



SBDC Programs to Help Your Small Business

By Sarah Field

The government is full of acronyms, and sometimes it's difficult to know which ones are most applicable and relevant to your business. One acronym you definitely want to familiarize yourself with as a small business owner is "SBDC."

SBDC stands for Small Business Development Center. SBDCs provide a wide assortment of technical assistance and resources to small businesses and aspiring entrepreneurs. The primary focus of SBDCs? To foster local and regional economic development through job creation and retention. How does it happen? Through SBDCs' support of business growth, sustainability, and the enhanced creation of new business entities.

So what exactly is available to your business? SBDCs offer no-cost, one-on-one, long-term professional business advising, low-cost training, and other specialized services. The SBDC program is one of our nation's largest small business assistance programs within the federal government, made up of a unique mix of SBA federal funds, state and

local governments, and private sector resources. SBDCs are often hosted by leading universities and state economic development agencies, and are funded in part through a partnership with the Small Business Administration.

SBDCs serve all populations and many types of business owners, including women, minorities, and veterans—including reservists, active duty, disabled personnel, and those returning from deployment. They also assist personnel with disabilities, youth and encore entrepreneurs, and individuals in low- and moderate-income urban and rural areas. Your local SBDC can connect you with professional business advisors who can help your business navigate:

- Business plan development
- Manufacturing
- Financial packaging and lending
- Importing and Exporting
- Disaster recovery
- Procurement and contracting
- Market research
- Healthcare information



The best part? SBDCs frequently modify their available services based on client needs, local business trends, and individual business requirements. The centers constantly work to adjust services offered to meet the evolving needs of the hundreds

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

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Sub-Bid Requests

GH
George Harms Construction is seeking DBE vendors, suppliers, subcontractors
[Click for details](#)

AB American Bridge
American Bridge Company is seeking DBE subcontractors and suppliers
[Click for details](#)

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.

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Targeted mailings sent to businesses chosen according to your criteria

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Telephone follow-up calls using a script of five questions that you define

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

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NEWARK LIBERTY INTERNATIONAL AIRPORT
AirTrain Newark Replacement Project

Wednesday, March 16, 2022 • 11:00 AM - 12:00 PM

MBE/WBE/SDVOB & Local Businesses Enterprise Outreach Event

Tutor Perini/Parsons, JV invites you to attend a virtual outreach event for Minority, Women, and Service-Disabled Veteran Owned Businesses, Suppliers, Subcontractors, and Local Businesses for the Newark AirTrain Replacement Project.

Attendees will have the opportunity to:

- Meet the Tutor Perini/Parsons, JV Team, and our Partners
- Learn more about the project
- Understand the Design, Construction, Operations & Maintenance procurement process

The purpose of this outreach event is for interested firms to learn more about upcoming opportunities, how to do business with Tutor Perini/Parsons, JV, to understand our processes, connect with our team members and provide procurement information on the project. When registering for this event, please tell us what scopes of work your firm is interested in participating on this project.

[REGISTER FOR EVENT](#)

For any questions you may have concerning this event or the project, please send an email to ewairtrain@tutorperini.com. We look forward to seeing you soon!
Thank you from the Tutor Perini/Parsons, JV Diversity Team!

Tutor Perini | **PARSONS** | **Doppelmayr**

SKANSKA
SKANSKA USA CIVIL
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS
Jamaica Wastewater Resource Recovery Facility Standby Generators Project
NYC DEP Contract No: JA-179
Bid Date: March 18, 2022

Description of project:
JA-179 includes the replacement of two standby generators and associated synchronizing switchgear and furnishing and installing black-start generators, 480V power distribution center, three load banks, and two above ground bulk fuel storage tanks.

Many bidding opportunities are available: electrical sub, plumbing sub, HVAC sub, fuel oil system sub, micropile sub, petroleum tank removal/demolition sub, rebar sub, masonry sub, miscellaneous metals, waterproofing, painter, fire suppression sub, on-site trucking, haul and dispose soil/concrete, supply fill materials, dewatering, paving, curb and sidewalks, landscaping, instrumentation and control, indirect items.

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

SKANSKA
SKANSKA USA CIVIL
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS
Bay Park Permanent Hot Water/Chilled Water Piping System Project
Nassau County Contract No: S35121-16P
Bid Date: March 29, 2022

Description of project:
The broad scope of this project will be to decommission and remove existing temporary high temperature hot water and FRP chilled campus wide distribution systems, and to replace these systems by installing new above and below grade hot water and chilled water piping distribution throughout the site.

Many bidding opportunities are available: pipe demolition, roofing, painting, electrical work, miscellaneous metals, site work, dewatering, photography, masonry, pipe insulation, plumbing, and concrete work.

