

SBE TODAY

SMALL BUSINESS EXCHANGE

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DIVERSITY IN ACTION -

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SCA 5 would repeal much of Prop. 209 anti-discrimination initiative



By Josephine Djuhana

A resolution that seeks to amend the California Constitution and undo the work of Proposition 209 for institutions of higher education is making its way through Sacramento and will likely be placed on the ballot in 2014.

SCA 5, authored by Sen. Ed Hernandez, D-West Covina, proposes "an amendment to the Constitution of the State, by amending Section 31 of Article I thereof, relating to public education." Recently re-referred to the Senate Committee on Elections and Constitutional Amendments after passing the Committee on Education, the resolution specifically exempts public education institutions of higher learning from the requirements of Proposition 209.

In other words, SCA 5 allows schools to use race, sex, color, ethnicity or national origin as a consideration for accepting students or hiring employees. Using such criteria currently is banned by Prop. 209, which voters passed in 1996.

Janet Chin, a media spokesperson for Sen. Hernandez's office in West Covina, told me the resolution would take steps to "ensure that universities reflect the diversity of the state." She said long-term benefits would include creating equal opportunity for all Californians by having a "well-trained, diverse workforce"

that is needed to compete in the global economy.

"Campuses have become less diverse" since Prop. 209 passed, Chin said. "Qualified individuals have been looked over." Since Prop. 209, she said, minorities have been "under-represented" in universities, and SCA 5 seeks to correct this error by securing the best and brightest students.

Prop. 209 and measures of merit

Ward Connerly, founder and chairman of the American Civil Rights Institute, told me Chin's reasoning was "nonsense." He sponsored Prop. 209.

"If they want the best and brightest, they will use merit," Connerly said of university admissions processes. "They have the right to do that right now, free of any race consideration or discrimination."

Connerly, a former University of California regent, highlighted higher education in the Golden State, starting with the UC system — in his words, "a very prized system" — which regularly secures the top 12.5 percent of students from California high schools. He also pointed to 23 campuses in the Cal State system, many of which, he said, were "equally as good as some UC campuses"; and to our community college system, with more than 100 college campuses across the state. "It defies logic," he said to me, "for anyone to say that anyone in California doesn't have a chance to get an education."

"We're a pluralistic society in California, probably the most on the planet," he said. "We have to learn to treat everybody equally and not allow anybody to have any preference from any public institutions. It's a mistake to now flirt with changing that and empowering public institutions to discriminate."

Prop. 209, said Connerly, was the product of a very contentious battle in the state back in 1996. The ballot measure explicitly denied public institutions, including state and local governments, as well as universities, colleges and schools, the ability to discriminate against or give "preferential treatment to any individual or group in public employment, public education, or public contracting on the basis of race, sex, color, ethnicity, or national origin."

The results of Prop. 209 were robust. In fact, minority graduation rates actually increased after Prop. 209 was implemented. The measure "led to a more efficient sorting of minority students" according to research by Duke University:

"To address the robustness of the positive effects on graduation and the role of matching, we analyze unique data for all applicants and enrollees within the University of California (UC) system before and after Prop 209. The positive Prop 209 effects on minority graduation rates persist, even after controlling for observed and unobserved qualifications of UC enrollees. We present evidence that certain institutions are better at graduating more-prepared students while other institutions are better at graduating less prepared students and that these matching effects are particularly important for the bottom tail of the qualification distribution."

The research also clearly demonstrated that students admitted with lower qualifications than their peers ended up learning less and had a drop out rate disproportionately higher than science majors.

"Sen. Hernandez is behind the times," said Connerly. "It's not forward-looking for him to inflict on the

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SMALL BUSINESS EXCHANGE

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With half a million businesses in our database, SBE is California's #1 source for diversity outreach.

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REQUESTS FOR BIDS & SUB-BIDS

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.

AN EQUAL OPPORTUNITY EMPLOYER.

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, ardx 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
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



A Joint Venture in Association with IANITY Lin

**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

REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers
For Construction of Magnolia Avenue/BNSF Railway Grade Separation
In the City of Riverside and Home Gardens area For the
County of Riverside Transportation Department
Project No.: B7-0784
DBE Goal: 2.9%
Bid Date: October 16, 2013 – 2:00 PM

Plans and Specifications are available for view at our main office in Riverside or May be purchased from the Transportation Department at: 3525 14th Street, Riverside, California 92501. (951) 955-6780.

