



National Mom and Pop Business Owners Day

By Bridget W. Pollack

March 29 is National Mom and Pop Business Owners Day—a day to celebrate the value that family-owned small businesses bring to their communities. These days, mom and pop businesses face many challenges as they compete against larger retailers and service providers with expansive budgets. But mom and pops have some strengths bigger companies don't. By leveraging them, they can not only compete successfully, but also excel.

pop businesses have opportunities to really get to know their customers—and vice versa. It's not just business; it becomes personal as small business owners and their employees develop friendships with the people within their communities. Customers that know and like the people running a business will naturally be more inclined to visit again and again.



Here are four advantages small businesses have over big businesses:

First-name basis
 This brings to my mind some lyrics from the theme song for the television show *Cheers*. "Sometimes you want to go where everybody knows your name . . ."

I think we all can relate to how wonderful it feels when we walk into businesses where the owners or staff call us by name and make us feel valued. Unlike many large corporations, mom and

How can you make the most of this strength? Make an effort to learn about your customers. Do your best to commit to memory their preferences and key bits of information they give you about what's happening in their world. So, the next time they stop by your business, you can deliver personalized service and show your care by asking them about how their child's school play went or what adventures they've had with their new puppy. Acknowledging your customers as individuals builds trust and goodwill—and can lead to referrals.

Nimble and flexible
 Large corporations often have a lot of red tape and tiers of buy-in to get through before launching new products or services and making

improvements in answer to customer feedback. In contrast, with their simple management structure that allows for fast approval, mom and pop businesses can respond to market demand and customer needs more quickly. And with no messy

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Sub-Bid Requests

GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

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GLX 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

LENLEASE TURNER
 A Joint Venture

Lendlease Turner Joint Venture is seeking MWBE & SDVOB firms for subcontracting opportunities on the

Jacob K. Javits Convention Center Expansion Project

Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LLTJV) will construct 1.2 million additional square feet of space expanding the nation's busiest convention center. The LLTJV team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

How To Get Involved:
 LLTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

To Register as a Vendor with Lendlease Turner JV:
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

Get or Update Your Empire State Development MWBE & SDVOB Certificate:
 LLTJV seeks Empire State Development certified firms for every 1st Tier Subcontract Opportunity.

Seeking to be certified or re-certified? Visit <https://esd.ny.gov/mwbe-new-certification> to learn more about eligibility, requirements, and how to get started.
Have a question about certification?
 Call the Empire State Development MWBE Hotline: (212) 803-2414

To get in touch, please contact: LLTJV@MODERTIMESINC.COM

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

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Call for more information: 800-800-8534

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IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS

Walt Whitman Bridge Suspended Span Link Replacement—Phase I
 Delaware River Port Authority Contract No: WW-29-2018
 Bid Date: March 28, 2019

Subcontracting opportunities include but are not limited to Field Office, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Painting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

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

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IS SOLICITING COST PROPOSALS FROM NEW YORK AND NEW JERSEY STATE CERTIFIED DBEM/WBE SUBCONTRACTORS AND VENDORS

Replacement of Existing Substation Number 8 and Replacement of Existing Substation Number 14
 PANYNJ Contract Nos. PAT-773.216 and PAT-773.217
 Bid Date: March 28, 2019

PAT-773.216, Replacement of Existing Substation Number 8:
Description of Project: Located in Kearny, New Jersey (adjacent to Frank Rodgers Boulevard). Construct a new two-story steel-framed building for the new substation and related exterior stairs and platforms. Furnish, install, and commission two new heavy-duty traction power transformer/rectifier units and DC switchgear; SCADA system, SONET equipment, and security/access control. Furnish, install an auxiliary power system, HVAC, plumbing/fire protection, fire alarm, and lighting systems, compressor plant, and sub-surface utilities from PSE&G manhole to the new substation. Perform all site work and obtain all permits. De-energize, decommission, and demolish the existing Substation Number 8.

