

Volume 38, Edition 41E • November 7, 2022

Published by SBE, Inc. • DBE/MBE/SBE

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.



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





Click for details



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

SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS Repairs at Five Stations on the Flushing Line Project MTA Construction and Development Contract No. A-46026 Bid Date: November 9, 2022

Description of project:

State of good repair improvements of 5 stations on the Flushing (7) Line: (52nd Street, 69th Street, 82nd Street-Jackson Heights, 103rd St-Corona Plaza, 111th Street.) Including repair and replacement of existing structural steel defects, replacement of existing mezzanine floor, walls and associated finishes, platform replacement, windscreen replacement, and canopy replacement. Work will include upgrades to electrical and communications systems, abatement of paint and asbestos, and replacement of all stairs.

Many bidding opportunities are available: asbestos remediation, lead remediation, painting, structural steel rehab, structural steel fabrications, structural steel installation, miscellaneous metals, painting, precast structural concrete, structural concrete, rebar, containers, architectural demolition, selective demolition, shielding, plumbing, HVAC, concrete topping, doors, windows, waterproofing, roofing, sheet metal cladding, firestopping, bird control, glass and glazing, insulated wall panels, tiles, detectable warning panels, signage, electrical, lighting, communications, and signals.

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



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







PUBLIC LEGAL NOTICES

With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

Advertisements

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

Special Follow-Up 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





IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS

Design and Construction of a New Jamaica Bus Depot and Parking Lot in the Borough of Queens Project

MTA Construction and Development Contract No. C-40355 Bid Date: November 14, 2022

Description of project:

This project consists of the phased demolition and disposal of the existing Jamaica bus depot located in the Borough of Queens, the demolition and disposal of certain commercial properties acquired by MTA, and the construction of a new LEED certified bus depot facility, which consists of a bus depot, a three-story administration building, and an at-grade outdoor bus parking lot. The project also includes the construction of a temporary parking lot at a CUNY York College lot, with the option, exercised at the sole discretion of MTA C&D, of restoring the temporary parking lot to its prior condition.

Many bidding opportunities are available: doors, furniture, gypsum board, millwork, division 10, glass/glazing, masonry, painting, precast architectural concrete walls, metal wall panels, overhead doors, acoustical ceilings, roofing, abatement, spray fireproofing/insulation, stone and porcelain tile, resilient flooring, windows/louvers, waterproofing, electrical, HVAC, plumbing, fire protection, vibration and settlement monitoring, structural steel, miscellaneous metals, guard rails, signage, fencing, asphalt, striping, curbs and sidewalks, landscaping, underground tank removal and disposal, testing and inspections, ready-mix concrete, f+i rebar, industrial equipment.

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 DBE SUBCONTRACTORS AND VENDORS

Design-Build Services for Replacement of the Park Avenue Viaduct–Phase 1 Project MTA Construction and Development Contract No. 171020 Bid Date: November 17, 2022

Description of project:

The purpose of this project is to replace the existing Metro-North railroad viaduct in its entirety from the north side of East 115th Street to the south side of East 123rd Street along Park Avenue in Harlem, New York. This section of the viaduct is an elevated steel structure which carries four third-rail powered tracks over Park Avenue. All trains from the Hudson, Harlem, and New Haven lines must cross this viaduct to enter Grand Central Terminal. Approximately 750 trains per day traverse the viaduct and the daily ridership from the three East of Hudson lines over the viaduct is in the hundreds of thousands of customers per day. The work includes staged demolition of the existing structure and all ancillary components, design and construction of all project components including, but not limited to, foundations, substructures, superstructure, drainage, track and systems (including direct fixation fastener system), communication and signals, traction power, utility relocations and work zone traffic control.

Many bidding opportunities are available: structural steel fabrication, miscellaneous metal fabrication and installation, railings, carpentry, roofing, doors, glass and glazing, painting, signage, bird deterrents, electrical, communication systems, plumbing, noise monitoring, vibration monitoring, vector control, lead abatement, survey, MPT materials, concrete supply, sidewalks, paving, utilities, testing and inspection, H&D/trucking, dumpsters, and CPM scheduling.

