

4 Changes Construction Firms Should Make During Recessions

[Article was originally posted on
www.softwareadvice.com]

By: Sierra Rogers,

Recessions are difficult for everyone. They cause unemployment rates to rise, incomes to fall, and economic activity to slow in general. The construction industry is particularly vulnerable during recessions because of its reliance on entrepreneurship and economic development for work.

Now, that all sounds scary, but while the damage and emotional turmoil they cause is undeniable, recessions are a normal occurrence in any economy. There have been six in the United States since 1970.

This fact doesn't make recessions any more pleasant, but it does indicate two things: (1) that economic recovery is very likely, and (2) that we can expect these kinds of downturns to continue to occur in the future (albeit, unpredictably).

Luckily, we're here to help you weather the inevitable. Keep reading to learn about how the right preparation (and technology) can keep your construction business afloat throughout a recession.

Use these 4 strategies to recession-proof your construction business

Development may slow during an economic downturn, but your business can stay afloat with the right plan in place.

1. Pursue projects that effectively use available manpower and equipment

Making the most out of your available resources is a good way to keep profit margins high on projects, which is exactly what you need when the flow of jobs slows down.

If your construction firm decides to move forward with a job that is too large, it could lead to equipment and crew shortages. On the other hand, a project that is too small wouldn't be an efficient use of the same resources, leading to lower profit margins.

One way to determine the most effective use of your resources is to analyze jobs you've completed over the past few years and take note of the ones that were the most successful. Pay close attention to their scope, timeframe, and budget, then use this criteria to define (and pursue) ideal projects for your business.

During a recession, focus on attracting jobs that align with this "ideal project" criteria. These are the projects that will maximize potential profits.



2. Look for opportunities to diversify services

Consumer demand changes during a recession, and one way to respond to those shifts is to focus on services or projects there is actually a need for. For example, consumers are more likely to repair than replace during a recession, which means opportunities for maintenance will be more prevalent than those for new builds.

Justin Edwards of Contractor Advisory told us about how expanding his service offerings helped his pool construction business endure the Great Recession.

Edwards went on to say that this new offering later became a monthly pool service that accounts for 40% of his revenue today.

While maintenance may not be the most natural next step for your particular line of work, the takeaway here is to identify and pursue customer needs that your business is capable of fulfilling.

3. Identify areas to cut costs

Lowering expenses is a quick way to ensure that incoming cash goes even further for your business. We spoke to Keith Melanson of Renos-Group about ways construction firms can save money during a recession.

Renegotiate with your suppliers. Suppliers are vulnerable during recessions due to lower demand for building materials. Because of this, they are likely willing to offer discounts or other incentives in return for a steady stream of business.

Melanson says: *"Always buy in bulk when possible, price check regularly, and save and reuse your materials."*

Minimize rework. Rework is one of the most common reasons construction companies lose revenue during a project. Not only does it extend the project schedule and risk late delivery, it also impacts your company's reputation, which, in turn, impacts the number of bids you secure. Using building information modeling (BIM) and involving an experienced contractor and project manager during the planning phase can help minimize the amount of rework done near the end of a project.

Automate processes with technology. The right software can help your company work efficiently and stay competitive. From payroll to scheduling to project management, there is a wide range of construction software out there that can help your business save money in the long run.



California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **SLBE** and **ELBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Asphalt, Concrete, Landscaping, Trucking, Potholing, Demo, Site work, Paving, Environmental Services, Underground Utilities, Electrical, Water, Sewer and Storm drain Construction, Masonry, Striping, Waterline Chlorination, Traffic Control, Survey, Material Suppliers, and Fuel

BALBOA PARK PIPELINE REPLACEMENT PHS II IN SAN DIEGO

Bid No. K-21-1992-DBB-3

SLBE Participation 9.6%

ELBE Participation 12.7%

TOTAL MANDATORY PARTICIPATION 22.3%

BID DATE FEBRUARY 16, 2021 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Fleming

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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
An Equal Opportunity Employer**



Project Name: 4200 Geary Design Build Photovoltaic

Location: San Francisco, California

Bid Date: Friday, February 26, 2021 @2:00pm

Pre-Bid: Wednesday, February 10, 2021 @10:00AM

Labor Requirements: Prevailing Wage

Project Schedule: Est. Start February 2022

Nibbi Brothers has been selected as the General Contractor for the 4200 Geary Blvd project in San Francisco. We are in receipt of the 100% DD Set and are currently requesting bid proposals from qualified subcontractors including those certified as SBE's for Design Build Photovoltaic System. 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 contact Mr. Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division via email, selormey.dzikunu@sfdpw.org.

