

# SBE TODAY

**SMALL BUSINESS EXCHANGE**

Volume 29, Edition 66 - September 30, 2013

DIVERSITY IN ACTION -

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## Search Begins for Top Leaders of the Purpose Economy

### Imperative and CSRwire launch campaign to identify the top 100 leaders of the new Economy

Imperative and CSRwire today announced the search for the top 100 leaders of the Purpose Economy. Their Purpose Economy 100 campaign will seek out the corporate, academic and policy leaders whose work underscores 'purpose' as the next driver of the global economy. The two organizations have issued a call to action for the public to nominate these 100 leaders who will be vetted, profiled and announced in 2014. Nominations are now being accepted at [imperative.com/pe100](http://imperative.com/pe100).

"The Information Economy was pioneered by the likes of David Packard, Mitch Kapor and Bill Gates. Now, a new group of pioneers are emerging to create new social and economic value around the world," said Aaron Hurst, CEO of Imperative and author of The Purpose Economy. "We are thrilled to be working with CSRwire to highlight the new extraordinary corporate, academic and policy leaders who are leading this transformation of our economy,"

The Purpose Economy 100 campaign will accept nominations throughout the month of October. Leaders that make the Purpose Economy 100 list will be unveiled on [PurposeEconomy.com](http://PurposeEconomy.com) in January and then profiled in depth on CSRwire and their partners throughout 2014. The unveiling of the Purpose Economy 100 will coincide with the release of The Purpose Economy in 2014. This week the beta version of the book

was distributed to over 1500 key thought leaders to solicit new feedback and examples from across sectors.

Aaron Hurst is a globally recognized social entrepreneur and authority on social innovation, as well as a close advisor to a number of global brands, and frequent speaker and writer on the development of the Purpose Economy. He founded and now serves as a senior advisor to the Taproot Foundation, where he was the catalyst and lead architect in developing the \$15 billion pro bono service market. The nephew of economist Marc Porat who coined the term "Information Economy," Aaron began his career in Silicon Valley developing the precursors to social media. He is a graduate of the University of Michigan.

His organization, Imperative, is powering the rise of the Purpose Economy and enabling individuals, organizations and markets to thrive in it. Alongside a strong partnership with thought-leading organizations from Etsy to Elance, Imperative is developing the first online purpose platform for discovering, activating and growing purpose.

CSRwire is a digital media platform for the latest news, views and reports in corporate social responsibility and sustainability. Founded in 1999, CSRwire is based in Springfield, Massachusetts.

**Continued on page 5**

*The*  
**PURPOSE ECONOMY**  
100

In partnership with **CSRwire**<sup>®</sup>  
The Corporate Social Responsibility NewsWire

*Enabling Self-Expression, Community and Impact*  
*Who are the top pioneers of the new economy?*

**SMALL BUSINESS EXCHANGE**

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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 Gilroy at Various Locations from 0.2 Mile North of Bella Vista Lane to 0.2 Mile East of Watsonville Road**

**Caltrans Contract No. 04-2A2504**

**Federal Aid Project HSSTP-S152(080)E**

**Engineer Estimate: \$14,100 - 700 Working Days**

**Goal: DBE 11%**

**Bids: October 8, 2013 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to)** Oils (Prime & Tack), Construction Area Signs, Traffic Control, Cold Plane, Demolition of Concrete Barrier, Clear & Grub, Erosion Control, AC Dike, Reinforcing Steel, Signs Roadside, Object Marker, MBGR, Concrete Barrier, Thermoplastic and Painted Traffic Stripe & Marking, Temporary Signal Systems, Message Signs Modify, SWPPP Planning, Trucker, Soil Nails, Shotcrete, Underground, Rumble Strip, Painting & Staining Concrete (Anti-Graffiti).

