

Answering Good Faith Effort Phone Calls

By Leslie McMillan

What do you do when someone calls on behalf of a prime contractor bidding or already working on a big public project? I've personally made many thousands of those outreach calls during the past several years, and I'd like to share a few thoughts and examples with you.

If your small business is certified diversityowned, you've probably received emails, faxes, ads, letters, or phone calls about specific agency projects that require the participation of eligible small business contractors, suppliers, or service providers. This might happen rarely or much more frequently than you ever imagined possible when you first certified your MWBE or SVDOB or DBE or SBE or other disadvantaged business.

You might receive an emailed or faxed bid invitation from a prime contractor, then one or more follow-up phone calls to see if you've gotten the information and are interested in bidding. This is all part of the careful *good faith effort* process to assure greater government contract participation by small businesses owned by minorities, women, or disadvantaged entrepreneurs.

Let me first give you a cringeworthy real-life recent example of what *not* to do when you receive a follow-up outreach call. If only they had realized then what I'm sharing now . . .

Our company, Small Business Exchange, has been providing outreach services since 1984 on behalf of small and large clients from coast to coast. In the spring of 2018, we were contacting eligible small businesses to invite them to a meeting and networking event hosted by the prime contractors that had recently won the contract to construct the huge new venue for a major professional sports team. During the actual several days that we were phoning, the team was in the playoffs and about to win its third national championship in four years. How exciting! Many small business people were happy about the opportunity and made the extra effort to attend the event, meet the contractors, and perhaps prepare to bid. But one lost opportunity is so, so memorable as an example *not* to imitate.

As always, we were phoning small businesses that had been selected from specialized databases



because their certified business descriptions matched the specific kinds of goals and trades that were needed for that part of the huge project. They had already received meeting invitations, and we were calling to see if they were planning to attend. Our

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

Click to read more







Click for details



SKANSKA RAILROAD SPGF JV IS SOLICITING COST PROPOSALS FROM NEW JERSEY STATE CERTIFIED SED SUBCONTRACTORS AND VENDORS Standby Power Generation Facility Project

Passaic Valley Sewerage Commission Contract No. B040 Bid Date: July 29, 2021

Description of project: As part of the Flood Resiliency Program, the Passaic Valley Sewerage Commission ("PVSC") is constructing a natural gas-fired standby power generation facility (simple cycle) that can

is constructing a natural gas-fired standby power generation facility (simple cycle) that can provide sufficient power for all treatment plant needs in the absence of utility electrical power. Work includes the installation of three (3) combustion gas turbine generators as well as the installation of major gas combustion equipment including two (2) gas-fired black start engine generators, three (3) electric motor driven fuel gas reciprocating compressors, state of the art (SOTA) emission control equipment, medium-voltage synchronizing switchgear, as well as other required auxiliary components.

Construction of an indoor power generation facility with the combustion turbine generators located indoors, as well as other equipment and spaces such as emissions controls, continuous emission monitoring (CEMs) if so authorized by the owner, control room, administrative spaces, emergency generators, low-voltage electronics, medium- and low-voltage electrical equipment, life safety systems, heating, ventilation, and air conditioning units.

The SPGF will consist of enclosed steel framing with pre-cast architectural panels for the building exterior, grating platforms, ladders, stairways, and elevator for personnel access to elevated areas within the building. Structures and equipment components are supported by deep foundations (piles).

Many bidding opportunities are available: CPM schedule, progress photos, sawcutting, trucking and disposal, cast-in-place concrete, concrete reinforcing, precast architectural concrete metal deck miscellaneous metals structural steel metal railings metal gratings



SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

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





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



carpentry, damproofing, insulated metal wall panels, roofing, hollow metal doors and frames, FRP doors and frames, overhead coiling doors, glazed aluminum curtain walls, glazing, louvers, gypsum board assemblies, ceramic tile, acoustical panel ceilings, resilient flooring, floor toppings, painting, Division 10, furniture, elevators, fire protection, plumbing, HVAC, electrical, industrial equipment, fill materials, geotextiles, erosion control materials, auger cast grout piles, asphalt paving, precast unit paving, curb and sidewalks, precast manholes and utility structures, ductile iron pipe, storm drainage piping, sanitary sewer piping, process integration, material process and handling equipment, mechanical.