Project Description: Demolition of existing structure, construction of new Building to include ground floor commercial (retail), 98 Senior residential units, two 7th floor terraces. All Dwelling units are adaptable or mobility.

For any questions on accessing this bidding software, please contact Jacqueline Leiva, Precon & Estimating Coordinator via email, jacquinel@nibbi.com. For specific questions regarding this project, please contact Mackenzie Courtney, Preconstruction Manager via email, mackenziec@nibbi.com.



**300 California Street, Suite 600 • San Francisco, CA 94104
Phone: 415-281-2630**

REQUEST FOR MBE, WBE, OBE SUBCONTRACTORS AND SUPPLIERS FOR:

City and County of San Francisco Public Works RFQ for Construction Management Support Services, Earthquake Safety & Emergency Response – 2020 Bond Program

(SF Public Works Sourcing Event ID: 0000004703)

Bid Date: Thursday, February 18, 2021

Contact: To be considered for this team, please provide the following items by noon, **Thursday, February 11, 2021:**

- (1) Letter of Interest
- (2) a copy of your current MBE/WBE/OBE certification
- (3) brief qualifications package
- (4) fee schedule.

All information should be provided electronically in MS Word or PDF format to **Laurie Stewart** at laurie.stewart@aecom.com. AECOM will also provide copies of the RFQ document upon request. Be advised that an AECOM representative will contact qualified respondents and request additional information regarding this solicitation. Thank you for your response.

Specialty: AECOM is committed to achieving the goals set forth for the City and County of San Francisco Public Works Request for Qualifications for the Earthquake Safety & Emergency Response 2020 Bond Program. AECOM would welcome information from qualified subcontractors in all facets of: **Construction Management**.

To qualify as a subconsultant that will provide technical services described in the RFQ for this contract, firms must possess the following:

- Must be able to provide and facet of the above noted service
- Must have demonstrated experience with clients in the local San Francisco market
- Prior experience working with the City & County of San Francisco, including SF Public Works is preferred
- Must have knowledge and understanding of City and County of San Francisco regulations, codes and laws
- Have key professional personnel who possess appropriate licenses, registration or certifications.

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107
Email: sbe@sbeinc.com
Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534
Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper



California Sub-Bid Request Ads



Is requesting quotes from certified and qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Develop Water, Electrical, Engineering-Geotechnical, SWPPP, Survey, Pile Driving/ Jack & Bore, Survey, Landscaping, Concrete Pumping, Fencing, Pilot Car Service, Bottom Dump Truck, Transfer Dump Truck, Super 10 Dump Truck, Flat Bed Trucking, Water Truck, End Dump Truck, Street Sweeping, Hazardous Substance Removal, Truck Rental, Trucker Broker, and Trucker

SUPPLIERS

Fuel, Sand & Gravel, Tools, Concrete & Cement, Staking, Landscaping materials, Asphalt, Pipe, Drainage Systems, Storm Water Systems, and Fencing Supplies

LOWER WALNUT CREEK RESTORATION PROJECT

For Contra Costa County

Engineer's Estimate \$12,670,000.00

Number of Working Days: 188

Project No. 7520-6B8285

DVBE GOAL: Fair Market

BID DATE: FEBRUARY 16, 2021 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Williams

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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.

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MV Transportation, Inc. (MV)

is proposing as a prime consultant in response to the
**OC Access Paratransit and
OC Flex Microtransit Services, RFP 0-2150
project located in Orange County, CA.**

The revised RFP response due date is 3/8/21

We would appreciate letters of interest from Disadvantaged Business Enterprise (DBE) firms who are currently certified, active and without restrictions with the California Unified Certification Program (CUCP) for the following services: Armored Car Services, Towing, Oils and Lubricants, Automotive Parts, Vehicle Cleaning Supplies, Non-Revenue Vehicles, Non-Revenue Vehicle Fuel, Uniforms, Service Workers (Vehicle Cleaning), Call Takers, and Subcontracted Transportation Services. For more information, bonding, lines of credit, insurance, RFP and scope of work details, please contact Lynn Spradlin at lynn.spradlin@mvtransit.com or 707.337.6580 by 2/22/21.