**Scope of Work:** Roadway for realignment, and construct retaining walls.

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/](http://www.dot.ca.gov/hq/esc/oe/). Contact John Pitsch 925-606-2400 [john.pitsch@rgwconstruction.com](mailto:john.pitsch@rgwconstruction.com) for 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

## 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](mailto: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

## 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](mailto: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

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

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**For Construction on State Highway in Riverside County in and near Coachella from  
 S. Junction Route 86S to 0.5 mile East of Coachella Canal Bridge  
 District 08 on Route 10  
 Contract No.: 08-OK2304  
 DBE Goal: 9%  
 Bid Date: October 3, 2013 – 2:00PM**

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website:  
[http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

**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 Area Sign, Type III Barricade, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Roadside Signs, Remove Concrete, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Roadside Signs, Install Sign, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Alternative Flared End Section, Rock Slope Protection, Rock Slope Protection Fabric, Miscellaneous Metal, Crash Cushion, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker

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  
 Hamied.Kazerooni@skanska.com

### 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](mailto: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**

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

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).

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](mailto:nschafer@schaferconsult.com)

# 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.

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**Skanska Estimating Dept:**

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

Email: jerome.dipadova@skanska.com

## SKANSKA

Sub-Bids Requested From Qualified DBE  
 Subcontractors & Suppliers

**Salt Creek Bridge Replacement  
 Caltrans Contract No.: 08-449104**

**District 08 on Route 111**

**DBE Goal: 12%**

**Bid Date: October 10, 2013 – 2:00PM**

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: [http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

**Quotes requested for contractors, suppliers and service providers include, but are not limited to:** asphalt concrete material & paving, bridge removal, fencing, imported borrow, reinforcing steel, traffic control system, AC Dike, Aggregate base, Biologist monitoring, CIDH piling, Concrete Barrier, construction area signs, Erosion Control, Fish protection, Hydro-seeding, Isolation Casing, Joint Seal, Metal beam guard rail, Minor concrete, Precast Girders, Roadway Excavation, Rock Slope protection, Steel Bridge Railing, Storm drainage, Structure excavation, Temporary & permanent striping, Temporary signal system, Trucking, Waterproofing

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.

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**Skanska Estimating Dept:**

1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360, Fax: (951) 788-2449

Email: Tom.Evans@skanska.com

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# Latina Hurdles Obstacles, Climbs to top of Business World



Sharlene Ramos-Chesnes

**By: Alberto Betancourt, Press Secretary**

Sharlene Ramos-Chesnes has faced many challenges in her life. She is the youngest of six siblings and was born in the west-side of Cleveland, a place she said back then was known as “little Puerto Rico.” Her parents migrated to the U.S. in the early 1950’s from Yauco, Puerto Rico and was raised by her mother Elba, who became a single-mom when Ramos-Chesnes was two-years-old.

In her home they spoke Spanish. In fact, her entire community spoke Spanish. She said she only ate Hispanic food; spoke Spanish at church and the stores she bought from were all Hispanic-owned. It wasn’t until she left for college that she actually ate something other than Hispanic food.

Starting from humble beginnings did not deter Ramos-Chesnes and now, as CEO for all of the InterChez family of companies, she leads a large and fast growing organization that offers direct and integrated supply chain and logistics solutions both nationally and internationally.

“It was great to live within my culture here in the U.S.,” she said. “But it was also inspiring to see what my mom and grandparents endured when learning English by watching television in order to find work.”

She especially attributes her passion and driving spirit to her mother.

“I grew up with a strong matriarch role-model,” she said. “I watched her work full time while also raising six children by herself. She truly is my inspiration who makes me continue to do better.”

Today, she’s channeled the strength of her past and guides the InterChez companies with her husband Mark. InterChez is comprised of several specialized operating units: InterChez Logistics Systems that provides mid-market consumers an affordable logistics alternative; InterChez Global Services, a premium freight-forwarding company that provides complete supply-chain solutions to mid-market clients and is distinguished by its international emphasis. Under Global Services, InterChez also offers translation and interpretation services in over 150 languages and dialects.

