



# Why Ads Are Worth Reading Every Time

By Leslie 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-six 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

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

[Click to read more](#)

# Sub-Bid Requests

**GREEN LINE EXTENSION PROJECT**

**SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES**

**REGISTER NOW**

**GLX CONSTRUCTORS**

GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

FOR REQUESTS OR ASSISTANCE:  
[Alexandra.Cann@GLXConstruct.com](mailto:Alexandra.Cann@GLXConstruct.com)

**SKANSKA**  
 SKANSKA USA CIVIL

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

**Harold Structures Eastbound Re-Route Project**  
 MTA Construction and Development Contract No. CH058B  
 Bid Date: February 19, 2021

**Description of project:**  
 The work involves design-build of a new tunnel and approach structures for a grade-separated crossover, including modification of the underpinning pier(s) and construction of new pier(s) for the existing Honeywell Street bridge, demolition of existing track work and installation of new track, including special track work, and demolition of existing and installation of new traction power elements such as the cabling, contact and messenger wires, feeder cables and their supporting structures. The work will be performed in an active railroad interlocking and will require close coordination with the ongoing train operations and force account work performed by Amtrak, LIRR, and other East Side Access contractors.

**Many bidding opportunities are available:** trucking, soil hauling and disposal, containers, excavation, structural concrete, precast concrete, standpipe, utilities, MPT, electrical, catenary, miscellaneous metals, steel, pile driving, micropiles, line striping, rebar furnish and install, waterproofing, demolition, support of excavation, precast barrier, trackwork, track removals, third rail, concrete ties, rail, fence, erosion control, trailers, cleaning, environmental testing, fill material supply, contaminated soil, geotechnical instrumentation and monitoring, survey, photography, rodent control, castings, monitoring wells, dewatering, material testing, temporary steel.

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

**SKANSKA**  
 SKANSKA USA CIVIL

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

**Riker's Island Powerhouse Boiler Feed Water Treatment System Upgrade Project**  
 NYC Department of Correction PIN: 072202001CPD  
 Bid Date: January 14, 2021

**Description of project:**  
 Upgrade existing boiler feedwater treatment system for the powerhouse at Riker's Island.

**Many bidding opportunities are available:** demolition, concrete, reinforcing, structural steel, miscellaneous metals, roll-up doors, doors, painting, plumbing, piping, and equipment, mechanical piping and equipment, electrical, cleaning.

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

**SMALL 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](http://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 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**

## NORTHEAST EVENTS FOR YOUR BUSINESS

**2021**

**PPP Forgiveness Webinar**  
 Tuesday, January 5, 2021, 11:30 am–1:00 pm  
 Online  
 Main Sponsor(s): US Small Business Administration  
 Contact: Susan Mazza, 802-828-4422, [susan.mazza@sba.gov](mailto:susan.mazza@sba.gov)  
 Fee: Free; registration required

The SBA Vermont District Office hosts a free weekly webinar from 11:30 am to 1:00 pm Tuesdays to discuss paycheck Protection Program forgiveness and other changes. Webinar direct link (copy and paste link into browser address bar): [https://teams.microsoft.com/join/19%3ameeting\\_OTQzYzJmYWQyYzRjNS00YzRiLThiZWQrYTEwY2RjN2Y0NTkw%40thread.v2/0?context=%7b%22Tid%22%3a%223c89fd8a-7f68-4667-aa15-41ebf2208961%22%2e%220id%22%3a%224ff22bc7-4d9b-44ab-bd09-65ff869dc840%22%7d](https://teams.microsoft.com/join/19%3ameeting_OTQzYzJmYWQyYzRjNS00YzRiLThiZWQrYTEwY2RjN2Y0NTkw%40thread.v2/0?context=%7b%22Tid%22%3a%223c89fd8a-7f68-4667-aa15-41ebf2208961%22%2e%220id%22%3a%224ff22bc7-4d9b-44ab-bd09-65ff869dc840%22%7d) To access the webinar by phone, call 1-202-765-1264 and enter the code 986 011 495#.

**Is Certification Right for You?**  
 Monday, January 11, 2021, 9:00 am–10:30 am  
 Online  
 Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise Central Massachusetts  
 Contact: Samantha Pevear, 508-453-9209, [info.CentralMA@cweonline.org](mailto:info.CentralMA@cweonline.org)  
 Fee: Free; registration required

Join us for this online panel conversation with three women who have certified their business as woman-owned. We'll discuss the type(s) of certification each entrepreneur has, the pros and cons of certification in their experience, and what they wish they would have known about certification earlier. It is strongly recommended that prior to joining this webinar, you first view the free monthly webinar offered by our certification team. You can register for an upcoming session here: <https://bit.ly/3eM5LNU> Once you've registered, we'll provide information on how to access the webinar. If you have any questions, please reach out to us at [info.CentralMA@cweonline.org](mailto:info.CentralMA@cweonline.org).

**Free Federal Contracting Webinar**  
 Tuesday, January 19, 2021, 10:30 am–12:00 pm  
 Online  
 Main Sponsor(s): US Small Business Administration  
 Contact: Carmen E. Gonzalez, 904-443-1924, [carmen.gonzalez@sba.gov](mailto:carmen.gonzalez@sba.gov)  
 Fee: Free; registration required

This free webinar helps you to investigate and prepare for the possibility of your business providing goods or services to the federal government. Information includes: How to Do Business with the Federal Government; 8(a) Business Development Program; HUBZone Program; Woman-Owned Small Businesses; Service-Disabled Veteran Businesses; Small Disadvantaged Business 8(a) Business Development Program; Certification Boot Camp. Benefits of this webinar include learning about sole-source contracts of up to \$4 million for goods and services and \$6.5 million for manufacturing; and specialized business training, marketing assistance, counseling, and high-level executive development. Since 1953, the Small Business Administration has worked to ignite change and spark action so small businesses can confidently start, grow, expand, or recover.

