



Government Contracting and Certification

By Katie Murray

“Government contracting.” “Small business certification.” You’ve heard the phrases before, but what do they really mean? And does it really matter for your small business? Maybe—and maybe not. Let’s cut through all the noise and define these phrases in a meaningful way for your entrepreneurial endeavors.

What is government contracting?
Government contracting is the process that lets you sell your goods or services to the government and its various agencies. The government has a contract, or agreement, with you whereby it purchases what you do or make. And United States government agencies buy a lot from small businesses—more than \$100 billion worth of goods and services each year! From market research to janitorial services, if you want to make the government your customer, there’s a good chance there’s a need for what you offer.

What is being certified as a “small business”?
Being certified as a “small business” is only significant if you’re interested in government contracting. Why? Because there are certain set-asides that the government must adhere to when they’re looking to buy goods or services—there’s a percentage of business set aside for different kinds of companies, including small businesses. (Others include woman-owned, veteran-owned, etc.) So, if you want to be a contender in the federal marketplace, your small business has to meet official criteria to be eligible for government contracts.

How do I certify my business as small?
First, make sure you do, in fact, have a small business. For most industries, SBA defines a “small business” either in terms of the average number of employees over the past twelve months, or average annual receipts over the past three years.
Then, when you know you adhere to the size standards, you register for government contracting. This process also serves the purpose of “certifying” your business as small.



Where can I get some help?
Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

Click to read more

Sub-Bid Requests

George Harms Construction is seeking SED vendors, suppliers, subcontractors

Click for details

GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

REGISTER NOW

GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

FOR REQUESTS OR ASSISTANCE: Alexandra.Cann@GLXConstruct.com

SMALL

BUSINESS

EXCHANGE NORTHEAST

SBE OUTREACH SERVICES

With over 1.6 million businesses in our active database—the country’s largest non-public diversity database—SBE sets the professional standard for diversity outreach across the nation. For more than three decades, we have served small businesses, prime contractors, and agencies—with proven results.

Advertisements
Placed in various Small Business Exchange Northeast digital publications each month, and at www.sbenortheast.com

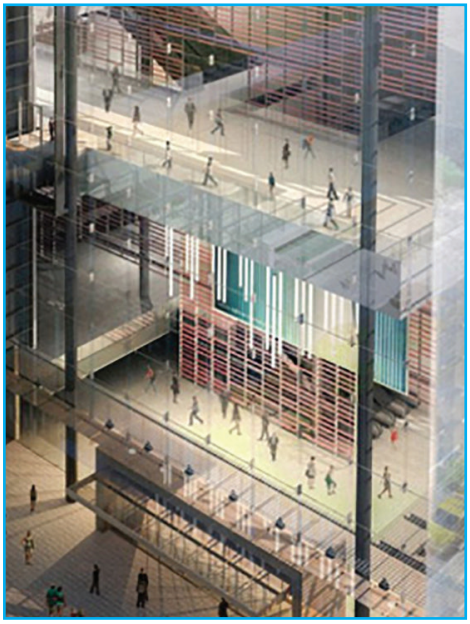
Fax, Email, and Postal Solicitations
Targeted mailings sent to businesses chosen according to your criteria

Live Call Center Follow-Up
Telephone follow-up calls using a script of five questions that you define

Computer Generated Reports
Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

Special Services
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building

Call for more information: 800-800-8534



Advertise in our digital

EXTRA

weekly or whenever you need to reach among agencies contractors diversity firms



SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Replacement of 8 Traction Elevators at Various Locations in the Boroughs of Manhattan and Brooklyn
MTA Construction and Development Contract No. E-34028
Bid Date: February 11, 2021

Description of project:
This contract requires the performance by the contractor of all work necessary for the replacement of eight (8) traction elevators for the lines at the four locations, listed below, in the Boroughs of Manhattan and Brooklyn:

1. BMT Division: Broadway Line—Court Street Station (R) Elevator Nos. 308 and 309
2. IRT Division: Clark Street Line—Clark Street Station (2, 3) Elevator Nos. 310, 311, 212
3. IND Division: 63rd Street Line—Lex Avenue/63 Street Station (F) Elevator No. 402
4. IND Division: 63rd Street Line—Roosevelt Island Station (F) Elevator Nos. 403 and 404

Many bidding opportunities are available: selective demolition; miscellaneous concrete repair; concrete topping slabs; positive side leak mitigation; grouting; unity masonry; removal and restoration of brick and tile; structural steel; miscellaneous metals; aluminum work; EPDM and liquid membrane roofing; hollow metal work; hardware; glass and glazing; vision panels; insulated sliding doors; anti graffiti coating; ceramic tile and marble cleaning; tile repairs; station painting; metal ceiling; gypsum wallboard; terrazzo flooring; photo luminescent egress markings; removal of batteries, mercury containing lamps, lead, PCB; rodent control; traction elevators; HVAC; plumbing; dry manual standpipe sprinkler system; station electrical work; communication work; fiber optics; dumpsters; field office equipment; survey; testing and inspections.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Rosemary.Nagle@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA

