



Avoid Nine Business Myths: Reality Check

By Dave Everhart

Myths and urban legends persist in the public's perception despite their obvious misinformation. This is true in the small business arena as well as in other facets of life. These myths have a negative impact on small business success because legends can reinforce or encourage bad decisions by aspiring entrepreneurs and small business owners—decisions that can be critical and sometimes fatal to the establishment or growth of the businesses. The myth list is a long list, but these nine are the most common.

Myth 1: "I don't need a written business plan—I have everything in my head."

Reality check: For any new small business to enter the marketplace, the owners need a detailed business plan which lays out their target market, funding, organization, and anticipated revenue flow. A sound business plan is mandatory if the business is seeking a business loan or status as an 8(a) socially or economically disadvantaged company with the United States Small Business Administration (SBA).

In addition, it prevents business owners from failing to accurately predict revenue, cash flow, and other critical items needed to survive.

It is human nature to be optimistic—it is much easier to be optimistic if the data is only in our minds. Sometimes ideas that seem great in concept present an entirely different picture when put down on paper.

Always include detailed revenue projections in your business plan and be realistic.

Myth 2: "I'm a Veteran/Service Disabled Veteran—the VA will give me a business loan."

Reality check: Unlike the VA Home Loan Guarantee Program, the VA does not provide loan guarantees for veterans to start a business. There is, however, a loan program targeted to veterans at the SBA called Patriot Express—if you are a veteran looking to start a business, the SBA (or their resource partners such as SCORE) can provide you with more information.

Myth 3: "The SBA will give me a grant to start a business."



Reality check: The SBA does not provide grants to start a small business. This myth continues to flourish, mainly driven by television commercials for reference materials that supposedly provide the "secrets" to government grants.

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Design-Build Services for Accessibility Upgrades for the 14th Street ADA Complex Project
 MTA Construction and Development Contract No. A-37129
 Bid Date: October 1, 2021

Description of project:
 The work under this contract includes the design and construction for ADA improvements at the 14th Street Complex, including elevator installation and ADA path-of-travel improvements, and associated state of good repair work in the Borough of Manhattan. The project improvements, including the installation of elevators and other ADA improvements, are to result in fully ADA compliant vertical transportation.

Many bidding opportunities are available: masonry, structural steel fabrication, miscellaneous metal fabrication and installation, railings, carpentry, roofing, intumescent fireproofing, doors, glass and glazing, painting, tiling (ceramic/mosaic/granite), resilient flooring, acoustical ceilings, detectable warning panels, toilet accessories, furniture, signage, bird deterrents, waterproofing, chemical grouting, HVAC, electrical, communication systems, plumbing and fire protection, noise monitoring, vibration monitoring, vector control, ACM abatement, survey, MPT materials, concrete supply, historic preservation, sidewalks, paving, utilities, testing and inspection, crack and spall repairs, haul and disposal/trucking, dumpsters, CPM scheduling.

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

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New Anaerobic Digester Facilities at Hunts Point Wastewater Treatment Plant Project
 NYC DEP Contract No: HP-238
 Bid Date: October 7, 2021

Description of project:
 The scope of work includes the installation of four (4) 3.2 million gallon, post-tensioned, cast-in-place concrete digesters, cast-in-place concrete, partially buried equipment gallery at the base of the digesters, gas room above the equipment gallery, control building above the equipment gallery, above ground digester feed pump station, prefabricated guardhouse and walkway bridges, digester feed system, sludge heating system, digester mixing system, digested sludge conveyance system, digester gas system, seal water system, service water system, electric, heating, ventilation and air conditioning, plumbing, utilities, instrumentation and controls, site clearing, excavation, site grading, and final landscaping.

Many bidding opportunities are available: furnish ready-mix concrete, furnish rebar, install rebar, roofing, architectural panels, waterproofing, insulation, plumbing, HVAC, pipe insulation, electrical, haul and disposal of soils, supply fill materials, pipe supply, containers and dumpsters, trucking, site cleaning, site grading, landscaping, fuel, portable toilets, cleaning, photography, pest control, equipment rental, and construction materials.

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 NYC DEP Contract No: HP-238
 Bid Date: October 7, 2021

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 1, 2021.
 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!

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Design-Build Services for Metro-North Railroad Penn Station Access Project
 MTA Metro-North Contract No: CBX-001
 Bid Date: October 25, 2021

Description of project:
 Penn Station Access will provide Metro-North customers with service into and out of Penn Station by diverting certain New Haven Line trains via Amtrak's Hell Gate Line. The project includes four new passenger rail stations in the East Bronx, reconstruction or replacement of 4 bridges, over 19 miles of new and rehabilitated track work, the reconfiguration of Metro-North's New Rochelle Yard, new and reconfigured interlockings, new substations, and the modernization of signal, power, and communication infrastructure.

