

5 Key Questions to Ask Yourself if You Plan to Start a Business



Photo credit: pixabay.com

By Marco Carbajo,

Starting a business takes planning, making important financial decisions, and completing a series of legal activities. You will need to set goals, put plans into action, assess your progress, make necessary adjustments and grow your business.

There are plenty of things that every business needs to do to get off the ground. So, here are five key questions to ask yourself as you plan to start a business.

1) Do I have what it takes to make it as a business owner?

Before you start a business, you should be able to answer a few very important questions. What product or service are you offering? What makes your product or service different from everyone else? Who is your ideal customer? How does your product benefit them? Answering these key questions will help define your business identity.

Once you identify your business identity it's important to remember, success in business requires passion, a lot of hard work, staying power and drive. According to Elizabeth Wilson of Entrepreneur Magazine, while some 40 million businesses are started each year, only 350,000 break out of the pack and begin growing and making money.

2) What is my niche and who is my target customer?

Before you start a business it's key to know who your paying customer is going to be. You may have a great product idea that people need, but that is not enough to break through. You need to solve a problem that people want a solution for, and more importantly are willing to pay for.

Don't get trapped into the mindset that if you don't offer everything, you'll miss out on customers. Offering everything doesn't mean that every person will buy your products or services.

Find your niche and identify your target market. A niche is a specialized product or service you offer to your ideal customer. Your target market is the ideal client looking for what you have to offer.

3) Who will be on my team to help with my new business?

Starting and growing a business requires more than going at it alone. It takes a team to build a successful business and it's just as important as developing your product. Even if you plan to be a sole proprietor, you can benefit incredibly from creating an outside support team to keep you focused and on track.

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Contact Info:

795 Folsom Street, 1st Flr, Room 1124
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California Sub-Bid Request Ads



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P.O. BOX 100 • Folsom, CA 95763
Phone: (916) 351-0457 • Fax: (916) 351-1674
Estimator: Jim Hunt - jimh@srco.com

Sub-Bids Requested From MBE, DBE, WBE Subcontractors & Suppliers for:

Owner: County of Sacramento - Public Works & Infrastructure Agency - Department of Transportation
McKenzie Road Bridge Replacement Over Laguna Creek
Contract # 4369

Location: Sacramento County, McKenzie Rd App 1 mile S of Arno Road over Laguna Creek
BID DATE: October 25, 2018 @ 2:00 PM

Trades Solicited:

	<u>NAICS</u>
SAND & GRAVEL	21232
ASPHALT	32412
PILINGS	23593
CONCRETE & CEMENT	32731 32733
REINFORCING BAR SECTION	42151
LUMBER	42131 44411
FENCING	23411 23599
GUARD RAILINGS & BARRIERS	23411 23571
CONSTRUCTION AREA SIGNS	23531
REMOVE BRIDGE ITEM	23412
CLEARING & GRUBBING	23411 23499
DEVELOP WATER SUPPLY	22131 23411 23491
ROADWAY EXCAVATION	23593
STRUCTURE EXCAVATION	23412 23593
STRUCTURE BACKFILL	23412 23593
DITCHES EXCAVATION	23411 23593
IMPORTED BORROW	23411
AGGREGATE BASE	23411
PAVEMENT REINFORCING FABRIC	23411
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CAST-IN-DRILLED-HOLE CONCRETE PILING	23411 23412
REINFORCING STEEL	23411 23412 33231
ROADSIDE SIGN	23411 23599
FENCING	23411 23599
OBJECT MARKER	23411
CONCRETE BARRIER	23411 23571
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If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

CAHILL CONTRACTORS LLC

requests bids from Certified SBE, LBE, MBE, WBE
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Tower Crane / Personnel Hoist

MISSION BAY BLOCK 6W - EARLY TRADES
691 China Basin Street, San Francisco, CA 94158

This is an OCII project with construction workforce and prevailing wage requirements.