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 USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS Replacement of Twelve Escalators

MTA Construction and Development Contract No. E-30436 Bid Date: July 26, 2021

Description of project:

The work to be performed under this contract consists of the replacement of twelve (12) existing escalators at various locations. The locations include the following: 53rd Street/Lexington Avenue Station; Intervale Avenue Station; Roosevelt Island Station; Bowling Green Station; High Street Station.

Many bidding opportunities are available: electrical, communications, escalators, concrete, doors, hollow metal work, hardware, exterior wall panels, miscellaneous metals, structural steel, concrete repair, spall and crack repair, plumbing, mechanical, HVAC, sprinkler, hatches, cleaning, CPM, rodent control, lead paint removal, painting, PCB removal, hazardous remediation, tile, gypsum wall board, metal ceiling panel, architectural panels, concrete topping, anti-graffiti coating.

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



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 Portal North Bridge Project in Hudson City, New Jersey NJ TRANSIT Contract No: 20-083X Bid Date: September 2, 2021

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 27, 2021. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to portalbridge@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!



JOINT VENTU

SKANSKA TRAYLOR PNB JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW JERSEY STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE

Portal North Bridge Project NJ TRANSIT/Amtrak Contract Bid Date: September 2, 2021

Description of project:

NJ TRANSIT, with the assistance of Amtrak, will construct, operate, and maintain a new Portal North Bridge and 2.44 miles of related railroad infrastructure. The project will address critical issues that have long plagued the Portal Bridge and provide the following benefits to the busiest section of railroad in North America by:

- 1. Eliminating the moveable span
- 2. Improving reliability
- 3. Increasing train speeds4. Removing conflicts with maritime traffic

The project, a two-track replacement bridge—Portal North—will replace the existing, century-old Portal Bridge with a modern, high-level fixed span that does not open or close, eliminating the movable components and risk of malfunction. The new bridge will rise more than 50 feet over the river and, including the approaches, will span nearly 2.5 miles of the Northeast Corridor.

Many DBE bidding opportunities are available:

Portable toilets, cleaning, survey, trailers, construction materials and supplies-PPE, small tools, lumber, traffic control, geotextile, hazardous and non-hazardous material, soil testing and sampling, testing, treatment and disposal of contaminated water, prefabricated vertical drains, demolition, clearing and grubbing, steel sheeting, cofferdams, marine work, soil erosion and sediment control, gabion walls, excavation, filling, compacting and grading, trucking, containers and dumpsters, haul and dispose, jacking, instrumentation and monitoring, steel H-piles, steel pipe piles, directional drilling, drilled shaft foundations, micropiles, vibration monitoring, trackwork, utilities (water/telephone/storm/electric), aerial structures drainage system, asphalt paving, concrete paving, site improvements, security fence, chain link fence, modular unit walls, asbestos abatement, beam guide rail, lead paint management, traffic signs, pavement stripes and markings, landscaping, topsoiling, fertilizing and seeding, concrete and rebar, cellular concrete fill, concrete repairs, steel-fabricate/furnish/install strip seal expansion joint assembly, elastomeric bearings, disc bearings, metal fabrications, metal stairs, cable railing system, handrails, steel grating, timber decking, composite decking, bridge fender system, fiberglass reinforced polymer walkway, waterproofing systems, painting of structural steel, bridge traveler platforms, standpipe system, electrical (conduits/ductbanks/switchgear/transformers/bridge and fender lighting system/ cathodic protection/traction power identification/overhead transmission system installation/ transmission monopole structures/fire detection and suppression/signal power distribution system).

Advertise in our digital









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



PPP Forgiveness Webinar Tuesday, July 20, 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. Topics include criteria, the process, changes, and more. 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): http://ow.ly/uj2850DRyxt Located in the capital city of Montpelier, the SBA Vermont District Office provides financial services, consulting, and educational assistance to the small business community throughout the state.

Selling to the Federal Government Webinar Thursday, July 22, 2021, 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-federalgovernment-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, August 5, 2021, 9:00 am–11:00 am Online

Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division

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/monthlyworkshop-on-sba-programs-resources-at-sostickets-138501643143

CORPORATE OFFICE

795 Folsom Street, Floor 1 San Francisco, California 94107 sbe@sbeinc.com • www.sbeinc.com Tel 800-800-8534 Fax 415-778-6255 www.sbenortheast.com

Copyright © 2021 Small Business Exchange, Inc.