SKANSKA JUDLAU ESCR JV

IS SOLICITING COST PROPOSALS FROM NEW YORK CITY CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS FOR THE

Coast Side Coastal Resiliency Project
ESCR Contract No. SANDRESM1
Bid Date: February 8, 2021

Description of project:
The East Side Coastal Resiliency (ESCR) Project is a coastal protection initiative, jointly funded by the City of New York and the federal government, aimed at reducing flood risk due to coastal storms and sea level rise on Manhattan’s East Side from East 25th Street to Montgomery Street. The boundaries of this project correspond with the natural “pinch-points” in the 100-year floodplain: areas where the land is higher along the coastline, making it easier to close the system off from water entering from the north and south. The project design integrates flood protection into the community fabric, improving waterfront open spaces and access, rather than walling off the neighborhood.

Many bidding opportunities are available: utilities, piles, park finishes, park equipment, park fields, demolition, landscaping, flatwork, paving, curbs and sidewalks, and concrete repairs.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Rosemary.Nagle@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS/VENDORS FOR:

Amtrak Sunnyside Yard Ready Track Construction (Package “A” and “B”) and Watermain Replacement (Phase 1 and 2) Project, Queens
Amtrak Contract
Bid Date: February 10, 2021

Description of Project:
The work to be performed under this contract consists of selective demolition; site clearing; construction of stairs; retaining walls; catenary structure and foundations; trackwork; yard platform; new substation; watermain replacement; and civil, utility, and communications work associated with these items.

Many bidding opportunities are available: demolition; watermain; electrical; roofing/waterproofing; painting; geotechnical instrumentation and monitoring; soil testing; hauling and disposal of soils; asphalt paving; plumbing; furnish miscellaneous metals and structural steel.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Rosemary.Nagle@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Harold Structures Eastbound Re-Route Project
MTA Construction and Development Contract No. CH058B
Bid Date: February 19, 2021

Description of project:
The work involves design-build of a new tunnel and approach structures for a grade-separated crossover, including modification of the underpinning pier(s) and construction of new pier(s) for the existing Honeywell Street bridge, demolition of existing track work and installation of new track, including special track work, and demolition of existing and installation of new traction power elements such as the cabling, contact and messenger wires, feeder cables and their supporting structures. The work will be performed in an active railroad interlocking and will require close coordination with the ongoing train operations and force account work performed by Amtrak, LIRR, and other East Side Access contractors.

Many bidding opportunities are available: trucking, soil hauling and disposal, containers, excavation, structural concrete, precast concrete, standpipe, utilities, MPT, electrical, catenary, miscellaneous metals, steel, pile driving, micropiles, line stripping, rebar furnish and install, waterproofing, demolition, support of excavation, precast barrier, trackwork, track removals, third rail, concrete ties, rail, fence, erosion control, trailers, cleaning, environmental testing, fill material supply, contaminated soil, geotechnical instrumentation and monitoring, survey, photography, rodent control, castings, monitoring wells, dewatering, material testing, temporary steel.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Rosemary.Nagle@skanska.com • EOE/M/F/Vet/Disabled

NORTHEAST EVENTS FOR YOUR BUSINESS

2021

HUBZone Federal Contracting Certification Webinar
Wednesday, February 3, 2021, 11:00 am–12:30 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: Lonnie Koyama, 772-466-3176, leon.koyama@sba.gov
Fee: Free; registration required
The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. The Hubzone Certification program is a means of “setting aside” federal contracts for firms that can be certified by the Small Business Administration. This class will review the criteria and eligibility for this program and the Small Business program. The federal government has a goal of setting aside three percent of the \$450 billion in contracts every year for Hubzone contracts. Lonnie Koyama is a Lead Economic Development Specialist for the US SBA’s South Florida District Office.

SBA and SOS Monthly Webinar
Thursday, February 4, 2021, 9:00 am–10:30 am
Online
Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation
Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov

Fee: Free; registration required
Starting a new business? Looking for capital and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. <https://www.eventbrite.com/e/monthly-workshop-on-sba-programs-resources-at-sos-tickets-138501643143>

PPTP Forgiveness Webinar
Tuesday, February 23, 2021, 11:30 am–1:00 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: Susan Mazza, 802-828-4422, susan.mazza@sba.gov
Fee: Free; registration required
The SBA Vermont District Office hosts a free weekly webinar from 11:30 am to 1:00 pm Tuesdays to discuss Paycheck Protection Program forgiveness and other changes. To access the webinar by phone, call 1-202-765-1264 and enter the code 986 011 495#. For more information, email susan.mazza@sba.gov. Webinar direct link (copy and paste link into browser address bar): https://teams.microsoft.com/j/1/meetup-join/19%3ameeting_OTQzYzJmYWQYtYzRjNS00YzRlThiZWQYtYwY2RjN2Y0NTkw%40thread.v2/0?context=%7b%22Tid%22%3a%223c89fd8a-7f68-4667-aa15-41ebf2208961%22%2c%22Oid%22%3a%224f22bc7-4d9b-44ab-bd09-65ff869dc840%22%7d