



# Profit with Honor: MWDBE Good Faith Efforts

By Leslie McMillan

To borrow a phrase from eminent scholar Daniel Yankelovich, who himself adapted it from the most eminent source—profit with honor is essential to healthy enterprise. The author of *Profit with Honor: The New Stage of Market Capitalism* (Yale University Press, 2006) urges businesses to aspire to higher ethical ground in their values and practices, to their own benefit and that of society generally.

Mr. Yankelovich writes, "In this book, I use the term *stewardship ethics* to convey the commitment to care for one's institution and those it serves in a manner that responds to a higher level of expectations. In the chapters that follow, I elaborate how the ethical commitments of corporate cultures are directly related to the social, political, and economic structures of the larger society. If our corporations can upgrade their ethical norms to the level of stewardship ethics, this achievement will also strengthen the ethical values of our society."

Although Mr. Yankelovich's book does not directly address the realm of diversity contracting and procurement, its principles can reward all of the partners—small businesses, large contractors and suppliers, agencies, and the public.

Agencies do have valid moral, social, and economic reasons to establish goals for greater government contract participation by small businesses owned by minorities, women, or disadvantaged entrepreneurs. Putting the ideals into practice requires honest commitment and perseverance in the hearts, minds, and actions of everyone involved in the process.

As Mr. Yankelovich observes regarding the wider subject of ethical business pursuits, "Laws and regulations by themselves do not ensure compliance. One of the most prominent features of the scandals is gaming the system—finding clever ways of circumventing the rules and regulations. . . . The key to successful reform is to combine regulations and norms in such a way that they mutually support each other in encouraging companies (and gatekeepers) to do the right things, not the wrong ones. . . . Norms are



social values—the unwritten rules that dictate what sorts of behavior are acceptable or unacceptable." During more than thirty years of MWDBE enactments throughout all levels and structures of government in America, the term *good faith effort*

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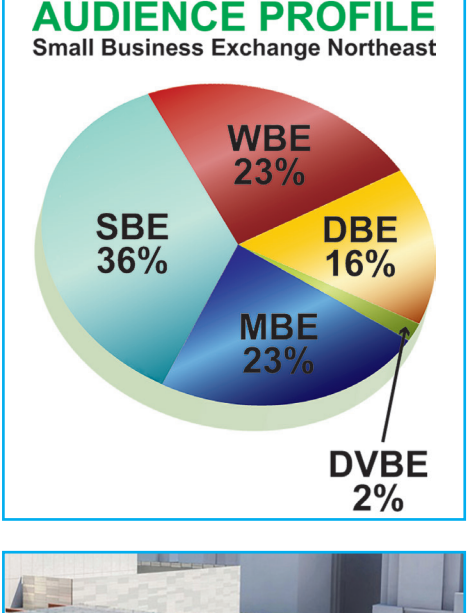


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### THE PORT AUTHORITY OF NY & NJ REQUEST FOR PRE-QUALIFICATIONS

Sealed pre-qualification responses for the following contract(s) will be accepted at the address indicated below until **2:00 pm** on the due date indicated. **Send bids to:** The Port Authority of NJ & NJ, Attn: Bid/RFP custodian procurement department, 4 world trade center, 150 Greenwich Street, 21st Floor, New York, NY 10007.

**SOLICITATION #:** 55570

**TITLE:** Request for Pre-Qualifications (RFPO) to Generate a Pool of Qualified Vendors for Receipt of The Port Authority of New York and New Jersey's Information Technology Managed Services Provider Solicitation.

**DESCRIPTION:** The Port Authority is seeking to prequalify firms to provide IT Managed Services for end-user, desktop, server and storage, database, and cloud support, as well as recommending and implementing a cloud-based IT Service Management (ITSM) solution to be used as the backbone for all required services.

**RFPO DUE DATE:** 1/10/2019

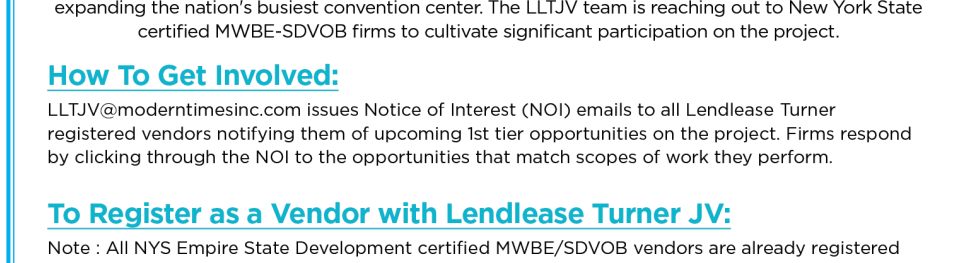
The Port Authority of New York and New Jersey (Port Authority), in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d-4) and the Regulations, hereby notifies all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement disadvantaged businesses will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

