



"The Making of a City" - fresco by Diego Rivera, San Francisco Art Institute 1931

THE BUILDING OF AMERICA TODAY

We offer 21st century solutions to enhance
your good faith efforts in building DBE capacity

SMALL BUSINESS EXCHANGE

SBE – The Leader in Diversity Outreach

Our national infrastructure needs to be rebuilt in order for our economy to recover and grow. Highways, airports and transit systems are the byways of commerce. The task to repair and build bridges, roads and runways is our opportunity to work together in communities and regions that are in need of infrastructure improvements. The spirit of the times, call for cooperation and sharing of common resources to bring about the revitalization of a nation.

SBE offers compliance solutions in accordance with federal regulations 49 CFR Part 26, mandating 10% goals for Disadvantaged Business Enterprises (DBE) participation in all DOT funded projects, specifically requiring good faith efforts in outreach to DBEs and sub-contracting opportunities offered in a timely manner to allow bids from certified DBEs.

Since 1984, SBE has been part of the information highway, providing accurate and timely bid information to certified disadvantaged business enterprises (DBEs) in the public construction industry.

Over the past 27 years, SBE has witnessed and assisted in the growth of a generation of DBEs through our publishing requests for bids, subcontracting opportunities and through the continual attention and advocacy to the issues concerning DBEs. We have also provided business advice and informational seminars on business practices, including finance. Building businesses from the disadvantaged communities is our greater purpose.

Today, SBE is widely acknowledged to be the leader and the professional standard in providing diversity outreach and subcontracting opportunities to the DBE communities in the nation. With a comprehensive database of thousands of certified DBEs, SBE is positioned to deliver strategic information to the targeted audiences.



SBE would like to be your DBE partner in all your DBE good faith efforts. We have the experience, the expertise and the system in place that provides the highest standard of performance, effectiveness and documentation of all good faith activities. We deliver results!



Growing DBE Businesses

Established in 1984, SBE is a DBE owned and operated business information resource for small Asian, Black, Hispanic woman and disabled veteran-owned businesses. Gerald W. Johnson and his wife Valerie Voorhies, founders of Small Business Exchange (SBE), have been working for over two decades to provide these businesses with the most powerful tools available — accurate, up-to-date information about contract opportunities in the public and private marketplaces. SBE also provides legislative, financial, purchasing and marketing information, helping to create links between buyer and seller. Buyers can access a 1.5 million+ diversity business database and entrust SBE with outreach compliance and meeting supplier diversity goals.

SBE DBE Services:

✓ Diversity Outreach Services

Matching of buyer and seller
Integrated print, electronic and digital telemarketing information system
Full Reporting and Documentation

✓ SBE Database of 50,000 certified DBEs in 50 states

SBE imports certified DBEs listings from the SBA, DOT State and local agencies on a regular basis, ensuring the most up-to-date information on certified DBEs.

www.sbeinc.com

✓ Our website is where the most current bid information is made available to our DBEs. Our archive of articles and bid information is an important resource for business development.

SBE Newspapers

✓ SBE publishes three newspapers, SBE weekly, and two monthlies: Louisiana Business Journal and Western Business Exchange, covering Construction opportunities in the western states including Alaska.

SBE Weekly E-Newsletter

✓ SBE Today is a twice weekly newsletter that is distributed via email to targeted 10,000 DBEs, agencies and primes.

Advertising in SBE publications

✓ Public Notices Request for Sub-Bids

Overall DBE Goal Setting Consultation

✓ Utilizing our 50,000+ DBE database, SBE can help identify prospective DBEs in trades, supplies & services within a given geographical area that will determine availability of DBEs to bid.

Events Production, Marketing & On-line Registration

✓ SBE can help produce "Meet & Greets" online or in person. Bidders Lists History - Short description of the service.

SBE DBE Directory

✓ SBE DBE Directory helps DBE firms market themselves to prime contractors, highlighting each company's expertise, experience on similar projects, insurance coverage and business philosophy. It is provided to prospective contractors bidding on segments of a project, as well as to city, state and federal agencies.



SBE provides the following services in fulfillment of the Guidelines Concerning Good Faith Efforts as set forth in Appendix A to 49 CFR Part 26:

I. DBE Program Consultation on Overall Goal Setting

To provide information concerning the availability of DBEs, the effects of discrimination on opportunities for DBEs and to help efforts to establish a level playing field for the participation of DBEs.

Database Analysis of DBE availability with reference to industry, location, size of business, bonding capacity, and 30 other fields in each entry. SBE Legacy Database is 27 years old, contains over 50,000 certified DBEs and is used daily to fulfill good faith efforts of hundreds of prime contractors. SBE imports certified DBEs from DOT funded state agencies, SBE 8(a) program and many other certifying agencies on a regular basis.