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

SKANSKA
SKANSKA USA CIVIL
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS
Capital Project Wards Island Wastewater Resource Recovery Facility Reconstruction of Primary Tanks
NYC DEP Contract No: WI-284
Bid Date: March 29, 2022

Description of project:
Wards Island Wastewater Resource Recovery Facility (WRRF) is located in the borough of Manhattan on Wards Island. Contract WI-284 consists of multiple elements of work necessary to reconstruct/rehabilitate 10 existing primary settling tanks consisting of 5 passes each.

Many bidding opportunities are available: paving, curb and sidewalk, CPM scheduling, progress photos, pest control, demolition, hydro-demolition, spall repair and crack repair, sawcutting, structural concrete, rebar supply and installation, survey, masonry, miscellaneous metals, roofing, doors, mechanical pumps and equipment, HVAC, hazardous material removals, piping, electrical, instrumentation and control.

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

SKANSKA
SKANSKA KOCH INC.
IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS
Reconstruction of Williamsburg Bridge and Miscellaneous Rehabilitation Project
NYC DOT Contract No. 84122MBBR501
Bid Date: April 7, 2022

Subcontracting opportunities include but are not limited to bearings, civil general contracting, concrete, construction engineering, CPM scheduling, drainage, electrical, fencing, fire standpipe, field office, fuel, haul and dispose, highway lighting, office trailer fit out, MPT, paint, pavement markings, structural steel fabrication, saw cutting, signs, surveying, trucking, and waterproofing. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

Tutor Perini
INVITATION TO BID FOR DBE FIRMS AND NON-DBE TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS
Raritan River Bridge Replacement Project Contract No. GC.02
in the boroughs of Perth Amboy and South Amboy, Middlesex County, New Jersey
New Jersey Transit IFB No. 19-018XR
Bid Date: April 14, 2022

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, April 8, 2022.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA
SKANSKA KOCH INC.
IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS
Raritan River Bridge Replacement Project Contract No. GC.02
New Jersey Transit IFB No. 19-018XR
Bid Date: April 14, 2022

Subcontracting opportunities include but are not limited to civil general contracting, concrete, construction engineering, CPM scheduling, demolition, electrical, fender piles, field office, fuel, office trailer fit out, miscellaneous metals, paint, pavement markings, structural steel fabrication, rebar, saw cutting, signs, surveying, trucking, waterproofing, work boats, and tugs. Please see contract documents for further opportunities.

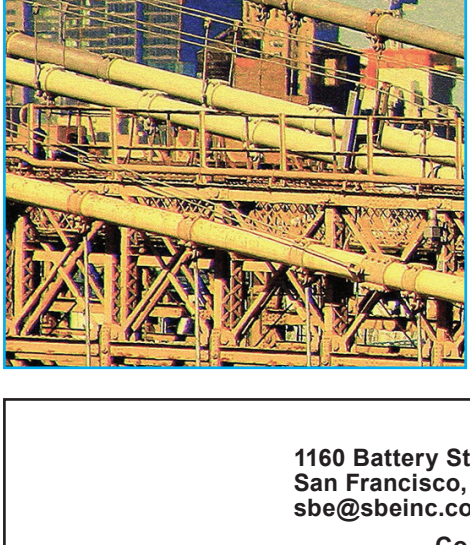
Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

Tutor Perini
INVITATION TO BID FOR M/W/SDVOB/LBE FIRMS TUTOR PERINI / PARSONS JV, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED MBE, WBE, AND SDVOB, AND ALL LBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS
AirTrain Newark Replacement Project in the cities of Newark and Elizabeth, New Jersey PANYNJ RFP No. 70027
Bid Date: May 26, 2022

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Thursday, May 12, 2022.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

Advertise in our digital **EXTRA** weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

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Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach



NORTHEAST EVENTS FOR YOUR BUSINESS

2022

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/secretary-of-state-quickstart-and-small-business-administration-programs-tickets-262004180557>

How SBA Can Help Your Business Succeed Wednesday, April 27, 2022, 1:00 pm-2:00 pm Online
Main Sponsor(s): US Small Business Administration, Renaissance Economic Development Corporation
Contact: Teresa Detelj, 212-264-7060, Man-Li.Lin@sba.gov
Fee: Free; registration required
Learn about the SBA's lender match; readiness is all; financing programs including loans: 7(a), 504, microloans, international trade loans, surety bonds; grants for research and development, investment capital, disaster assistance and grants; business education/one-on-one counseling through SCORE, SBDC, and WBC; government contracting assistance that helps you start and grow your business. Presenter: Ms. Man-Li Lin, Economic Development Specialist, US Small Business Administration New York District Office. For access to registration, please visit <https://www.sba.gov/events/1706368>

Selling to the Federal Government Webinar Thursday, March 24, 2022, 1:00 pm-4:00 pm Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning correctly prior to attending the scheduled class.

SBA and SOS Monthly Webinar Thursday, April 7, 2022, 9:00 am-11:00 am Online
Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division
Contact: Miguel Moralez, 603-225-1601,