Additionally, all bidders (including proposers, and respondents, as applicable) are notified that the Port Authority will ensure that, with respect to any contract/agreement entered into pursuant to this advertisement, disadvantaged business enterprises, minority business enterprises and woman-owned business enterprises, as applicable, will be afforded full and fair opportunity to submit bids, proposals and responses, as applicable, in response to this invitation, and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

This document is available on-line at <http://www.panynj.gov/business-opportunities/bid-proposal-advertisements.html?tabnum=5>. Addenda to the RFPO, if any, will be posted at this website. Monitor the advertisement on the website to ensure your awareness of any changes. If you have any technical problems accessing the documents online, email us [ataskforbids@panynj.gov](mailto:ataskforbids@panynj.gov) or call us at (212) 435-4600 for assistance.

A VALID PHOTO ID IS REQUIRED TO GAIN ACCESS INTO THE BUILDING, IF YOU ARE HAND DELIVERING AND/OR ATTENDING THE BID OPENING.

**Lendlease Turner Joint Venture** is seeking MWBE & SDVOB firms for subcontracting opportunities on the



Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LTJV) will construct 1.2 million additional square feet of space expanding the nation's busiest convention center. The LTJV team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

**How To Get Involved:**  
 LTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

**To Register as a Vendor with Lendlease Turner JV:**  
 Note: All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LTJV. Please contact us if your firm is not currently receiving LTJV Notices of Interest by sending a note to: [LTJV@moderntimesinc.com](mailto:LTJV@moderntimesinc.com)

**Get or Update Your Empire State Development MWBE & SDVOB Certificate:**  
 LTJV seeks Empire State Development certified firms for every 1st Tier Subcontract Opportunity.

**Seeking to be certified or re-certified?** Visit <https://esd.ny.gov/mwbe-new-certification> to learn more about eligibility, requirements, and how to get started.  
**Have a question about certification?**  
 Call the Empire State Development MWBE Hotline: (212) 803-2414  
 To get in touch, please contact: [LTJV@MODERNTIMESINC.COM](mailto:LTJV@MODERNTIMESINC.COM)

**SKANSKA**  
 SKANSKA CIVIL NORTHEAST

**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOBS**

**Reconstruction and Improvement of Rikers Island North and South Pumping Stations**  
 NYC DEP Contract No. PS-RI-N&S (NYS MWBE)  
 Bid Date: January 3, 2019

**Line Structural Component Repair Program—Canarsie Line**  
 MTA NYCT Contract No. C-48719 (NYS MWBE, SDVOB)  
 Bid Date: January 3, 2019

**PS-RI-N&S, Reconstruction and Improvement of Rikers Island North and South Pumping Stations (NYS MWBE):**  
**Description of Project:** This project includes several items of work to reconstruct and improve the Rikers Island North and South Pumping Stations. These include but are not limited to structural demolition, excavation, SOE, concrete, structural modifications, mechanical, electrical, instrumentation and controls, and minor architectural work.

**C-48719, Line Structural Component Repair Program—Canarsie Line (NYS MWBE, SDVOB):**  
**Description of Project:** This project is to repair the structural steel and concrete defects in the subway tunnel between First Avenue Station and Eighth Avenue Station in Manhattan. Additional station component repairs for Sixth Avenue Station, Canarsie Line, in the Borough of Manhattan are also included.

**Many bidding opportunities available.**  
 If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

**SKANSKA**  
 SKANSKA KOCH INC.

**IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY**

**Main Span Upper Level Structural Rehabilitation (Phase II) and Appurtenance George Washington Bridge between New York and New Jersey**  
 PANYNJ Contract No: GWB-244.260  
 Bid Date: January 10, 2019

Subcontracting opportunities include but are not limited to Asphalt, Concrete, Demolition, Barrier, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

**SKANSKA**  
 SKANSKA CIVIL NORTHEAST

**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS AND VENDORS**

**ADA Sixth Avenue Canarsie Line**  
 MTA NYCT Contract No. A-37150A  
 Bid Date: January 10, 2019

**Description of Project:** Accessibility Upgrades at Sixth Avenue Station on the Canarsie Line (BMT) in the Borough of Manhattan—make the station accessible by complying with the 2010 Americans Disabilities Act Standards for Accessible Design, enhance customer experience at the station, make the station easier to navigate, and facilitate increased ridership on the NYCT System.