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Water Pollution Control, 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 Plane Asphalt Concrete Pavement, Remove Concrete, Bridge Removal, Clearing and Grubbing, Remove Tree, Roadway Excavation, Lead Compliance Plan, Imported Borrow, MSE Walls, Temporary Shoring, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Slurry Seal, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Furnish & Drive Steel Pile, Noise Monitoring, CIDH Concrete Piling, Prestressing, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structural Concrete (Approach Slab), Structural Concrete (Barrier Slab), Architectural Treatment, Anti-Graffiti Coating, Decorative Tile, Minor Concrete, PTFE Bearing, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Masonry Walls, Structural Steel, Painting Structural Steel, Roadside Sign, Install Sign, Reinforced Concrete Pipe, Welded Steel Pipe Casing, RCP Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete (Structure), Rock Slope Protection Fabric, Isolation Casing, Miscellaneous Metal (Bridge), Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Wrought Iron Fence, Chain Link Railing, Metal Railing, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Pavement Marking, Traffic Stripe, Pavement Marker, Landscaping, Irrigation, Signal & Lighting, Lighting & Sign Illumination, Ductile Iron Pipe, Waterline, Fire Hydrant, Sewer Pipe

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE 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: jerome.dipadova@skanska.com

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



Project Name:
Hunter's View Phase II – Infrastructure
Location: San Francisco, California
Bid Date: October 24, 2013 @2pm
Pre-Bid Conference: October 10, 2013 @10am

Location: West Point Rd. Hunters View in San Francisco within the fenced construction site. Meet outside existing job trailer at the corner of West Point and Middle Point.

Cahill/Nibbi JV has been selected as the General Contractor for the Hunter's View Phase II Infrastructure project in San Francisco, CA. We are requesting bid proposals from qualified subcontractors including those certified with the Successor Agency to SFRA. Interested subcontractors will receive an email notification via NewForma to download bid documents in order to provide proposals no later than Thursday, October 24, 2013 @2:00pm. The project will consist of performing all building services and utility infrastructure work for Phase II. Work includes, but is not limited to demolition of building slabs and foundations, earthwork and shoring, security, survey, joint trench, site utilities and exterior improvements such as landscape, asphalt and concrete paving. The Successor Agency to SFRA participation goal has been established for this project at 50% for SBE Subcontractors and we highly encourage all certified firms MBE, WBE, SBE and LBES to bid.

For information regarding this project please contact Alan Holmberg via email at alanh@nibbi.com

To obtain bid and contract documents please email Kristin Medwick at kristinm@nibbi.com.

FAX OR EMAIL PROPOSALS TO:
NIBBI BROTHERS GENERAL CONTRACTORS
Fax: 415-241-2951 / Email: bids@nibbi.com.



Current and On-going procurement opportunities for the Expo II Project are Available through the project procurement website:

<https://partners.myskanska.com/usa/clients/buildexpo/Expo2/Outreach/Lists/Bidding%20Opportunities/Bids%20Due.aspx>

Bid Packages Currently available are:
 Signage & graphics,
 Flatwork – City of LA, AC Paving,
 Floor & Wall tile,
 Bike Racks/Lockers,
 Permanent Striping & signs

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site.

If you need assistance, please contact **Christine Burton at 310-500-1466.**
 SBE and DBE certified firms are encouraged to participate.

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 is an Equal Opportunity Employer

REQUESTS FOR BIDS & SUB-BIDS

REQUESTING SUB-BIDS

From All Qualified Disadvantaged Business Enterprises (DBE) and other Small Businesses (SBE, WBE, MBE, VOSB, Other) Subcontractors/Sub-consultants/Suppliers/Vendors registered as a DBE or small business for:

**Clay Street/Union Pacific Railroad Grade Separation Project
Project No. B7-0753**

Owner: County of Riverside Transportation Department

Reyes Construction is requesting bids for: (Subcontractors) Asphalt Concrete, Bar Reinforcing, Cement Treated Base, Deck Seal (waterproofing), Demolition, Dewatering, Drainage Structures, Excavation, Fencing, Geomembrane Waterproofing, Landscape and Irrigation, Metal Railing, Minor Concrete, Pre-Cast Girders, Railroad Truck, Shoring, Sign Structure, Signage, Storm Drain Pipe, Striping, Traffic Control, Traffic Signals, Trucking (Suppliers): Aggregate Products, Geotextiles, Miscellaneous Metals, Plastic Pipe, Pre-cast Concrete, Ready Mix Concrete, Reinforced Concrete Pipe, Traffic Control Materials.