Silver Creek Industries

We are requesting bid quotations from all Subcontractors and Suppliers and
SBE, MBE, WBE and DVBE

Subcontractor/Supplier for the following:

**San Diego Unified School District
Keiller Leadership Academy Charter
Whole Site Modernization Temporary
Portable Classrooms
Project No. CZ20-0695-08**

BID DATE: February 25, 2021 at 2:00 PM

PLEASE EMAIL US YOUR BID PROPOSAL
NO LATER THAN February 22nd, 2021.
THANK YOU!

Silver Creek Industries

2830 Barrett Avenue, Perris, CA 92571

Estimator: Frank Carrillo

Email: frankc@silver-creek.net

Phone: (951) 943-5393 • Fax: (951) 943-2211

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

An Equal Opportunity Employer

District Local Small Business (LSB) and M/WBE Subcontractor/Supplier Bids Requested For:

San Francisco Bay Area Rapid Transit District

34.5kV Cable Replacement and Fiber Optic Cable Installation, R-Line, RCP for RRY • Contract No. 15EJ-182

BID DATE: February 16th, 2021 @ 2PM

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:

SUBCONTRACTORS: Clear & Grub, Contaminated Soil, Demolition, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Grinding AC Concrete, Instrumentation, Landscape, Masonry, Paving, General Piles, Precast Structural, Rebar, Shoring, Signs, Stray Current, Stripes & Markers, Survey

SUPPLIERS: Aggregate, Fabric, Lumber, Misc. Metals, Sheet Pile, Precast Utility, Ready Mix, Steel Fabrication, Trench Shoring, Plastic Utility Pipe, Steel Utility Pipe

Contract Documents are available free of charge from the owner after registering on the BART portal located at suppliers.bart.gov. You may view the documents during business hours at our office located at 1 Harbor Center, Suite 200, Suisun City, CA 94585. We can also provide you with a link to download plans and specifications. To make an appointment for viewing or to receive the download link, please contact Jamie Miranda at jmiranda@shimmick.com.

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, or related assistance or services may contact our estimator Jerry Blazek at jblazek@shimmick.com.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Shimmick Construction at (707) 759-6858.



California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **CBE** and **Minority/Women/Disadvantaged/Disabled Veteran (M/W/D/DVBE)** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

SUPPLIERS

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

Peter Pitchess Detention Center Class III Landfill Closure Project Castaic, CA

Los Angeles County Public Works Specification No. 5703

Capital Project No. 86575

CBE GOAL 25%

BID DATE: March 8, 2021 at 12:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Nicholas Osborne

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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
An Equal Opportunity Employer**



Graniterock

5225 Hellyer Avenue, Suite #220

San Jose, CA 95138

Phone (408) 574-1400

Fax (408) 365-9548

Contact: Sheree Schoenherr

Email: estimating@graniterock.com

**REQUESTING SUB-QUOTES FROM
QUALIFIED MBE, WBE, OBE, SBE, LBE,
DVBE SUBCONTRACTORS/SUPPLIERS/
TRUCKERS FOR:**

**Alhambra Valley Road Realignment –
West of Bear Creek Road**

Project No. 0662-6U4095

Owner: County of Contra Costa

Engineers' Estimate: \$600,000

BID DATE: February 23, 2021 @ 2:00 PM

Items of work include but are not limited to:
**Lead Compliance Plan, Construction Area
Signs, Traffic Control, Portable Signal
Systems, PCMS, Prepare Water Pollution
Control Plan, Temporary Wildlife Exclusion
Fencing, Hydroseed, Adjust Utilities, Fenc-
ing, Roadside Signs, Striping, Pavement
Markings, Survey and Trucking.**

Granite Rock Company 'Graniterock' is signa-
tory to Operating Engineers, Laborers, Team-
sters, 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. Bond-
ing assistance is available. Graniterock will pay
bond premium up to 1.5%. In addition to bond-
ing assistance, subcontractors are encouraged
to contact Graniterock Estimating with ques-
tions regarding obtaining lines of credit, insur-
ance, equipment, materials and/or supplies,
or with any questions you may have. Subcon-
tractors 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.