BID DATE: 10/23/18 @ 12 PM

Voluntary Pre-bid Meeting: 10/9/18 @ 3 PM,
Mission Creek Senior Community
225 Berry Street, San Francisco, CA 94158

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **JIM YACKLEY**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

CALTRANS ROUTE 185 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY

**IN AND NEAR SAN LEANDRO, FROM ORA
LOMA DITCH TO HESPERIAN BOULEVARD**
Contract No. 04-1K3404, Disabled Veteran
Business Enterprise Goal Assigned is 5 %

OWNER:

STATE OF CALIFORNIA

DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: OCTOBER 9, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled
Veteran Business Enterprises, for the following types of
work and supplies/materials including but not limited to:

**CONSTRUCTION AREA SIGNS, CRACK SEALING,
ELECTRICAL, MINOR CONCRETE, STRIPING,
SWPPP/WATER POLLUTION CONTROL PLAN
PREPARATION, TRAFFIC CONTROL SYSTEMS,
TRUCKING, WATER TRUCKS, STREET SWEEP-
ING, HOT MIX ASPHALT (TYPE A) MATERIAL,
RUBBERIZED HMA (GAP GRADE) MATERIAL,
ASPHALT OIL.**

Plans and specifications may be reviewed at our offices
located at 11555 Dublin Boulevard, Dublin, CA or 7700
College Town Drive, Sacramento, CA, or at your local
Builders Exchange, or reviewed and downloaded from
the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://desilvagates.com) and password is [f7pa55wd](ftp://desilvagates.com)) or from the
Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DVBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DVBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.



California Sub-Bid Request Ads



Graniterock

5225 Hellyer Avenue, Suite #220
 San Jose, CA 95138
 Phone (408) 574-1400 Fax (408) 365-9548
 Contact: Bryan Jones
 Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED DBE Firms SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

Light Rail Track Intrusion Prevention Contract C18099F
Owner: Santa Clara Valley Transportation Authority
Engineers' Estimate: \$3,500,000.
BID DATE: October 11, 2018 @ 2:00 PM

Items of work include but are not limited to: Traffic Control, Remove Striping & Markings, Concrete Barrier Wall, Slurry Seal, Chain Link Fence & Swing Gate, Metal Picket Fence & Sliding Gate, Signs, Striping & Markings, Electrical, Irrigation and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer



Kiewit

Kiewit Infrastructure West Co.
 4650 Business Center Drive Fairfield, CA 94534
 Attn: Victor Molina · norcal.bids@kiewit.com
 Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction of Walerga Road Over Dry Creek Bridge Replacement Project.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

Walerga Road Bridge Replacement Project
Contract No. 000988
Federal-Aid Project: TCSP-E2CA(018)
Owner: County of Placer
Bid Date: November 1, 2018 at 11:00 A.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

AC Paving, Aggregates, Bat and Bird Exclusion Device, CIDH Piling, Clear and Grub, Cold Plane AC Pavement/Dike, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Concrete Washouts, Concrete Accessories, Concrete Staining, Bridge Railing, Block & Rock Wall, Demo, Earthwork, Erosion Control, Fencing & Gates, Field Office, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Guardrail, K-rail, Hydro-seed, Joint Seal, Landscaping, Minor Concrete, Misc. Metals, Pavement Markings, Piping and Valves, Polyester Concrete Overlay, Precast Concrete, Prepare Bridge Deck Surface, Rock Slope Protection, Sawcutting, Signage, Structural Concrete, SWPPP, Survey, Traffic Control, Tree Removal, Trucking & Hauling, Sweeping, Water Trucks.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due
October 26, 2018 and Quotes
NO LATER THAN October 30, 2018 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Davis-Bacon Act Applies
 Buy America Requirements Apply
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 DIR # 1000001147



Kiewit

Kiewit Infrastructure West Co.
 4650 Business Center Drive Fairfield, CA 94534
 Attn: Victor Molina · norcal.bids@kiewit.com
 Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction on State Highway in Modoc County near Adin at Butte Creek Bridge and at Ash Creek Bridge Project.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

SR-299 Modoc County Bridges Project
Contract No. 02-4F2104
Federal-Aid Project: ACSB1ST-P299(204)E
Owner: Caltrans
Bid Date: October 11, 2018 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

AC Paving, Aggregate Supply and Install, Bridge Removal, Bat and Bird Exclusion Device, CIDH Piling, Clear and Grub, Cold Plane AC Pavement, Concrete Barriers, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Concrete Washouts, Concrete Formliners, Concrete Staining, Crash Cushions, Bridge Railing, Earthwork, Erosion Control, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Guardrail, K-rail, Hydroseed, Joint Seal, Message Signs, Minor Concrete, Misc. Metals, Pavement Markings, Polyester Concrete Overlay, Precast Concrete, Prepare Bridge Deck Surface, Remove/Relocate/Install Sign Structures, Roadside Signs, Structural Shotcrete, Traffic Control, SWPPP, Survey, Biologist, Noise Monitoring, Environmental Compliance, Trucking & Hauling, Sweeping, Water Trucks.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due
October 5, 2018 and
Quotes NO LATER THAN October 10, 2018 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

