

SBE TODAY

SMALL BUSINESS EXCHANGE

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DIVERSITY IN ACTION -

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Event Explores Leadership Strategies for Small Businesses and Franchise Companies



manding 33 percent of the business coaching and consulting franchise market in North America.

With more than 300 coaches collectively nationwide, both coaching brands are looking to expand their networks into new markets across the United States. Those interested in becoming a coach should visit <http://www.advicoach.com/join-our-team.aspx> or www.theentrepreneursource.com to learn about the franchise opportunity.

For more information regarding coaching support from Advicoach or The Entrepreneur's Source, visit <http://www.advicoach.com/> or <http://www.EntrepreneursSource.com/>.

About The Entrepreneur's Source(R)

The Entrepreneur's Source is North America's leading career and franchise Business Coaching Company dedicated to the entrepreneur, with more than 230 offices in the United States and Canada. Dominating the \$1.5 billion Business Coaching/Consulting franchise market in North America, the company offers a full range of services to individuals seeking alternate career options and to franchise businesses looking to increase performance. For more information about The Entrepreneur's Source, please visit <http://www.EntrepreneursSource.com/>.

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14th Annual Advicoach(R) and The Entrepreneur's Source(R) Conference Examines Leadership Approaches That Will Inspire Teams and Drive Revenue-Producing Result

With business owners and employees alike facing constant uncertainty, the nation's top business coaching professionals and franchise industry executives will gather September 29-October 3 at the 14th Annual Advicoach(R) and The Entrepreneur's Source(R) Conference. The event explores simple, highly-effective leadership strategies that will empower small businesses and franchise companies to grow more efficiently, thus stimulating the economy and job growth.

Marking what will be the industry's largest exclusive gathering of franchise executives and business coaching professionals in North America, the franchise expo is hosted by Advicoach and The Entrepreneur's Source. The companies respectively lead the nation in small business coaching and career and franchise business coaching services. The expo showcases a wide range of the fastest-growing franchises and business opportunities and features a keynote speech by David Mead, who works with Simon Sinek, the author of *"Start with Why: How Great Leaders Inspire Everyone to Take Action."*

"When I founded The Entrepreneur's Source 30 years ago, I started by asking

myself: what do I believe about helping people achieve their dreams? The answer was simple -- I found that 75 percent of the adult population had a desire to control their own destiny, yet there were only a small percentage of people who were ready, willing and able. The 'why' of our vision was clear then, and it's even clearer now: we believe in helping individuals and businesses explore possibilities, evaluate options and reach their dreams. Our conference provides a prime opportunity to foster game-changing ideas and strategies that will help individuals achieve their dreams and drive the engine of small-business growth," said Terry Powell, CEO of Advicoach and CEO and founder of The Entrepreneur's Source.

Among the industry and coaching executives are coaches from Advicoach and The Entrepreneur's Source. They attend the annual conference, held at Fort Lauderdale's Marriott Harbor Beach Resort & Spa, to discuss business strategies that will help propel their clients forward and stay informed on the many franchise and business models available.

During the networking event, coaches set the foundation for lasting relationships with prominent franchise brands.

Today, Advicoach and The Entrepreneur's Source dominate the \$1.5 billion business coaching market with a com-

SMALL BUSINESS EXCHANGE

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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

REQUEST FOR DBE SUBCONTRACTORS
 AND SUPPLIERS FOR:

**Hwy 128 Roadway and Slope, Booneville
 Caltrans #01-476604**

BID DATE: October 8, 2013 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Temporary Erosion Control, Sweeping, Water Quality Sampling & Analysis, Biologist, Natural Resource Protection Plan, Destroy Well, Adjust Utilities to Grade, Cold Plane AC, Clearing & Grubbing, Develop Water Supply, Structure Excavation, Structure Backfill, Planting, Erosion Control, Hydroseed, Rumble Strip, AC Dike, Tack Coat, Ground Anchor, Minor Concrete, Bar Reinforcing Steel, Structural Shotcrete, Roadside Signs, Rock Slope Protection, Misc. Iron & Steel, Fencing, Delineator, Marker, Striping & Marking, Temporary Active Treatment System and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone:

510-526-3424 • FAX: 510-526-0990

Contact: Dan Palmer

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 break-out 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.

We are requesting bid quotations from all
 DVBE, SBE, CBE, WBE, & MBE
 Subcontractors and Suppliers for the following:

**Project: Monroe Community Wellness Center
 9119 Haskell Avenue, North Hills, CA 91343**

Description: Design-Build, New 1-story building.
 Wood frame structure. Approximately 13,600 SF.

- Prevailing Wage
- Local hiring requirements

Bid Due Date: October 18, 2013 at 2pm

Pankow

Contact: **Monica Jimenez (626) 304-1190**

199 S. Los Robles, Suite 300 • Pasadena, CA. 91101

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors for:

RFP No – 90146

**Consulting and Quality Assurance Oversight Services for Financial and
 Human Resources Management Systems Replacement**

Los Angeles Department of Water & Power

Bid Deadline: October 3, 2013 by 2:00pm

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, please contact our office.

Schafer Consulting

34179 Golden Lantern #105, Dana Point, CA 92629 • Phone: 949-388-4577 • Fax: : 949-284-4008

Contact Person: Nancy Schafer • Email address: nschafer@schaferconsult.com

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 and SBE Newsletter**

REQUESTS FOR BIDS & SUB-BIDS



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.