Many bidding opportunities are available: demolition, landscaping, geotechnical instrumentation and monitoring, pre/post building inspections, trackwork, furnish and installation of third rail, demolition—track, trucking, haul and dispose, sheet pile materials, H-pile materials, utilities, pipe materials (PVC, DIP, RCP) and fittings, fencing, asphalt paving/temporary pavements, pavement striping, sidewalk and curbs, roadway signs, landscaping, MPT materials, precast modular wall, precast soldier pile and lagging wall, precast structural concrete, ready-mix concrete supplier, rebar material and rebar installation, fills and stone materials, waterproofing, structural steel bridge fabrication and erection, structural steel—catenary structures, structural steel—stations, bearings, miscellaneous metals—railings, canopy, stairs, windcreens, building signs and sign structure (furnish or furnish and install), glass and glazing subcontractor, doors supplier, masonry subcontractor, glass curtain wall subcontractor, bird deterrent system subcontractor, roofing subcontractor, painting/anti-graffiti coatings subcontractor, asbestos abatement subcontractor, lead abatement subcontractor, elevator subcontractor, plumbing subcontractor (stations), mechanical subcontractor (stations), hydronic/snow melt/radiant heat system (stations), electrical—building light and power, electrical—systems, electrical—communications (wayside and stations), electrical—signals and train control, electrical—traction power, electrical—security systems, electrical—signals, photographer, surveyors, field trailers, computers, phones and wiring, office equipment, office furniture, office supplies, janitorial service, inspections and lab testing, independent construction QC firm, community outreach, environmental consultant, dumpsters, and design/engineering.

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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Amtrak New York Penn Station 32nd Street and 7th Avenue Entrance Renovation
 Amtrak Contract No. X072-1217-0001
 Bid Date: October 13, 2021

Description of project:
 The existing Amtrak station entrance at 32nd Street and 7th Avenue will be demolished and reconfigured to accommodate three new APTA grade escalators, one APTA grade ADA compliant elevator, and one wide cast in place stair. New finishes and MEP upgrades are included.

Many bidding opportunities are available: door supply, gypsum board, glass/glazing, masonry, painting, stone, terrazzo flooring, metal wall panels, epoxy flooring, waterproofing, reinforcing furnish and install, electrical, hydraulic elevators, escalators, structural steel, metal decking, miscellaneous metals/railings, fireproofing, signage, fire suppression, plumbing, HVAC, photography, dumpsters, testing, and inspections.

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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Design-Build Services for Metro-North Railroad Penn Access Station Project in the Boroughs of Queens, Westchester and Bronx, New York
 MTA Metro-North Contract No: CBX-001
 Bid Date: November 1, 2021

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 29, 2021.
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NORTHEAST EVENTS FOR YOUR BUSINESS

2021

SBA and SOS Monthly Webinar
 Thursday, October 7, 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 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://sba.eventbrite.com/e/monthly-workshop-on-sba-programs-resources-at-sos-tickets-138501643143

Selling to the Federal Government Webinar
 Wednesday, October 13, 2021, 10:00 am–1:00 pm Online
 Main Sponsor(s): US Small Business Administration
 Contact: Allison Gill, 908-526-1200 X 8516, allison.gill@raritanval.edu
 Fee: Free; registration required
 The US Federal Government is the largest buyer of goods and services in the world. Learn the types of products and services it procures and how to tell if the government is buying what your business is selling. https://clients.njsbdc.com/reg.aspx?mode=event&event=5410086 Those who register for an SBDC at RVCC webinar will be provided with secure Zoom sign-in information that will allow you to join the class remotely. Attendees can observe and listen as the instructor teaches the class, view and download presentation materials, and interact during discussion or Q&A periods. Detailed participation instructions and the Zoom webinar invitation will be provided to those who register, in a class confirmation email sent at least two business days prior to the start of the webinar.

COVID SBA EIDL Webinar
 Wednesday, October 13, 2021, 2:00 pm–3:00 pm Online
 Main Sponsor(s): US Small Business Administration
 Contact: Andrea Ormeno, 718-263-0546, aormeno@queensny.org
 Fee: Free; registration required
 The Queens Economic Development Corporation is hosting a free webinar to discuss the COVID-19 Economic Injury Disaster Loan (EIDL). This is the only SBA COVID-19 Disaster Relief program still available for applications. Please join us to learn about the loan component benefits; six policy changes; application details and timeline; applications for loans greater than \$500,000; and application resources. The presenter, Man-Li Kuo Lin, is an economic development specialist at the United States Small Business Administration New York District Office. To register online for this free event, please visit https://queensny.org/calendar/covid-eidl/