BID DATE: October 16, 2013 @ 2:00 pm

Reyes Construction, Inc.
State License Number 507561

1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Estimating Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds,

Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

1.) <http://www.bidmail.com/Sublogin.aspx> (To request an invite please email estimating@reyesconstruction.com)

2.) Plans and Specifications may be obtained for a fee from Riverside County Transportation Department at 3525 14th Street, Riverside, CA 92501. Attn: Joel Jimenez (951) 955-6780

Please fax quotes to: 909.622.3053

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:
**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

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

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latest SBE Newspaper and
SBE Newsletter**

SCA 5 would repeal much of Prop. 209

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people of California another meaningless battle."

Striving for diversity doesn't solve the problem

Heather Mac Donald, a senior fellow at the Manhattan Institute, told me the UC system has "already been violating the spirit of Prop. 209 by importing obvious surrogates for race into its so-called 'holistic' admissions process." The Hernandez bill, she said, would simply "open the floodgates of blatant racial references once again and allow UC to discriminate without apology."

"There are high quality students that are not getting into these schools because there is already an informal quota," she said.

The Fisher v. University of Texas at Austin case brought national attention to similar issues. The Supreme Court recently decided in a 7-1 ruling that the federal appeals court was wrong to dismiss Abigail Noel Fisher's case, in which she argued that the University of Texas illegally discriminated against her because of her race.

The ruling written by Justice Anthony Kennedy essentially stated that diversity must not be an ultimately deciding factor in university admissions processes. "The reviewing court must ultimately be satisfied that no workable race-neutral alternatives would produce the educational benefits of diversity," Kennedy wrote.

"Attaining diversity for its own sake is a nonstarter," wrote Justice Clarence Thomas in his concurring opinion. "The pursuit of diversity as an end is nothing more than impermissible 'racial balancing.'"

The San Francisco-based Asian American Legal Foundation, in their amicus brief filing for the Fisher case, underscored the problems with having such racial quotas. Asians, they write, have "historically been, and continue to be, denied access to public schools due to overt racial and ethnic prejudice as well as ostensibly well-intentioned 'diversity' programs such as the program at issue here." The brief went on to explain:

"UT Austin is engaged in racial balancing without any remedial purpose. It is similarly denying applicants access solely because they are of the 'wrong' race or ethnicity. And it is proclaiming that its good faith should excuse the fact that it is trammeling on applicants' civil rights."

The same is essentially happening in California's higher education system behind closed doors.

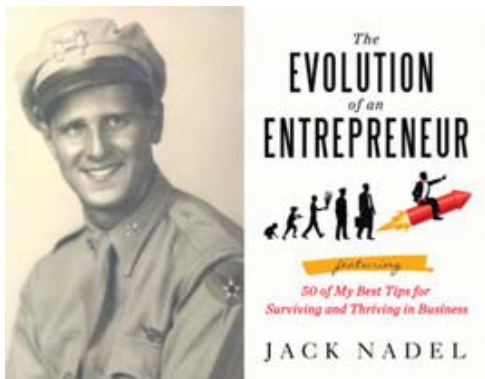
In regards to admissions, Ward Connelly echoed the majority opinion of the Supreme Court and said officers must "use neutral measures first" and "exhaust all avenues of race neutrality" before considering employing policies of racial preferences.

But exempting universities, colleges and schools from the requirements of Prop. 209 would do exactly the opposite.

Connerly and other critics insist that SCA 5 would create the framework for an even broader scope of racial discrimination against qualified students, regardless of their achievements or merit.

Source: 2013 Cal Watchdog

Tomorrow, Sept. 25th: "The Evolution of an Entrepreneur" Jack Nadel, Decorated WWII Veteran Entrepreneur & Award-Winning Author



Jack is determined to make a difference for fellow veteran entrepreneurs. He has pledged to directly support U.S. veterans through sharing his insights and tips, as well as, a gifted copy of his award-winning book through his Veteran Gifting Program.