InterChez Technologies is a diverse and integrated company consisting of five complementary services: advanced audio/visual for commercial and residential applications, telecommunications, data networking, application development, and web design. Entering its thirteenth year in business, the companies employ over 40 full-time employees in Ohio and Michigan.

InterChez is a client of the Cleveland MBDA Business Center. Earlier this year her InterChez team visited the Center to discuss a strategy to grow their company by 50 percent, but needed financial assistance to do so. The Cleveland MBDA Center conducted a financial assessment and identified potential investors from their pool of financial partners. As a result, InterChez was connected with KeyBank and was able to secure a \$1 million line of credit with KeyBank in March, 2013.

The MBDA Business Center continued to support Ramos-Chesnes and her business after the initial deal was done. She called them to ask information about Dartmouth College’s Amos Tuck School of Business Minority Executive Program. After a conversation with the Center’s director about why she was interested in the program and the value it would bring to her business and community, the MBDA Business Center decided to sponsor her attendance. She graduated from the program in May, 2013.

Grateful for what the center has done for her company, Ramos-Chesnes is exploring ways to partner with them to give back to the local business community.

“MBDA has done so much for us that we wanted to find a way to see what we could do for them,” she said. “So, now we’re looking at developing an international program with them where we can come in and speak with other groups who plan on conducting international business. We want to mentor on what the best practices are, like the importance of having a language part to the plan and the requirements needed for the different countries they may be interested in conducting business in.”

Still, with all the success of her business, Ramos-Chesnes never forgets her Hispanic cultural roots and is constantly finding ways to mentor others.

“We as business owners must give back—we must teach the younger generation what it takes to get to where we are,” she said. “I had great community role models. I learned then that we must work together. And that it’s ‘not a color issue—but a business issue.’”

She recognizes that although she’s managed many a “first” in a business world tailored for men, there are times she still endures the stereotypes given to a woman—a Hispanic woman.

But those grains of salt won’t stop her. This “Orgullo Hispano” hopes one day, when people talk about her legacy, they’ll say: “Sharlene wasn’t afraid to take on a challenge. And she always remembered to give back to her community.”

**Website:** <http://www.mbda.gov>

**Source:** The Minority Business Development Agency (MBDA)

## Top Leaders of the Purpose Economy

■ Continued from page 1

Nominations for the Purpose Economy 100 are now being captured at [imperative.com/pe100](http://imperative.com/pe100), which will be live through October 2013. It is possible to learn more about the Purpose Economy at [purposeeconomy.com](http://purposeeconomy.com) and Imperative’s work at [imperative.com](http://imperative.com).

**Source:** CSRwire, LLC. All Rights Reserved.

### Social Media

@Imperative

@CSRwire

@PurposeEconomy

@Aaron\_Hurst

## What Is A Small Business?

According to the Small Business Administration, a small business is one that’s independently owned and operated, is organized for profit and is not dominant in its field. So what does small mean? The SBA says it can be as large as 500 employees. Or as large as 1,500. Wait, what?

It turns out how big a small business can be changed to reflect . And it can depend on the company’s average number of employees (over the preceding 12 months) or on sales volume (averaged over three years). For example:

- **Manufacturing** — Maximum number of employees may range from 500 to 1,500, depending on the type of product manufactured.
- **Wholesaling** — Maximum number of employees may range from 100 to 500, depending on the particular product being provided.
- **Services** — Annual receipts may not exceed \$2.5 million to \$21.5 million, depending on the particular service being provided.
- **Retailing** — Annual receipts may not exceed \$5 million to \$21 million, depending on the particular product being provided.
- **General and heavy construction** — General construction annual receipts may not exceed \$13.5 million to \$17 million, depending on the type of construction.
- **Special trade construction (like plumbing and painting)** — Annual receipts may not exceed \$7 million.
- **Agriculture** — Annual receipts may not exceed \$500,000 to \$9 million, depending on the agricultural product.