PAT-773.217, Replacement of Existing Substation Number 14:
Description of Project: Located at the PATH Harrison Car Maintenance Facility in Harrison, New Jersey. Construct a new two-story steel-framed extension to the existing substation. Perform phased decommissioning and removal of existing substation equipment following the installation and commissioning of new replacement substation equipment. Furnish, install, and commission two new heavy-duty traction power transformer/rectifier units, SCADA system, SONET equipment, and security/access control. Furnish, install, and commission auxiliary power system, HVAC, plumbing/fire protection, fire alarm, and lighting systems. Furnish and install sub-surface utilities such as electric service, water, and storm water under active streets, sidewalks, and railroads. Perform all site work and obtain all necessary approvals and permits

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



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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOBS

Line Structural Component Repair Program—Canarsie Line
 MTA NYCT Contract No. C-48719 (NYS MWBE, SDVOB)
 Bid Date: March 28, 2019

C-48719, Line Structural Component Repair Program—Canarsie Line (NYS MWBE, SDVOB):
Description of Project: This project is to repair the structural steel and concrete defects in the subway tunnel between First Avenue Station and Eighth Avenue Station in Manhattan. Additional station component repairs for Sixth Avenue Station, Canarsie Line, in the Borough of Manhattan are also included.

Many bidding opportunities available.

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

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

Hunts Point Interstate Access Improvement Project
 NYSDOT Contract No: D00047
 Bid Date: May 8, 2019

Description of project:
 The Hunts Point Interstate Access Improvement Project will provide improved access between the Hunts Point Peninsula and Sheridan Boulevard and the Bruckner Expressway. The project will address structural and operational deficiencies.

Many bidding opportunities are available.

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

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

ADA Sixth Avenue Canarsie Line
 MTA NYCT Contract No. A-37150A
 Bid Date: ON HOLD

Description of Project: Accessibility Upgrades at Sixth Avenue Station on the Canarsie Line (BMT) in the Borough of Manhattan—make the station accessible by complying with the 2010 Americans Disabilities Act Standards for Accessible Design, enhance customer experience at the station, make the station easier to navigate, and facilitate increased ridership on the NYCT System.

Bidding Opportunities: electrical work, communications work (CCTV, cameras, monitors, network, fire alarm), HVAC, plumbing, fire protection, elevators, structural steel, railings, asbestos abatement, acoustical tile ceilings, lighting, tile, masonry, glazing, stair treads, stainless steel doors, gypsum board, painting, concrete, rebar, station signage, dewatering, rodent control, abatement of bird droppings, dumpsters, office cleaning, progress photographs, engineer's office computers/equipment/furniture.

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

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NORTHEAST EVENTS FOR YOUR BUSINESS 2019

Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise (CWE) Eastern Massachusetts
 Contact: Edwidge.Lafleur, 617-532-0254, ELafleur@cweonline.org
 Fee: Free; registration required

Boots to Business Reboot
 Tuesday, April 2, 2019, 9:00 am–5:00 pm
 Brooklyn Public Library, 10 Grand Army Plaza, Trustees Room, 3rd Floor, Brooklyn, NY
Main Sponsor(s): US Small Business Administration, Veterans Business Outreach Center
 Contact: [Amy Amoroso](mailto:Amy.Amoroso), 518-326-5522, amoroso@arsenalpartnership.com
 Fee: Free; registration required

Sign up for Boots to Business Reboot, a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the United States Small Business Administration (SBA). The SBA was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation.

Programa 8(a) de Desarrollo Empresarial
 Friday, April 26, 2019, 11:00 am–12:30 pm
 New Jersey Small Business Development Center at William Paterson University, 131 Ellison Street, Conference Room, Paterson, NJ
Main Sponsor(s): US Small Business Administration, New Jersey Small Business Development Center
 Contact: [Sonja Musa](mailto:Sonja.Musa), 973-321-1378, musas@wpu.edu
 Fee: Free; registration required

Reservas para las pequeñas empresas, tipo de certificación, requisitos y objetivos, elegibilidad para la desventaja social, elegibilidad del propietario, desventaja económica, elegibilidad del propietario, desventaja de elegibilidad, criterios adicionales de elegibilidad. Es requerido que la empresa tenga mas de dos años en servicio para participar en este programa.

Explore Small Business Administration Resources
 Tuesday, April 9, 2019, 11:00 am–1:00 pm
 Center for Women and Enterprise Eastern Massachusetts, 24 School Street, Suite 700, Boston, MA