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California Sub-Bid Request Ads

TAFT ELECTRIC COMPANY
 1694 EASTMAN AVENUE, VENTURA, CA 93003
 Phone: (805) 642-0121 • Fax: (805) 644-1542

Contact: Arnold Tostado • Email: atostado@taftelectric.com

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

Agency: The City of Palmdale
Upgrade Existing Un-Signalized Crosswalks with Ladder Style Crosswalk, Markings, Striping, & Signage and ADA Curb Ramp Construction HISPL-5378(043)

Location: City of Palmdale, CA
BID DATE: October 23, 2018

Trades Seeking: Traffic Control, Stripers, Concrete

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

Project: State Hwy Santa Ana-Anaheim Grand Ave
Project # 12-0C8904

OWNER: CALTRANS – DBE GOAL 13%

BID DATE: OCTOBER 18TH, 2018 BID TIME: 2:00 P.M.

****Please respond by 5:00 p.m., OCTOBER 17TH, 2018****

Coffman Specialties, Inc. (CSI) is requesting quotes from all qualified subcontractors and suppliers for the following items of work, including but not limited to:

- TRUCKING, BASES ASPHALT
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK / GRADING / ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- CONCRETE SAW & SEALING
- STREET SWEEPING
- DISPOSAL OF SOILS, PAVEMENTS & DEBRIS
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- AGGREGATE SUPPLY / AGGREGATE BASE
- CONCRETE BARRIER

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 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, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advise with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies.

****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

**Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



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



SKANSKA • TRAYLOR • SHEA

Skanska-Traylor-Shea JV of 5055 Wilshire Blvd, Suite 700, Los Angeles, CA requests sub-bid quotes from certified DBE's for Tunnel Gyroscopic Surveys (RFP No 072WS) and Concrete Masonry Unit (RFP No 059WS) on the Westside Subway Extension Section 1 project. Owner: LACMTA (Metro). Contract No. C1045 Bid Date: Oct 19, 2018 at 2:00pm.

Plans & Specs can be viewed at our office Monday - Friday 8am to 4pm (call for appointment) or downloaded free at:

072WS Tunnel Gyroscopic Surveys: <https://skanskausa.sharefile.com/ii/a3bb60da43d421ca>

059WS Concrete Masonry Unit: <https://skanskausa.sharefile.com/ii/5b738f3b9bf4e80a>

Should you have any questions or desire to quote on this project, please contact Teresa Maxwell, DBE Coordinator at 213.598.2237 or teresa.maxwell@skanska.com. Assistance in bonding, insurance, lines of credit or obtaining equipment, supplies and materials is available upon request. This advertisement is in response to Metro's DBE program. Skanska-Traylor-Shea JV intends to conduct itself in good faith with DBE firms regarding participation on this project. More info about this project is available at www.skanska-traylor-shea.com.

Skanska-Traylor-Shea JV is an EEO/AA/Vet/Disability Employer.



Proven Management, Inc.
 225 3rd Street, Oakland, CA 94607
 Phone: 510-671-0000 • Fax: 510-671-1000

PMI is requesting proposals/quotes from all qualified & certified Small & Disadvantaged Business Enterprises (SBE & DBE) subcontractors, material suppliers, and truckers for the following project:

L TARAVAL IMPROVEMENT PROJECT
SF ZOO TO SUNSET BOULEVARD, SF
SFMTA Contract No. 1306

Bids: 11/14/2018 @ 3 pm

10% SBE; 5% DBE; 5% WBE Participation Goals

Sitework; Demo; Temp Tree & Plant Protection; De-watering; Excavation Support Systems; Earthwork; Trenching & Backfill; AC Planing & Paving; Concrete Paving; Unit Pavers; Portland Cement Concrete Paving; Reinforced Concrete Pipes; Water Utility Distribution Piping; Polyethylene Encasement of Ductile Iron Pipe & Fittings; Repair & Replacement of Side Sewers for Water Work; Cured-in-Place Pipe for Water Work; Sewerage Systems; Tree Removal & Stump Grinding; Decorative Mosaic Tile; Site Furnishings; Planting; Volumetric Boulders; Concrete Reinforcement; Drilled Concrete Anchors; CIP Concrete; CIP for Sewer Work; Special Paving Area – Etched Text; Misc Metals; Handrails & Barrier Railings; Tapered Steel Trolley Poles & Accessories; Special Trackwork; Rail Welding; CIP Detectable Surface Tiles; Anti-Graffiti Coating; Painting & Coatings; Platform ADA Signage; Cathodic Protection; Electrical; Raceways; Wire & Cable; Traction Power Cable; Pull Boxes; Traffic Signals; Street Lighting; Overhead Contact System

