



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.

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 2. Dechlorination Facility for Owls Head WWTP, Brooklyn, NY (NYC DEP Contract No: OH-92; Bid date: October 10, 2019)
 3. Performance Enhancements New Rochelle WWTP, New Rochelle, NY (WC DPW Contract No: 16-520; Bid Date: October 16, 2019)
Many bidding opportunities are available:
 Treatment plant electrical systems, instrument and control system electrical and installation, motor control centers upgrades, fire alarm system installation, HVAC, plumbing, utilities, paving, site demolition, earthwork, timber piles, concrete, rebar, CMU, glass masonry units, precast architectural concrete, FRP, structural steel, fiberglass grating and planks, FRP tanks, insulation, roofing, gutters and downspouts, hatches, doors, windows, concrete topping, painting, louvers, signs, pumps, mixers, PCB, lead, asbestos, controls, fire protection, fire alarm, fans, heat tracing, temporary fence, miscellaneous metals, bollards, railings.
 If you are interested in bidding any of these projects, please contact Skanska’s Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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 SKANSKA KOCH INC.
IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS
Structural Rehabilitation at the Robert F Kennedy Bridge
 MTA Triborough Bridge and Tunnel Authority Contract No: RK-19/RK-70
 Bid Date: October 4, 2019
 Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.
 Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA
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IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS
Rehabilitation of the Approach Viaducts at the Throgs Neck Bridge
 MTA Triborough Bridge and Tunnel Authority Contract No: TN-53
 Bid Date: October 17, 2019
 Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Rosphalt, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.
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CBTC 8th Avenue Line (59th Street to High Street) “B” Division (IND) Project in the Boroughs of Manhattan and Brooklyn
 MTA NYCT Contract No: S-48006
 Bid Date: October 29, 2019
ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 25, 2019.
 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
Benjamin Franklin Bridge Rehabilitation of Suspended Spans and Anchorages
 Delaware River Port Authority Contract No: BF-54-2019
 Bid Date: September 17, 2019
 Subcontracting opportunities include but are not limited to Electrical, Paint, Drainage, Concrete, Structural Steel Erectors, 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

NORTHEAST EVENTS FOR YOUR BUSINESS
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Boots to Business Reboot
 Boots to Business Reboot is 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 SBA.
You Are Charging the Wrong Price!
 Thursday, October 17, 2019, 6:00 pm–8:00 pm
 Baruch College, 55 Lexington Avenue, Suite 2-140, New York, NY
Main Sponsor(s): US Small Business Administration, Baruch College Small Business Development Center
 Contact: Camilla Fortuna, 646-312-4790, sbdc@baruch.cuny.edu
Fee: Free; registration required
 Register now for this free seminar presented by Glenn Emanuel, a faculty member of the Baruch College Zicklin School of Business. So, how did you set your prices? “I figured this is what the market will bear.” “Well, my competition is charging X, so I charged X.” “My competitor is charging X, so I undercut them!” “It cost me X to make and I want a profit of Y, so I charge this amount.” All of the methods above have something in common—they are all wrong. All are costing you money left on the table and all are costing you customers. Come to faculty lecturer Glenn Emanuel’s Value Based Pricing seminar and learn in one night how to set prices correctly for now and forever. To register, please contact sbdc@baruch.cuny.edu.

