



# NEWS

INFO

BIDS



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### and Certification **Government Contracting** What is being certified as a "small business"?

# 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.

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.



Where can I get some help? Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

Click to read more

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





SBE/DVOB vendors, suppliers, subcontractors

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DBE vendors, suppliers, subcontractors Click for details

## EXPRESSION OF INTEREST FOR M/W/SDVOB/LBE FIRMS **TUTOR PERINI / PARSONS JV**

IS CURRENTLY INVITING ALL CERTIFIED PORT AUTHORITY OF NEW YORK AND NEW JERSEY MBE, WBE, AND SDVOB, AND ALL LBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

To complete and submit their EXPRESSION OF INTEREST for the AirTrain Newark Replacement Project in the cities of Newark and Elizabeth, New Jersey PANYNJ RFP No. 70027

All interested firms are asked to contact us at EWRAIRTRAIN@TUTORPERINI.COM to receive a copy of our business registration form as well as answer any questions that you may

have. Come and join our team!

# SKANSKA $\overline{E}/C$ PENN STATION CONNECTORS JV SKANSKA ECCO III PENN STATION CONNECTORS JV

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED

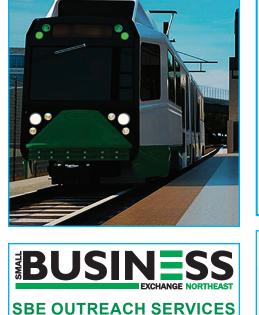
**DBE SUBCONTRACTORS AND VENDORS** Design-Build Services for Metro-North Railroad Penn Station Access Project MTA Metro-North Contract No: CBX-001

**Bid Date: October 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, windscreens, 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-substations, 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

# **SEEKING DBE FIRMS** FOR SUBCONTRACTING **OPPORTUNITIES REGISTER NOW** ONSTRUCTO GLXC 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



#### TUTOR PERINI CORPORATION, AN EEO EMPLOYER IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED

INVITATION TO BID FOR DBE FIRMS

DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS 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. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to pennaccess@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

NORTHEAST EVENTS FOR YOUR BUSINESS largest purchaser of goods and services in the world? Interested in learning how your business

#### 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

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

served small businesses, prime contractors,

#### according to your criteria **Live Call Center Follow-Up** Telephone follow-up calls using a script of

five questions that you define

Targeted mailings sent to businesses chosen

**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

### SBA and SOS Monthly Webinar Thursday, November 4, 2021, 9:00 am-11:00 am Main Sponsor(s): US Small Business Administration,

Contact: Miguel Moralez, 603-225-1601, miquel.moralez@sba.gov

**New Hampshire Secretary of State Corporation** 

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

Corporation Division. This workshop (currently

held online during the pandemic) is offered on

and the New Hampshire Secretary of State

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 Selling to the Federal Government Webinar Thursday, November 11, 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

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. How to Access the Woman-Owned Small Business Federal Contract Program Repository Webinar Tuesday, November 16, 2021, 2:00 pm-3:00 pm Main Sponsor(s): US Small Business Administration Contact: Patrice Dozier, 404-331-0118,

To help provide a level playing field for woman

business owners, the federal government's goal

is to award at least five percent of all federal

businesses (WOSB) each year. This webinar

contracting dollars to woman-owned small

patrice.dozier@sba.gov

Fee: Free; registration required

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-

will provide you information on the certification process for the WOSB federal contract program. Before you can participate in the women's contracting program, you must either use the SBA FREE online application or be third-party certified. Both methods require you to use the beta.certify.sba.gov new portal. Once you register, you will be sent the link for the webinar.





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