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE & DBE certified suppliers, subcontractors, and truckers. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE & DBE firms. PMI is signatory to the Operating Engineers, Carpenters & Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

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Designers And Architects - Are Aesthetics More Important Than Practicalities

By David Andrew Smith,

As a cleaning company we get called in to carry out builders cleans on new builds and refurbishments. Time and time again what we see is that the designer has had something built, laid or put in place solely on the grounds that it looks good with no regard as to how it will stand up to use or the practicalities of trying to keep it clean and looking good. They produce their design, see it through to the finish and then walk away. Only later does it become apparent that it is completely impractical from a cleaning point of view but they do not seem to learn from their mistakes because the same ones keep being repeated.

Let us take some classic examples. Car showrooms are a prime example. Car dealers require a nice environment to show off their brand new cars. So what do you need? A large rectangular space in which to fit the cars. Large windows so that the cars can be viewed easily by passers by. Clean freshly painted walls with some nice pictures placed strategically. A potted plant or two. Modern desks for the sales people. Some colourful stands advertising the products interspersed between the cars. All pretty standard and nothing exceptional to allow the designer to soar into the realms of artistry. One thing however is missing from this list and that is the flooring. Now it is here that the designer has something to get their teeth into. What do they come up with?

Bright, shiny, white or cream floors in ceramic tiles. This is really good, because the light coloured shiny floors set the cars off really well because the majority of them are in relatively dark colours. So in the building or refurbishment programme this is the type of flooring detailed and once laid and cleaned it looks marvellous. Then they start to bring the cars in and the customers walk in and then the trouble starts. Invariably the

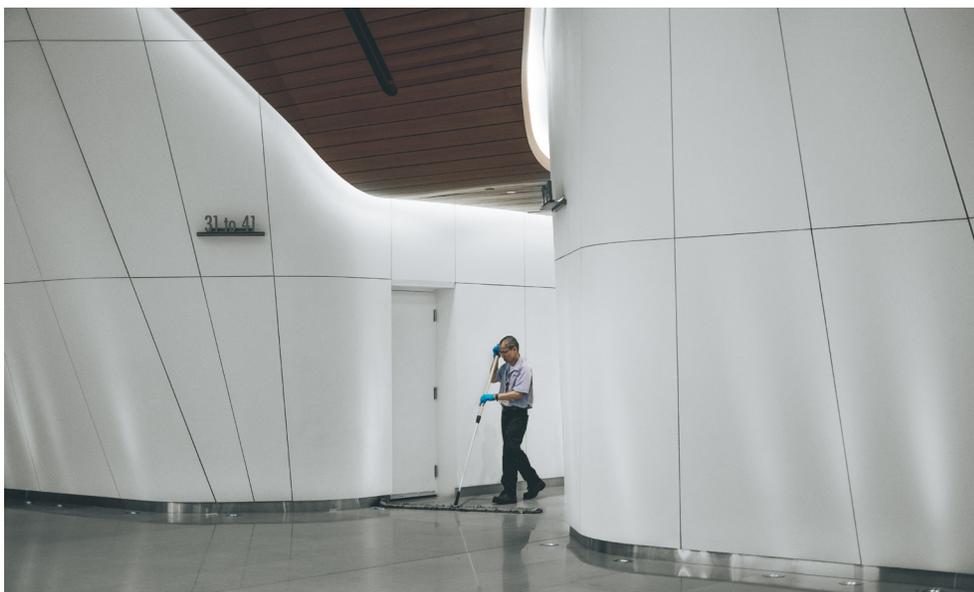


Photo by Verne Ho on Unsplash

cleaners are blamed for not cleaning properly. The tiles are smeary, or the tyre marks are not being removed, water marks are being left and so the complaints go on.