**Bidding Opportunities:** electrical work, communications work (CCTV, cameras, monitors, network, fire alarm), HVAC, plumbing, fire protection, elevators, structural steel, railings, asbestos abatement, acoustical tile ceilings, lighting, tile, masonry, glazing, stair trends, stainless steel doors, gypsum board, painting, concrete, rebar, station signage, dewatering, rodent control, abatement of bird droppings, dumpsters, office cleaning, progress photographs, engineer's office computers/equipment/furniture.

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

**SKANSKA**  
 SKANSKA KOCH INC.

**IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW JERSEY SMALL BUSINESS ENTERPRISE PROGRAM**

**Rehabilitation of New Jersey Turnpike Passaic River Bridges Structures**  
 Numbers W107.87 and E107.88  
 New Jersey Turnpike Authority Contract No: T100.436  
 Bid Date: January 11, 2019

Subcontracting opportunities include but are not limited to Concrete, Demolition, Barrier, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

**American Bridge**  
 AMERICAN BRIDGE COMPANY

**IS SOLICITING BIDS FROM MWBE AND SDVOB SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM**

**Miscellaneous Repairs to the Bronx-Whitestone Bridge**  
**Suspended Spans and Approaches**  
 MTA Bridges and Tunnels Contract No: BW-14 Phase II  
 Bid Date: January 18, 2019

The work to be performed may briefly be described as furnishing all labor, material, and equipment necessary for the following: median barrier extension installation on the suspended spans; upgrade the fire standpipe hose connections on the suspended spans; rehabilitation of the wind pins at the towers; repair to lower lateral gusset plate at the Bronx Tower; repairs to bearing plates at the approaches; repair to tower electrical conduits at lamp posts on suspended spans; refurbishment of tower deteriorated electrical panels; repair of traveler track beam; replacement of stringer bearings; repairs to fairing gratings; replace drainage pipe at towers lower struts; and electrical conduit restoration at spans 12 and 13 (two locations); incidental lead abatement; and maintenance and protection of traffic.

Please contact Brandon Rosado at [brsado@americanbridge.net](mailto:brsado@americanbridge.net) or 201-592-1217 for plans and specifications.

American Bridge Company is an Equal Opportunity Employer

**Tutor Perini**

**INVITATION TO BID FOR DBE FIRMS AND NON-DBE FIRMS**  
 TUTOR PERINI CORPORATION, AN EEO EMPLOYER

**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

**Brooklyn Bridge Rehabilitation of Approach Arches,Towers, Miscellaneous Rehab in the Boroughs of Manhattan and Brooklyn, New Jersey**  
 NYCDOT Contract No: BRC270D  
 Bid Date: February 7, 2019

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, February 1, 2019.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Woman-Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Learn about the certification process and how your business can benefit. The US Small Business Administration and the US Minority Business Development Agency are agencies of the federal government.

**Maximizing LinkedIn for Your Business**  
 Thursday, January 17, 2019, 5:30 pm-7:00 pm  
 Old Saybrook Library, 60 Old Boston Post Road, Old Saybrook, CT  
**Main Sponsor(s):** 860-388-9508  
**Contact:** Anne Driscoll, [anne.driscoll@scorevolunteer.org](mailto:anne.driscoll@scorevolunteer.org)  
**Fee:** Free; registration required  
 Award-winning brand manager Maria Miranda of Miranda Creative will show you how to set up an effective, content-rich LinkedIn profile, how to utilize LinkedIn for networking, promote your business to achieve engagement, recruit employees, and more. SCORE is a non-profit resource partner of the US Small Business Administration (SBA). SCORE Southeastern Connecticut offers free business counseling and sixty workshops a year, covering topics from business basics, managing your finances, digital marketing and social media, to franchising, preparing business plans, and more.

**How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online**  
 Thursday, January 3, 2019, 9:00 am-10:30 am  
 New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH  
**Main Sponsor(s):** US Small Business Administration, New Hampshire Secretary of State Corporation  
**Division**  
**Contact:** Miguel Moralez, 603-225-1601, [miguel.moralez@sba.gov](mailto:miguel.moralez@sba.gov)  
**Fee:** Free; registration required  
 Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

**Selling to the Government, 8A, Hubzone, and WOSB Certification**  
 Thursday, January 17, 2019, 10:00 am-12:00 pm  
 Minority Business Development Agency Manhattan Business Center, 48 Wall Street, New York, NY  
**Main Sponsor(s):** US Small Business Administration, US Minority Business Development Agency, Business Outreach Center Network  
**Contact:** Women's Business Center, 718-624-9115, [wbc@bocnet.org](mailto:wbc@bocnet.org)  
**Fee:** Free; registration required