IV.A. Soliciting through all reasonable and available means (attendance at pre-bid meetings, advertising and or written notices) the interest of all certified DBEs who have the capability to perform the work of the contract. The bidder must solicit this interest within sufficient time to allow the DBEs to respond to the solicitation. The bidder must determine with certainty if the DBEs are interested by taking appropriate steps to follow up initial solicitations.

SBE publishes a weekly newspaper, with a print and electronic circulation of 25,000, in addition to website updates and listings, weekly e-newsletter, daily fax transmissions, email blasts, and telephone call center.

IV. C. Providing interested DBEs with adequate information about the plans, specifications and requirements of the contract in a timely manner to assist them in responding to a solicitation.

SBE will publish a link to all bidding information that the prime contractor posts on the internet.

IV. F. Making efforts to assist interested DBEs in obtaining bonding, lines of credit or insurance as required by the recipient or contractor.

SBE has developed relationships with numerous financial institutions, bonding and insurance companies in Community Reinvestment activities.

IV. G. Making efforts to assist interested DBEs in obtaining necessary equipment, supplies, materials and related assistance or services.

SBE Database can provide listings of DBEs that can provide such goods and services.

IV. H. Effectively using the services of available minority/women community organizations, minority contractors groups, local, state and Federal minority/women business assistance offices, and other organizations as allowed on a case-by-case basis to provide assistance in the recruitment and placement of DBEs.

SBE Database includes over 1.5 million contacts, including minority/women/veteran community organizations and minority contractors groups, local, state, and Federal minority/women business assistance offices and other organizations gathered over the course of 27 years. Constant updating of the database is a daily function.



Our B2B database creates a bridge to opportunity

Our legacy database contains the profiles of companies throughout the nation.

The database includes both certified small minority, woman, disadvantaged, and disabled veteran businesses and businesses that are potentially certifiable. Each business record contains 35+ fields of information including contact information, certifications, business SIC/NAIC codes, and much more. SBE imports businesses from multiple nationwide sources including SBA CCR, State DOT DBE's, over 60 city and state universities, and businesses certified by many local agencies.

GOOD FAITH & BEYOND

Diversity Outreach & Subcontracting Opportunities

SBE, in accordance with 49 CFR Part 26, is positioned to assist companies to enhance their good faith efforts and to strengthen their compliance with subcontracting plans.

SBE's unique business database provides a central location for disadvantaged, minority, woman, disabled-veteran and other small businesses.

ONE LOCATION...

Thousands of Certified Businesses

- SBE imports State DOT DBE's (nationwide)
- SBE imports US SBA "CCR" listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies

SBE IS AN OUTREACH STANDARD!

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

SUB-BID REQUEST ADVERTISEMENTS

Place a Sub-Bid Request Ad in an SBE trade and focus publication:

- Small Business Exchange Weekly Newspaper*
- SBE Today Newsletter
- SBE Website www.sbeinc.com
- Ad placement services in local print publications as required

*Adjudicated newspaper of general circulation by the Superior Court of the City & County of San Francisco

TARGETED MAILING/FAXING/EMAILING

- By focus group, industry type(s), certification and other requirements
- Complete logs

TELEPHONE FOLLOW-UP

- Script tailored to project needs, four standard or individualized questions
- Interested companies directed to bidder.

COMPUTER-GENERATED REPORTS

- Full documentation, tailored to agency requirements

CONTACT US TODAY

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SBE is a certified DBE - CA UCP Firm #5988

SMALL BUSINESS EXCHANGE



28 YEARS OF LEADERSHIP

2009

Bay Area Contract Compliance Officers Association -
25 Years of Service to the Women and Minority
Business Community

2007

National Assn. of Minority Contractors of Southern
CA - Minority Business Advocate
of the Year

2005

U.S. Dept. of Commerce Minority Business
Development Agency - Minority Media Cornerstone
Award

1995

Black Business Association of Los Angeles -
Outstanding Entrepreneur Award

1990

LA Mayor's Advisory Board, Office of Small Business
Assistance - Mayor Tom Bradley

1990

Minority Business Enterprise of
the Year Award

"I have always had the peace of mind knowing that the Small Business Exchange has been 100% in compliance with the minority regulations from the various Owners that we bid projects with. The Small Business Exchange has a professional and competent staff and I have nothing but the highest praise for the Small Business Exchange."

- Skanska USA Civil West
California District Inc

"We have never been rejected for being out of compliance due to activity deliverables from SBE. That makes business for both entities much more profitable."

- Xerox Corporation

"SBE's documentation is superb!"

- IKON

"You're at the top of my list. Whenever I have an outreach requirement, I just grab the phone and call SBE."

- Expedient Energy

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."

- Atkinson Construction

"I know that when a representative of SBE, indirectly represents McCarthy contacts subcontractors – it is always with professionalism."

- McCarthy Building Companies, Inc

"SBE has really added value to this whole operation."

- Unisys

Contact Us Today

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sbe@sbeinc.com • www.sbeinc.com • UCP DBE cert # 5988

DBE Certs: CA DOT • NY DOT • New Orleans RTA