What is actually happening is that oil and fuel spillages occur, even small amounts are sufficient to create problems. Tyre marks are left on the tiles and new tyres are coated with a resin to make them look shiny and clean and small amounts of this are deposited onto the floor.

Normal cleaning fluids will not remove these completely and they will become spread over all the tiles in time by the mopping or other cleaning process employed. So tyre impressions and footmarks will be clearly visible even after cleaning. The only answer is to clean with a scrubber and a degreasing solution. However this adds consid-

erably to the cost of cleaning the showroom and most garages are not willing to pay this additional sum so they continue to blame the cleaners.

It could be easily solved if patterned tiles were used which would disguise these impressions and then normal mopping and cleaning would be sufficient followed every three months or so by a scrub with degreasing solution.

Have garages or designers twigged this yet? No, because plain tiles have continued to be used in showrooms up to the present day.

SOURCE:

<http://www.articlesphere.com/Article/Designers-And-Architects---Are-Aesthetics-More-Important-Than-Practicalities/4321>

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You'll also need to pull together a team of people as you set up and launch your business. These will be people that are needed to set up and run a business such as a lawyer, accountant, sales rep, web developer, marketing agency, etc.

Each of these people on your team brings something different to the table, it's essential that you listen to their advice on what needs to be done. Having a team you can trust is crucial to the success of your business. Getting the right advice can save you from making costly mistakes now and in the future.

4) What amount of funding do I need to start?

Starting a new business doesn't have to require a great deal of funding if you decide to bootstrap. However, it will involve some initial investment to cover startup costs. The key here is to work through your options and determine how much business funding you will need to cover not only your startup costs but also ongoing expenses before you are generating a profit.

Once you have an estimate in mind, there are a number of ways you can fund your startup, including business credit cards, lines of credit, vendor credit, a business loan, etc. You may find that a combination of these sources listed may work best.

5) What business structure should I choose?

The business entity you select will impact various factors from your business name, to your liability, to how you file your taxes. It's essential to choose the right business structure when starting a business. Once you choose your business structure, you'll also need to get a tax identification number and file for the necessary licenses and permits.

For additional information, be sure to check out the SBA's business guide which outlines ten steps to start your business.

SOURCE: www.sba.gov



California Sub-Bid Request Ads

Turner Construction Company
Request for Qualification (RFQ) and Invitation to Bid (ITB)
RFQ/Bid Period: September 25, 2018 – October 16, 2018

Turner Construction Company (Turner) is seeking qualified Subcontractors for the following Public Works project:

Skyline College
Bid No. 86735
Boiler Plant Project

Turner has been awarded this project for a new 1,500 GSF CMU boiler plant will be located within an existing parking lot at the South end of Skyline College campus. The boiler plant will replace the existing boiler plant located in Building 1 and will serve the whole campus. Construction is scheduled to start early 4th quarter 2018 with completion in the middle of 2nd quarter 2019.

Only those Subcontractors who meet pre-qualification criteria and are deemed pre-qualified to perform work on their respective trades will be invited to submit a bid. Trade Subcontractors who are not pre-qualified will not be allowed to bid the project and their bids will be deemed non-responsive. Prequalification packages are encouraged to be submitted prior to bid or as soon as possible.

Turner is seeking RFQs and Bids for the following trade packages:

TRADE PACKAGE DESCRIPTION	EST. VALUE
<input type="checkbox"/> Selective Demo & Abatement	\$ 20,000
<input type="checkbox"/> Grading & Paving	\$40,000
<input type="checkbox"/> Site Utilities	\$ 200,000
<input type="checkbox"/> Site Concrete & Structural Concrete	\$160,000
<input type="checkbox"/> Masonry	\$125,000
<input type="checkbox"/> Structural Steel, Metal Decking & Misc Metals	\$75,000
<input type="checkbox"/> Roofing/Waterproofing	\$65,000
<input type="checkbox"/> Coiling Doors	\$15,000
<input type="checkbox"/> Painting	\$5,000

Prequalification: For information on how to Pre-Qualify with Turner, please contact Brittany Azevedo at 510.267.8231 or bazevedo@tcco.com.

Prevailing Wage: Pursuant to Labor Code Sections 1726-1861, et seq., including without limitation Labor Code Sections 1813 & 1776. Minimum wage rate for this project must comply with the current Highest General Prevailing Wage as determined by the State Department of Industrial Relations.