Sukut Construction, LLC

Is requesting sub-bids/supplier quotes from qualified SBE, VSBE, MBE, WBE, DVBE, LBE, and OBE Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work:

Subcontractors

Electrical, Electrical Trenching, Rail Installation, Asphalt Paving, Concrete Paving, Concrete Curb & Gutter, Demolition, Structural Steel Erection, Fence and Barriers, Painting, Striping, Hazardous Material Removal, Reinforcing Steel, Survey

Vendors

Reinforced Concrete Pipe, PVC Pipe, Ductile Iron Pipe & Fittings, Ready Mix Concrete, Aggregates, K Rail, Misc. Metal, Pre-Fab Buildings, Pre-Fab Canopy, Signs, Trucking, Temporary Offices, Geotextiles, Pre-Cast Concrete Vaults, CPM Scheduling, SWPPP

HARBOR DEPARTMENT of the CITY OF LOS ANGELES

Port of Los Angeles

Berths 142-143 Backland Improvements

San Pedro, CA

Specification No. 2756

BID DATE October 15, 2013 @ 2:45 p.m.

Sub & Vendor Bids Due Prior



Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Steve Reiser

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available from owner and for viewing at our office – please call for an appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award. **Sukut Construction, LLC is an Equal Opportunity Employer**



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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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

Event Explores Leadership Strategies

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About AdviCoach(R)

With more than 25-years of experience in business coaching, AdviCoach(R) is the premier source for business coaching and advisory services customized for small to mid-size businesses (SMBs). The AdviCoach business model is designed to empower SMB owners to increase the productivity and value of their businesses through unique coaching methodologies and the deployment of "Rapid Impact Strategies," ultimately reaching long-term Income, Lifestyle, Wealth, and Equity goals. Part of Franchise Source Brands International(TM), AdviCoach and its sister company The Entrepreneur's Source dominate the \$1.5 billion industry with a commanding 33 percent of the business coaching and consulting franchise market in North America. For further information, visit <http://www.advicoach.com/>.

Source: GlobeNewswire

Significant choice and lower than expected premiums available in the new Health Insurance Marketplace

A new report released today by the Department of Health and Human Services (HHS) finds that in state after state, consumers will see increased competition in the Health Insurance Marketplace, leading to new and affordable choices for consumers. According to the report, consumers will be able to choose from an average of 53 health plans in the Marketplace, and the vast majority of consumers will have a choice of at least two different health insurance companies - usually more. Premiums nationwide will also be around 16 percent lower than originally expected - with about 95 percent of eligible uninsured live in states with lower than expected premiums - before taking into account financial assistance.

"We are excited to see that rates in the Marketplace are even lower than originally projected," said Secretary Sebelius. "In the past, consumers were too often denied or priced-out of quality health insurance options, but thanks to the Affordable Care Act consumers will be able to choose from a number of new coverage options at a price that is affordable."

In less than a week, the new Marketplace will be open for business where millions of Americans can shop for and purchase health insurance coverage in one place. Consumers will be able to find out whether they qualify for premium assistance and compare plans side-by-side based on pricing, quality and benefits. No one can be denied coverage because of a preexisting condition. October 1 marks the beginning of a six-month long open enrollment period that runs through March 2014. Coverage begins as early as January 1, or in as little as 100 days from today.

Today's report finds that individuals in the 36 states where HHS will fully or partly run the Marketplace will have an average of 53 qualified health plan choices. Plans in the Marketplace will be categorized as either "gold," "silver," or "bronze," depending on the share of costs covered. Young adults will also have the option of purchasing a "catastrophic" plan, increasing their number of choices to 57 on average. About 95 percent of consumers will have a choice of two or more health insurance issuers, often many more. About 1 in 4 of these insurance companies is offering health plans in the individual market for the first time in 2014, a sign of healthy competition.

The report also gives an overview of pricing and the number of coverage options across the nation. It finds that the average premium nationally for the second lowest cost silver plan will be \$328 before tax credits, or 16 percent below projections based off of Congressional Budget Office estimates. About 95 percent of uninsured people eligible for the Marketplace live in a

ON AVERAGE
53
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HealthCare.gov

state where their average premium is lower than projections. And states with the lowest premiums have more than twice the number of insurance companies offering plans than states with the highest premiums.

Premium and plan options are broken down by state where information is available. For example, the report shows that a 27-year old living in Dallas who makes \$25,000 per year will pay \$74 per month for the lowest cost bronze plan and \$139 per month for the lowest cost silver plan, taking into account tax credits. And he or she will be able to choose from among 43 qualified health plans. For a family of four in Dallas with an income of \$50,000 per year, the lowest bronze plan would cost only \$26 per month, taking into account tax credits. The majority (around 6 out of 10) of the people uninsured today will be able to find coverage for \$100 or less per month in the Marketplace, taking into account premium tax credits and Medicaid coverage.

Consumers can get help finding Marketplace coverage through a number of different resources. They can get more information through HealthCare.gov, or cuidadodesalud.gov. Consumers can participate

in online web chats or call 1-800-318-2596 toll free (TTY: 1-855-889-4325) to speak with trained customer service representatives, with translation services available in 150 languages. Community health centers, Navigators and other assisters are available in local communities to provide in-person help with coverage choices. Local libraries will help consumers learn about their options and hundreds of Champions for Coverage, which are public and private organizations all across the country, are helping people learn about their options and enroll in affordable coverage.

To read the report on health insurance rates, visit: http://aspe.hhs.gov/health/reports/2013/MarketplacePremiums/ib_marketplace_premiums.cfm.

To view the data on rates released today, visit: http://aspe.hhs.gov/health/reports/2013/MarketplacePremiums/datasheet_home.cfm.

To become a Champion for Coverage, visit: <http://marketplace.cms.gov/help-us/champion.html>.

Source: U.S. Department of Health & Human Services