****SEEKING DBE SUBCONTRACTORS / SUPPLIERS****

**OWNER: Contra Costa County - PROJECT #: 7520-6B8285
DESCRIPTION: Lower Walnut Creek Restoration Project**

BID DATE & TIME: 2/16/21 @ 2:00PM

SUBMIT QUOTES BY: 2/16/21 @ 12:00PM

ENGINEER'S ESTIMATE: \$12,670,000 / 188 WD / \$10,000.00 Day LD

MINORITY GROUPS: DBE

Ghiloti Construction Company is preparing a bid on the above referenced project. If your firm is interested in submitting a quote to us as a subcontractor and/or supplier, please advise us by FAX or phone ASAP. **Your firm must be currently certified as a DBE firm with an agency acceptable to the County of Contra Costa. PLEASE SUBMIT A COPY OF YOUR CURRENT CERTIFICATION WITH YOUR BID.**

Quotes requested include, but are not limited to, the following scopes of work:

CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL, CLEAR & GRUB, STRUCTURE EXCAVATION, LANDSCAPE / HIGHWAY PLANTING, EROSION CONTROL, FENCING, UNDERGROUND, STREET SWEEPING, TRUCKING, AND MATERIAL SUPPLIER

GCC is available to discuss breaking out any portion of work to encourage minority participation

Mr. Scott Arioto or Mr. Jeff Bordessa (707/585-1221 or scotta@ghiloti.com / jeffb@ghiloti.com) are the Estimators for this project and are available to provide you with assistance to clarify any questions regarding the scope of work, including interpretation of plans, specifications and requirements, bid preparation and obtaining bonds, lines of credit, insurance and any technical assistance. GCC may also assist in obtaining any necessary equipment, supplies, materials or related services. (Please note: G.C.C. may require Payment & Performance Bonds on all sub-contracts over \$25,000 per Ca. Public Contract Code Sect. 4108. G.C.C. will pay bond premiums up to 1 1/2% of contract cost. G.C.C. is a UNION CONTRACTOR. Any non-signatory subcontractors will be required to sign an agreement for trades covered under our agreements.)

Plans, specifications and project requirements may be reviewed at our office in Santa Rosa. Contract Documents, including plans and specifications, may be viewed but not obtained at the Public Works Department, 255 Glacier Drive, Martinez, California 94553-4897, Monday - Thursday (7:00a.m. - 5:00p.m.), and Friday (7:00a.m. - noon and 1:00 - 4:00p.m.). Plans and specifications can be obtained via the Contra Costa County Public Works Department's Online Plan room at www.cccounty.us/pwprojects. A non-refundable service charge for bid documents is required in the amount of \$250 (sales tax included). Ghiloti Construction Company encourages the use of minority and women subcontractors and suppliers and considers such to be an important aspect of the project.

Requirements: By submitting a proposal, the bidder affirms that they have carefully examined ALL the bidding documents/Addenda and that from his/her own investigation, they have satisfied themselves as to the nature and location of the work. GCC's written subcontract document execution is required of all successful subcontract bidders. A copy is available for inspection on GCC's website (www.ghiloti.com/subcontractors/documents) and/or can be provided upon written request prior to bid submission. Inconsistent bid terms and conditions shall be void.

Insurance: As per our insurance requirements, your bid must include the cost of naming GCC as additional insured; including completed operations coverage; Use form 'CG-2010-1185' or equivalent; include Primary and Non-Contributing wording on your certificate of insurance and waiver of subrogation is required.

SBA Shares Resources for Black-Owned Businesses During National Black History Month

[Article was originally posted on
www.sba.gov]

By: *Victor Parker,*

This National Black History Month, we commemorate the 100th Anniversary of the destruction of Black Wall Street where hundreds of small business dreams were deferred in the town of Greenwood, Oklahoma. Today, Greenwood's 1921 Commission and other small business leaders join forces to help this community rebuild and regain economic equity. SBA also celebrates the immeasurable contributions black business owners have made to entrepreneurship in this country. From key historical figures like Madame CJ Walker to well-known innovators like Oprah Winfrey, black business owners throughout history have shaped U.S. entrepreneurship and paved the way for today's small business owners.