This is a Labor Agreement Project: This project is subject to the terms of the Program Stabilization Agreement (PLA) executed between the San Mateo County Community College District and the San Mateo County Buildings and Trades Council. Copies of the PLA are available on the District's Web at: <http://www.smccd.edu/facilities/community/>.

Plans and Specifications: Plans, Specifications, Requirements, and other job documents will be available August 6, 2018. Please go to <https://www.dropbox.com/sh/ggju4lsyca1rrq/AACUMYc5DC0BD8YKRmsY3w-Ja?dl=0> to access the documents.

Requests for Information: Pre-Bid Requests for Information (RFIs) are due Tuesday, October 9th.

Emailed, faxed, or hand delivered bids are due no later than 2:00 p.m., TUESDAY, October 16, 2018.

EMAIL TO: avalencia@tcco.com
 FAX TO: 510-267-8214
 HAND DELIVER TO:
 Attn: Ana Valencia
 300 Frank H. Ogawa Plaza, Suite 510
 Oakland, CA 94612

Request For Qualified DBE Subcontractors, Consultants and Suppliers For:

Caltrans Contract 03-3F5504
Replace Timber Fender System Surrounding Piers 6 and 7
In Yolo and Sacramento Counties in West Sacramento and Sacramento at
Sacramento River Bridge (Tower Bridge)
Revised Bid Date: October 16, 2018 at 2:00 PM

Requesting quotes for but not limited to:

Lead Compliance Plan, Prepare Water Pollution Control Program, Natural Resource Protection Plan, Fiberglass Reinforced Grating, Furnish Steel Pipe Piling, Structural Steel (Bridge), Plastic Lumber, Miscellaneous Metal (Bridge), Electrical Work Materials & Supplies.

CEC is willing to breakout any portion of work to encourage DBE participation. Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from the Caltrans Website:
<http://www.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

California Engineering Contractors, Inc.
 20 Happy Valley Road, Pleasanton, CA 94566
 Phone (925) 461-1500 Fax (925) 461-0510
 Email: estimator@cecmain.com • Estimator-Jeff Hollfelder

AN EQUAL OPPORTUNITY EMPLOYER

nibbi

Project Name: 1990 Folsom DIV 1-48
Location: San Francisco, California
Bid Date: October 25, 2018 @2:00pm
Pre-Bid Conference: October 10, 2018 @ 1pm
Nibbi Office: 1000 Brannan Street, Suite 102, SF

Labor Requirements: Prevailing Wage

Project Schedule: February 2019 to December 2020

Nibbi Brothers has been selected as the General Contractor for the 1990 Folsom Street project in San Francisco. We are in receipt of the Bid Set and are currently requesting bid proposals from qualified subcontractors including those certified with SLBE's for DIV 1-48. **The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%.** For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Mr. Ian Fernando at (415) 581-2307 or ian.fernando@sfgov.org at the City and County of San Francisco Contract Monitoring Division. 1990 Folsom consists of a new 8-story Type I mixed-use building will provide commercial arts oriented PDR space, childcare space, and residential services on the first floor. Above floors consist of seven stories of family housing within the main building and three stories of type V wood-frame construction consisting of 6 townhomes above a concrete podium. Outdoor spaces are provided on the ground, second floor podium, eighth floor and roof.

TO OBTAIN BID DOCUMENTS PLEASE
 CONTACT KEVIN YOUNG,
 PRECON & ESTIMATING COORDINATOR
 VIA EMAIL, KEVIN@NIBBI.COM.
 FOR SPECIFIC QUESTIONS REGARDING
 THIS PROJECT, PLEASE EMAIL NOE VALENZUELA,
NOEV@NIBBI.COM.



JAMES E. ROBERTS-OBAYASHI CORP.
 20 Oak Court, Danville, CA 94526
 925-820-0600 FAX 925-820-1993

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

SomCan - Improvement of Tenants
Project Loc.: 1036 Mission Street - Ground Floor
San Francisco, CA 94103
Bid Date: Thursday, October 25, 2018 at 5:00 p.m.
Start Date: December 3, 2018 (Duration 6 weeks)
Contact: Chuck Kaplan - chuckk@jerocorp.com

This project consists of an improvement of tenants this is a prevailing wage project. **SBE/LBE/MBE/WBES** is encouraged to bid. Local **SBE/LBE** goals apply this project also has local hiring requirements.

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