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Why Ads Are Worth Reading Every Time

By Leslie Ann McMillan

Your mission in life is to fulfill your purpose. Certainly, that is true on a personal level. It can also be true in your business or community enterprise. You are receiving this instrument of communication—and others like it—from Small Business Exchange Northeast because somehow, sometime, somewhere, you took concrete steps to participate in the great and worthy purpose of public involvement through business or service, including building or supplying public projects or institutions.

We have walked that road, too. For more than thirty-eight years, Small Business Exchange has existed to help connect small businesses, prime contractors, large businesses, agencies, groups, organizations, and institutions in the valuable fulfillment of specific projects and opportunities.

When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

From the basic value of expanding worthwhile knowledge to the potential gain of landing a great contract, you will truly benefit from a few minutes of reading not only the headlines and articles, but especially the advertisements regarding specific projects and active companies with which you might connect.

If you have seen an advertisement before, read it again! The latest edition might have some new details—or you might be in a new situation that warrants another look at a familiar opportunity.

You will find pertinent information on enormous projects that must have small business participation in order to move forward. Most of the readers of these words are small business people. Some of these people and their enterprises are excellent matches for the projects or companies presented here. You might be one of them.

If you think there is a potentially suitable connection between your enterprise and one of the advertised projects or companies, you are just a call or email away from entering a conversation that might prove to be an excellent step forward either now or in the future. The first step need not



be the final step, even if one particular project or company is not a good fit right now.

One of our key purposes at Small Business Exchange Northeast is to encourage small diversity businesses to keep walking a little further and

Click to read more

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

Sub-Bid Requests

BUSINESS EXCHANGE NORTHEAST

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

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

SKANSKA

SKANSKA USA CIVIL

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

Hudson Yards: Gateway – Phase II Design Row Preservation Project Gateway Development Commission Contract Bid Date: January 10, 2023

Description of project:

The project consists of the construction of cut-and-cover tunnel cells which originate at the western face of 11th Avenue, travel diagonally across the LIRR West Side Storage Yard (West Rail Yard), continue below the existing NYC Department of Parks and Recreation's High Line Structure, and terminate south of the High Line before West 30th Street. Project specifications are based on Amtrak standard specifications supplemented by LIRR standard specifications for railroad yard-specific requirements.

Work covered by this contract includes the following:

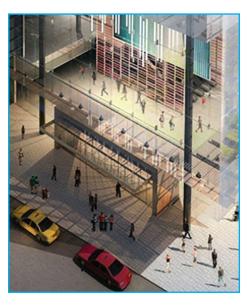
- Demolition of the existing LIRR emergency services building (ESB) and associated utilities
- Installation of instrumentation and monitoring equipment
- Design and installation of support of excavation retaining structures for the tunnel
- Jet grouting within the support of excavation as necessary for excavation and outside of tunnel limits
- Excavation of the area of the tunnel and disposal of material removed from the excavation
- Construction of the reinforced concrete tunnel structure
- Grading of the yard area and restoration of access roads
- Restoration of surface area to pre-existing conditions

Many bidding opportunities are available: temporary and permanent site fencing, removal of existing LIRR Building 4, existing foundations and slabs, temporary utilities, site preparation and demolition including relocation and protection of existing utilities as required, installation of LIRR track outage protection, construction of truck wash down, stone haul road, site logistics and MPT measures, temporary facilities, installation of dewatering system (pumps, tanks, treatment measures, etc.), installation of construction trailers with temporary utilities, lighting and site security, installation of soil erosion and sediment control, including dust control, silt fence, inlet protections, etc., general excavation, rock bolts, tiebacks and bracing, jet grouting, installation of rock anchors, underpinning of High Line and coordination with High Line and all applicable agencies, concrete reinforcement, cast in place concrete, shotcrete, waterproofing, rock mass grouting, underground mass concrete, construction of retaining walls, permanent underground utility work, mechanical, electrical, and plumbing work.

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







Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled



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.

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

NORTHEAST EVENTS FOR YOUR BUSINESS





SBA and SOS Monthly Webinar Thursday, January 5, 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

Selling to the Federal Government Webinar Thursday, January 26, 2023, 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.

Getting Registered into the System for Awards Management (SAM.gov)

Tuesday, February 21, 2023, 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-in-the-system-for-awardmanagement-samgov-tickets-483757992177



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