**

**1984 - 2018**

**TAFT ELECTRIC COMPANY**

1694 EASTMAN AVENUE, VENTURA, CA 93003 • Phone: (805) 642-0121 • Fax: (805) 644-1542  
Contact: Arnold Tostado • Email: [atostado@taftelectric.com](mailto:atostado@taftelectric.com)

Invites sub-bids from qualified DBE businesses for the following project:

**Agency: City of Los Angeles/Bureau of Street Lighting**  
**Replace street lighting system**  
**#L1649429**

**Federal-Aid Project Number: STPL-5006(860)**

**Location: Ventura Blvd from Amigo Ave to White Oak Ave & from Densmore Ave to Calhoun Ave.**

**BID DATE: October 3rd, 2018**

**Trades Seeking: Concrete Removal and Replacement of Concrete Sidewalks, Electrical Material**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer



## Maricopa Co., Arizona Sub-Bid Request Ad

**Project: Pima Freeway (SR 101) Interstate 17 to Pima Road**  
**Design and Construct General Purpose Lanes**  
**ADOT Project Number: 101-B-(213)S; TRACS Number: F012101C**  
**PLEASE SUBMIT PROPOSALS BY OCTOBER 1ST, 2018**  
**DBE Goal 8.35%**

The Department programmed amount for design and construction of this project is \$185,400,000. The proposed Design-Build project is in Maricopa County on SR 101L, from I-17 to Pima Road. The scope includes design and construction for new general purpose lanes on SR 101L in both travel directions. The work includes constructing pavement, structures, retaining walls, barrier, drainage, signing, pavement markings, street lighting, traffic signals, ITS, utilities relocation, landscape restoration, and AR-ACFC.

For the ADOT Design Concept Report (DCR) and RFP Specifications, please visit:  
<https://www.azdot.gov/business/ContractsandSpecifications/AdvertisedAlternativeDeliveryProjects>

**Please contact Coffman Ames Joint Venture to receive a sub-quote package when they become available.**

Coffman Ames Joint Venture is seeking quotes from small business enterprises, including certified DBE firms to perform work on the project, including, but not limited to, the following items of work:

- Removals
- Bridge Demo
- Traffic Control Services
- Pavement Markings
- Signs and Sign Structures
- Concrete Barrier Rail
- Noise Walls
- Reinforcing Steel
- Electrical and Lighting
- Drainage
- Erosion Control
- Landscaping
- Trucking
- Milling
- Asphalt Paving
- Saw and Seal Joints
- Slope Paving
- Drilled Shaft Foundations
- Aggregate and AC Bases
- Precast Girders
- Post Tensioning
- Concrete Curb and Gutter
- Fencing
- Guardrail
- Miscellaneous Metal
- Deck Joints
- Bearing Pads
- Painting
- Form-liners
- Concrete Pumping
- QC and Material Testing
- Surveying
- Site Biologist

Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. Coffman Ames Joint Venture will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance or advice with obtaining bonds, insurance, lines of credit, and equipment. Subcontractors must provide their AZ contractor's license number with their quote. DCR Plans and RFP Specifications are available at no cost to interested DBE firms from the ADOT website at the web address listed above. Confidential sub-quote bid packages will be available at no cost to interested DBE firms directly from Coffman Ames Joint Venture. You must have a valid AZ UTRACS registration. This project requires Certified Payroll. We are an EOE & seriously intend to negotiate with qualified firms.

**If you have questions, please email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com), or contact Ken Bruncker at (480) 368-5558 or Gus Rios at (858) 536-3100 x 266**



**COFFMAN SPECIALTIES, INC.**  
GENERAL AND ENGINEERING CONTRACTORS

9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)

# Step-by-Step Guide to Becoming a Contractor



Photo by Greyson Joralemon on Unsplash

*By Eric Weisbrot,*

The construction industry can be a smart place to build a long-lasting, profitable business for those who have the right experience and understanding of the field. Over the next five years, construction is slated to grow by 16%, giving individuals interested in becoming a contractor a clear path toward success. While the journey to becoming a contractor is not the same for everyone, there are similar steps that need to be followed to create a sustainable business. Here are the most important tasks to complete on the way to becoming a contractor in the construction business.

## 1 – Get the Right Education

Construction contractors are often viewed as blue-collar workers, requiring less formal education and industry experience than other business verticals. However, that perception is not based in reality. If becoming a contractor is on your agenda, you need to start by recognizing the education requirements needed for the job. For some, a more conventional route of training and education is followed, including two- or four-year college degrees in a related field. Earning a college degree in construction, business management, or even technology can offer a sturdy foundation of training which can be used to move a contractor business forward effectively.

For others, earning a college degree is neither a desire nor a need. Instead, gaining on-the-job training through various programs can be beneficial. Working as an apprentice for an experienced construction contractor offers invaluable real-world education to prospective contractors. Also, those who want to work with a specific type of construction, such as masonry, carpentry, or electrical and plumbing work, may opt to obtain

training through specialty courses instead of a full college degree.

## 2 – Gather Experience in the Industry

In addition to formal or on-the-job training, individuals who have a desire to become a licensed contractor need to gain experience in the industry. Working for a small or large construction company offers an opportunity to get acclimated with the types of projects and clients available, as well as insight into how business operations are run. The combination of this experience also helps build a strong resume which can be used to gain clients as a contractor on your own.

## 3 – Understand How to Be a Business Owner

Construction contractors are, at the core, business owners. While construction work may come naturally, it is common that business ownership and operation skills do not. However, spending time working with successful construction companies can be helpful in gaining this type of acumen for your own business. Also, potential contractors should work toward understanding the ins and outs of business management through business courses, offered both online and in-person from a variety of sources.

If business knowledge seems to be too much to handle, the good news is that advisors and professionals are willing and able to take on outsourced business requirements. These requirements may include financial management, recordkeeping, technology solutions, or personnel management.

## 4 – Recognize the Licensing and Legal Requirements

After you have gained valuable industry and business knowledge, the next step in becoming a con-

tractor is following through on licensing and legal requirements. First, each state has guidelines for how to become a contractor, including taking an exam, completing a background check, and showcasing skills gained from experience. Most states also require you to have a surety bond in place to help safeguard the clients who entrust their contracting work to you. Be sure to check with your state's licensing board or use this in-depth resource to determine what requirements are necessary for contractor licensing.

Finally, new contractors may also need to create a legal structure for their new business. There are several types of business structures available, each with advantages and drawbacks, so it may be helpful to speak with an accountant or tax adviser for direction on this front. Just like obtaining a contractor license, new contractors need to closely follow the guidelines for business operations based on state requirements from the start.

Becoming a licensed contractor can be a profitable endeavor for those who take the time to understand the process. Start with the right education and training, and follow up with acquiring valuable industry experience. Also be sure to know what it takes to be a business owner, including the legal requirements to operate in your state. Following these steps will ensure you are set-up for success as a construction contractor.

*Eric Weisbrot is the Chief Marketing Officer of JW Surety Bonds. With years of experience in the surety industry under several different roles within the company, he is also a contributing author to the surety bond blog.*

SOURCE: [www.jwsuretybonds.com](http://www.jwsuretybonds.com)