Connect to webinar at: <https://connect16.uc.att.com/sba/meet/?ExEventID=84148387>

NOTES: Webinars are online and via telephone and allow two-way communication between presenter and attendee. You will be asked to input your name and email address then AT&T Teleconference program will request a phone number to call you.

Webinar participants will be able to ask Jack questions directly over the phone and/or through text messaging.

Jack Nadel has been an international entrepreneur for nearly seven decades—and has made a healthy profit every single one of those years. He founded, acquired, and operated more than a dozen companies worldwide that produced hundreds of new products, thousands of jobs, and millions of dollars in profits, including Jack Nadel International, a global leader in the specialty advertising and marketing industry. Each one of his business transactions has been an adventure he's loved.

From this broad and solid foundation of experience, Nadel—a decorated WWII veteran—has authored a number of popular business books including, *The Evolution of an Entrepreneur*, winner of five Global Ebook Awards including three Gold Awards for Best in Business, Leadership and Careers/Employment, written with the purpose of assisting entrepreneurs with attaining greater business success.

In addition to his commercial enterprises and writing career, Nadel has lectured at several colleges and universities, developed his own targeted thinking methodology for entrepreneurs called The Nadel Method, and for several years hosted his own television show, *Out of the Box with Jack Nadel*. Though insisting that he has retired, at age 89 Nadel continues to share his

expertise and wisdom mentoring future business leaders and entrepreneurs, including through regular article contributions to The Huffington Post and on his blog. Determined to make a difference for fellow veteran entrepreneurs, Nadel has pledged to directly support U.S. veterans with a gifted copy of his award-winning book through his Veteran Gifting Program.

During WWII, Jack Nadel flew 27 missions over Japan as an Air Force B-29 navigator and was decorated with the Distinguished Flying Cross and the Air Medal with 4 Oak Leaf Clusters. Shortly after the war, he began his international business ventures, many of which included conducting business with Japan. In 1988, he was appointed by President Reagan to serve on the Presidential Trade Mission to Japan.

September 25th (10am to 11am PST)

Connect to webinar at: <https://connect16.uc.att.com/sba/meet/?ExEventID=84148387> **NOTES:** Webinars are online and via telephone and allow two-way communication between presenter and attendee. You will be asked to input your name and email address then AT&T Teleconference program will request a phone number to call you. Webinar participants will be able to ask Jack questions directly over the phone and/or through text messaging.

2013 Summer Speaker Series Overview

The Summer Speaker Series features a variety of topics presented by: successful veteran entrepreneurs, lending and industry experts, government small business advisors, higher education program directors and non-profit executives who will speak on their subject matter expertise – all of them focusing on aspiring and existing veteran business owners.

Aspiring and existing veteran business owners around Southern California are invited to participate in the Summer Speaker Series via webinar. This webinar series is also open to all veteran and military technical assistant providers who would like to learn about various veteran business resources.

Here are the excellent presenters the SBA has partnered with:

- Rita Mitchell, Wells Fargo (June 5 - SBA Loan Program & Access to Capital)
- Tina Kapral, Institute of Veterans and Military Families at Syracuse University/UCLA

Anderson School of Business (June 12 – Veteran Business Education)

- Larry Broughton, former Special Forces, Speaker, Author, Entrepreneur (June 19 – Motivational Speaker)
- Noah Harris, Veteran Business Outreach Center (June 26 – Veteran Business Technical Assistance)
- Derek Overbey, VerticalResponse (July 10 – Social Media)
- Jeff Estep, Heritage Global (July 17 - Portrait of a Veteran Business Owner and Related Stories)
- Debbie Cabreira-Johnson, LA County and SBA Procurement Technical Assistance Center (July 24 – Government Contracting Assistance)
- Bob Carstens & Jack Lance, Financialsoft/Profit Mastery (July 31 – Understanding Your Financial Performance)
- Pam Smith-Cressel, General Services Administration (August 7 – Government Contracting)
- Susan Lamping, CDC Small Business Finance (August 14 – Access to Capital)
- Vic Scimo, FranNet of Southern California (August 21 – Veteran Friendly Franchising)
- Mark Steiner, MA Steiner Construction (August 28 – Veteran Business Owner and Success Story)
- Jack Nadel, WWII Veteran Entrepreneur, Business Author (Sept 25 - The Evolution of an Entrepreneur)

Source: U.S. Small Business Administration