According to the U.S. Census Bureau, there are 2.6 million black-owned businesses in the U.S. – businesses like Appddiction Studio, whose owner, Timothy Porter, was named SBA's 2020 National Small Business Person of the Year. Timothy started his business in 2011 with help from his local Procurement Technical Assistance Center (PTAC) and has since established Appddiction as the go-to small business to support enterprise transformations for Department of Defense clients.

Last year hit U.S. small business owners hard, and black-owned businesses were no exception. We are here to help you take stock, rebuild, and achieve your goals in 2021 and beyond. Here are some of the resources SBA has to offer:

Coronavirus (COVID-19) and Disaster Assistance: If you need help offsetting the economic impact of the pandemic, consider applying for the Paycheck Protection Program (PPP) or an Economic Injury Disaster Loan (EIDL). The PPP, which relaunched last month, is intended to help businesses keep their employees on payroll and continue paying other essential bills. You can get matched with a PPP lender via Lender Match – a free online tool that connects small businesses with SBA approved lenders. In addition, eligible businesses may apply to have their PPP loan forgiven – an especially important option for hard-hit businesses. EIDL loans help small business owners overcome the temporary loss of revenue they are experiencing as a result of the pandemic. The application period for EIDL loans was recently extended to December 31, 2021.

1. Contracting Opportunities: Did you know the federal government aims to award 23% of all federal contracting dollars to small businesses? Consider taking advantage and becoming a federal government contractor. One way to get started is through SBA's contracting assistance programs, which help small businesses win federal contracts through mentorship and exclusive contracting opportunities. Timothy Porter, for example, has participated in SBA's 8(a) Business Development Program. This program is geared toward small disadvantaged businesses – a group that the federal government aims to award 5% of contracting dollars to annually.

2. Local Support: Whether you have a one-time business question or want ongoing mentorship, local SBA resource partners like Small Business Development Centers and Women's Business Centers can provide the tailored guidance you need. You can meet with an SBA resource partner remotely via phone, email, or video chat for expert advice on countless business topics. The SBA network is full of experts who can point you toward local tools, resources, and connections to take your business to the next level.
3. Access to Capital: We understand that funding is essential to getting your business off the ground and keeping it afloat. That's why SBA has established funding programs like SBA-guaranteed loans. If you are credit-worthy but can't obtain a business loan with reasonable rates and terms, SBA-guaranteed loans may be a good option. SBA also offers grant programs for businesses in specialized fields, such as the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, which are geared toward tech-focused small businesses.

We are dedicated to the success of black-owned businesses across the nation, and we look forward to celebrating you during this year's National Black History Month.

SOURCE: U.S. SBA

4 Changes Construction Firms Should Make During Recessions

■ Continued from page 1

Melanson says: "For starters, use customer relationship management (CRM) software that contains automated functions. Instead of hiring staff to enter client data, use a system to book appointments, and send follow-up emails and texts."

4. Protect your lien rights

Funding for projects can disappear quickly during a recession. Oftentimes, large or expensive construction projects are put on hold until the economy recovers. Protecting your payment rights is especially important during a recession, because it minimizes your risk of going unpaid.

The worst case scenario is that your customer goes bankrupt and fails to pay you for work that's already been completed. If this happens and you failed to protect your lien rights, you're out of

luck. That's why it's important to always send a preliminary notice, even if it's not required by your state's laws and you don't foresee payment problems.

Preliminary notices let property owners and general contractors know who is working on a project, exactly when the work starts, and how much the work is going to cost them. They help construction firms get paid quickly, and in many states are necessary in order to file a mechanic's lien.

When it comes to settling payment problems in the construction industry, there is nothing more effective than the mechanic's lien process. These liens work for many reasons; they get the construction lender and property owners involved, they can cause a contract breach, and they're

extremely difficult to challenge. Many times, filing a notice of intent to lien is enough action to prompt payment.

Take action today to make your construction company more resilient during a recession

With the right plan in place, there's a good chance your business will be able to make it through an economic dip. These four strategies will keep you focused on playing to your strengths, staying lean, and protecting your cash flow.

SOURCE:

<https://www.softwareadvice.com/resources/changes-construction-firms-make-during-recessions/>