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 CHADARE J F K J O I N T V E N T U R E SKANSKA HALMAR JFK JOINT VENTURE IS SOLICITING COST PROPOSALS FROM PANYNJ

M/WBE, SDVOB, AND LOCAL SUBCONTRACTORS AND VENDORS JFK International Airport Central Terminal Area Roadways, Utilities, and Ground Transportation Center Project PANYNJ RFP No. 6000000974 Bid Date: January 9, 2023

Description of Project:

JFK International Airport Central Terminal Area ("CTA"), Roadways, Utilities and Ground Transportation Center ("GTC") Project ("Project", or "RUGTC") is a design-build project which will support the JFK Vision Plan by providing a world class experience to airport users on the landside that meshes seamlessly with the terminal improvements.

Many bidding opportunities available: portable toilets, cleaning, survey, trailers, geotextile, soil testing and sampling, testing, treatment and disposal of contaminated water, clearing and grubbing, steel sheeting, soil erosion and sediment control, gabion walls, excavation, filling, compacting and grading, trucking, containers and dumpsters, haul and dispose, instrumentation and monitoring, steel pipe piles, directional drilling, micro piles, vibration monitoring, utilities (sanitary, storm, water), 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, MPT, demolition, asbestos removal, prefabricated modular wall, concrete, formwork, rebar, precast concrete, shotcrete, crack and spall repair, masonry, structural steel, metal deck, bearings, miscellaneous metals, metal fabrications, metal stairs, cable railing system, handrails, steel grating, carpentry, fiberglass reinforced material, waterproofing, roofing, metal wall panels, green roof, expansion joint assemblies, hollow metal doors and frames, overhead coiling doors and grills, glass entrances and store fronts, aluminum and stainless steel curtain wall and entrances, translucent fiberglass skylights and wall panels, finish hardware, glass and glazing, louver, gypsum board, ceramic tile, stone paving and flooring, epoxy flooring, painting, architectural signage, aluminum sign panels and supports, toilet partitions and accessories, wire mesh partitions, elevators, fire protection, plumbing, exterior sanitary sewer gravity system, therma distribution system, HVAC, electrical work, and other opportunities.





NY, RI, VT, or any other states that you need to reach





If you are interested in bidding on this project, please contact Skanska Halmar JFK JV's Outreach Team: SkanskaHalmar JFK JV@skanska.com • EOE/M/F/Vet/Disabled

NORTHEAST EVENTS FOR YOUR BUSINESS





Selling to the Federal Government Webinar Thursday, November 10, 2022, 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.

SBA and SOS Monthly Webinar

Thursday, December 1, 2022, 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/secretary-ofstate-quickstart-and-small-business-administration-programs-tickets-262004180557

Getting Registered into the System for Awards Management (SAM.gov) Tuesday, December 6, 2022, 11:00 am–12:00 pm Online

Main Sponsor(s): US Small Business Administration, West Virginia Women's Business Center Contact: Melissa Loder, 304-623-7448, Melissa.Loder@sba.gov

Fee: Free; registration required

The West Virginia Women's Business Center is hosting a valuable webinar on the System for Awards Management (SAM.gov). Join us as Melissa Loder (SBA's West Virginia District Office) and Sommer Straight (RCAC Procurement Technical Assistance Center—PTAC) guide you through how to register for your SAM.gov account. They will also provide tips, FAQs, and directions on where to get additional assistance, as well as answer questions you may have. To register, visit https://www.eventbrite.com/e/ getting-registered-into-the-system-for-awardsmanagement-samgov-tickets-417631445897



CORPORATE OFFICE

1160 Battery Street East, Suite 100 San Francisco, California 94111 sbe@sbeinc.com • www.sbeinc.com Tel 800-800-8534 Fax 415-778-6255 www.sbenortheast.com

Copyright © 2022 Small Business Exchange, Inc.