

**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:

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# Small Business Exchange Northeast

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#### IS SOLICITING COST PROPOSALS FROM NEW YORK DBE SUBCONTRACTORS AND VENDORS

Upgrade of Little Neck, Linden Place, and Park Drive East Pumping Stations Project NYC DEP Contract No. PS-QNS-2 Bid Date: December 6, 2023

**Description of project:** This project involves upgrades to the Linden Place, Little Neck, and Park Drive East Pump Stations. Principal items of work at each site include site grading and erosion control, protection and relocation of existing utilities, installation of foundations and support of excavation, furnish and install four (4) submersible pumps, furnish and install bar screen, hoisting equipment, gates, and associated piping, furnish and install heating and ventilation equipment and ductwork, replace existing 208 volt utility power service entrance from the existing Consolidated Edison service to the pump station with a new 208 volt service, furnish and install electrical power supply and distribution equipment and instrumentation and controls equipment, demolish existing equipment, piping, valves, electrical and instrumentation equipment, maintain continuous service of flow, maintain continuous redundant electrical feeds to the existing pump stations, commission new pumping station.

Many bidding opportunities are available: electrical, miscellaneous metal fabrication, surveying subcontractor, geo-monitoring and instrumentation, painting subcontractor, reinforcing steel-F+I, CPM schedule subcontractor, landscaping subcontractor, plumbing, HVAC.

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



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For more info contact Valerie Voorhies at vvv@sbeinc.com





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#### Call for more information: 800-800-8534





### SKANSKA ECCO III JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS AND VENDORS

#### Hillview Reservoir Chemical Addition Facilities Project NYC DEP Contract No. HVR-210 Bid Date: December 21, 2023

#### **Description of project:**

The Hillview Reservoir is located in Yonkers, New York and provides balancing and storage of NYC and Yonkers drinking water. The work under this contract includes an upgrade of the existing North Entrance, construction of the two new Chemical Addition Facilities (CAF) buildings (CAF-North and CAF-South), two new electrical service feeds and distribution equipment, new flow measurement, a new SCADA system, and interim structures for chemical systems, water quality monitoring systems, and carry water pumps. Construction of the new CAF buildings includes major support of excavation consisting of secant piles, soldier pile and lagging, tie backs, mass earthwork, mass concrete, and a significant amount of architectural building furnishings and finishes.

Many bidding opportunities are available: electrical, plumbing, HVAC, haul and dispose, on-site trucking, rebar, masonry, fence and guardrail, paving, waterproofing, windows and doors, fill materials, geotechnical instrumentation and monitoring, safety professional, environmental boring and testing, flatwork curb and sidewalk, landscaping, tile, furniture, office trailers, survey, painting, office cleaning, lumber supply, erosion and sedimentation control supplies, jobsite toilets, MPT supplies, site photography and video, rodent control, arborist.

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### **EDWARDS UNLIMITED LLC** CARE@THEJANICEEDWARDS.COM 866.433.8658 WWW.THEJANICEEDWARDS.COM

#### **COMPANY PROFILE**

Edwards Unlimited is an award-winning media production and leadership development business enterprise. Our company is dedicated to helping corporations, entrepreneurs and nonprofit organizations celebrate their successes and share their vision with the world through high quality video production, media/ presentation training and strategic communications. President & CEO Janice Edwards is an award-winning talk show host, Emmy-nominated producer, coauthor of the international best-seller Step Into Your Brilliance, an in-demand MC, and an acclaimed contributor to community empowerment through her media work.

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- Edwards Unlimited Legacy Interviews are 1080p or4K video and/or audio recording with transcripts capturing family treasures as living historical documents.
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- These legacy interviews have created joy and happiness among family members and friends. They become a living record for loved ones in the future.



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## VENTS FOR YOUR BUSINESS



SBA and SOS Monthly Webinar Thursday, December 7, 2023, 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

#### 8(a) Orientation and SAM Registration Webinar Wednesday, December 20, 2023, 10:30 am-11:30 am Online

Main Sponsor(s): US Small Business Administration Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov Fee: Free; registration required

Join the Small Business Administration (SBA)

Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer addional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit https://www.eventbrite. com/e/8a-orientation-sam-registration-tickets-518989961947

#### Selling to the Federal Government Webinar Thursday, January 25, 2024, 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.



#### **CORPORATE OFFICE**

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