





INFO

BIDS



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Making Small Business Saturday Awesome

by supporting local charities or causes as part of

By Anita Campbell

With Small Business Saturday just around the corner, it's time to use the occasion to promote your business. While sales and discounts can be great, there are actually plenty of other ways small businesses can promote their products and services on Small Business Saturday. Here are fifteen unique ideas.

Build up Small Business Saturday on social media

If you want anyone to show up and shop, promote it several days ahead on social media. Twitter, Facebook, and other venues are a great place for you to spread the word about your sales, events, or special offers, and drive last minute traffic.

Support local causes

People love supporting local businesses because their purchases can actually benefit the local economy instead of going right to large corporations. And you can highlight that local aspect even more your Small Business Saturday promotion. You can donate a portion of your proceeds or even invite members of a local group to spread the word about a cause at your location. Cross-promote with other local businesses

If your business is located near other small

businesses, you could partner with some of those other businesses to increase your reach. You might include some signage in your store that promotes other stores or restaurants in your area. Or you could partner up to create a gift guide or host a series of complementary events or promotions around town.

Offer in-store entertainment

Shopping on Small Business Saturday can be a fun experience for customers. So they could be looking to visit stores or local businesses that offer more than just good deals. If you offer live music or other types of entertainment at your location, it could entice more customers to stop by and convince them to stick around for even longer.

SMALL BUSINESS SATURDAY®

NOVEMBER 30

JOIN US AND #SHOPSMALL



Another way to make customers have a positive experience at your business is to offer some refreshments. Even just some coffee or hot chocolate and cookies can give them a positive sense,

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

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LEARN WHAT IT SKANSKA

Description of Project:

TAKES TO BE PART OF THE GREEN LINE **EXTENSION PROJECT.**

NETWORK WITH GREEN LINE EXTENSION TEAM MEMBERS AND LOCAL DBES, FEATURED GLXC CONSTRUCTION BENCH PROGRAM LAUNCH, WITH A **SPECIAL GUEST SPEAKER**

REGISTER NOW

WHEN:

WEDNESDAY, DECEMBER 4TH, 2019 6:00 PM - 7:30 PM WHERE:

SUITE 225, SOMERVILLE, MA 02143 ADDITIONAL INFORMATION

ALEXANDRA.CANN@GLXCONSTRUCT.COM

GLXC OFFICES, 200 INNERBELT ROAD

George Harms Construction is seeking DBE/ESBE suppliers, subcontractors

Click for details

BUSIN

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

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SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK, MASSACHUSETTS, AND WASHINGTON, DC, CERTIFIED DBE AND SB SUBCONTRACTORS/VENDORS FOR: Service and Inspection High Speed Rail Facility Modifications Project in

Ivy City (DC), Southampton (Boston), and Sunnyside (Queens) **Amtrak Contract** Bid Date: December 5, 2019

The work generally consists of selective demolition, site clearing, construction of modifications within the existing Acela service and inspection shop, exterior improvements, and associated civil and utility work. Many bidding opportunities are available.

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 *Elclc* SKANSKA ECCO III VWE JV IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE

SUBCONTRACTORS AND VENDORS FOR THE Van Wyck Expressway Capacity and Access Improvements to JFK Airport Project

NYSDÓT Contract No: D900048 Bid Date: January 6, 2020

Replacement to lengthen the following structures: Rockaway Boulevard, Linden Boulevard,

Liberty Avenue, and 101st Avenue. Retrofit to lengthen the following structures: 133rd Avenue,

Description of project:

Description of Project:

Foch Boulevard, 109th Avenue, Jamaica Avenue, and Hillside Avenue. Entrance and exit ramp relocation: NB VWE exit ramp to Linden Boulevard, N Conduit Avenue entrance ramp to WB Belt Parkway, including associated intersection and SB Van Wyck Expressway exit ramp (Exit 1W) to N Conduit Avenue work, Upgrading curb ramps for ADA compliance, and replacing/ upgrading the traffic signals. Many bidding opportunities are available.

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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SUBCONTRACTORS AND VENDORS

Lincoln Hospital Fuel Tank Replacement Project, Bronx, New York NYCHHC Contract No: ES-GSN 0981

Bid Date: November 21, 2019

The project scope of work includes, but is not necessarily limited to, removal of a 10,000 gallon underground diesel fuel tank and replacement with a 25,000 gallon underground diesel fuel tank (Plant A); decommissioning per DEC regulations and abandoning in place 4 - 50,000

gallon underground fuel oil tanks and 1 - 10,000 gallon underground diesel fuel tank and replacement with 2-30,000 gallon underground fuel oil tanks and 1-25,000 gallon underground diesel fuel tank (Plant B); excavation support systems, dewatering, temporary and permanent underground and building piping systems, removal and replacement of existing oil pump system including filtering and controls, site work including decorative stamped concrete and landscaping. Work shall be completed in phases. Many bidding opportunities are available. If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

INVITATION TO BID FOR M/WBE FIRMS TUTOR PERINI CORPORATION, AN EEO EMPLOYER IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND

CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS 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: November 19, 2019 ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 15, 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

NORTHEAST EVENTS FOR YOUR BUSINESS Fee: Free; registration required

a nonprofit economic development corporation that is dedicated to helping New Jersey's small business community. We'll lead you through the



Division

New Hampshire Secretary of State's Office, 25 Main Sponsor(s): US Small Business Administration, **New Hampshire Secretary of State Corporation**

Jackie Cotto at 914-739-1908. Come and join our team!

miguel.moralez@sba.gov Fee: Free; registration required Are you looking to start your own small business? Are you a business owner and in need of capital representative about the technical and financial

Contact: Miguel Moralez, 603-225-1601,

or free advice? Join us in the capital city and hear from a Small Business Administration resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through the New Hampshire Quick Start Program for registering a business online.

This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am. **Getting Started with Government Contracting** Tuesday, December 10, 2019, 8:30 am-10:30 am

Union County Economic Development Corporation, 75 Chestnut Street, Cranford, NJ Main Sponsor(s): US Small Business Administration Union County Economic Development Corporation Contact: Rogers Ramsey, 908-527-1166,

registration processes for the federal and state procurement systems, show you exactly where

to go to get a clear picture of who's buying what, and share the secrets to becoming a sub-contractor, among other essential practices. No matter what you are selling, somebody in the federal or state government is probably interested in buying it! Already registered with the government but need

This free program is being offered by UCEDC,

a refresher in making the most of procurement opportunities? Attend this workshop and you'll come away better prepared to find relevant postings and close the sale! Interviewing and Hiring Best Practices Thursday, December 19, 2019, 8:00 am-10:00 am Northern Rhode Island Chamber of Commerce,

6 Blackstone Valley Place, Suite 402, Lincoln, RI

Main Sponsor(s): US Small Business Administration,

Contact: Lana Glovach, 401-528-4575, Lana.Glovach@sba.gov

Fee: Free; registration required This free workshop by Dr. Gary J. Convertino, an experienced human resources executive, is an

Rhode Island SCORE

abridged "A to Z" to help small business owners navigate the process of hiring an employee. This easy-to-understand overview presentation covers: what do you know about proper interviewing; developing a job description and posting a job; the foundation of a good interview; steps to ensure a legal, compliant, and sound interview process; onboarding a new employee; they're hired, now what; Q & A; takeaways.

CORPORATE OFFICE

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