

# 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-five 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.

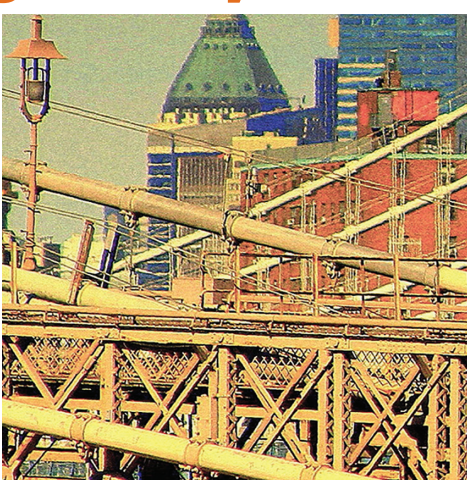
When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

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

  
George Harms Construction is seeking DBE suppliers, subcontractors  
[Click for details](#)

**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 E/C/C/O**  
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**  
NYSDOT Contract No: D900048  
Bid Date: January 6, 2020

**Description of project:**  
Replacement to lengthen the following structures: Rockaway Boulevard, Linden Boulevard, Liberty Avenue, and 101st Avenue. Retrofit to lengthen the following structures: 133rd Avenue, 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](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

**SKANSKA**  
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 2019

**Description of Project:**  
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](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2020**

**Government Procurement Strategies**  
Thursday, January 16, 2020, 10:00 am–12:00 pm  
Pace University, One Pace Plaza, Student Center West, New York, NY  
Main Sponsor(s): US Small Business Administration, Pace University Small Business Development Center  
Contact: Pace SBDC, 212-618-6655, [sbdc@pace.edu](mailto:sbdc@pace.edu)  
Fee: Free; registration required  
Pace University Small Business Development Center (SBDC) is partnering with the US Small Business Administration (SBA) to help entrepreneurs identify and respond to government contract opportunities, as well as deliver on those contracts for which they are selected. The workshop will highlight resources available for small businesses and help you understand: how to increase your likelihood of obtaining contracts from government agencies and prime contractors; key strategies for marketing your business to the government; systems involved in government contracting; contracting support for small businesses provided by the SBA. Government procurement reps will be on hand at the end of the workshop to answer any questions.

**Boots to Business Reboot**  
Friday, January 17, 2020, 9:00 am–5:00 pm  
Monmouth University, 400 Cedar Avenue, Magill Commons Club Dining Room, West Long Branch, NJ  
Main Sponsor(s): US Small Business Administration, Arsenal Partnership  
Contact: Amy Amoroso, 518-326-6328, [aamoroso@arsenalpartnership.com](mailto:aamoroso@arsenalpartnership.com)

**Fee: Free; registration required**  
Sign up for Boots to Business Reboot, a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Please email the team at [boot-to-business@sba.gov](mailto:boot-to-business@sba.gov) if you've already attended an in-person Boots to Business class, and wish to sign up for an online course. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the SBA.

**Creating Thumb Stopping Videos**  
Saturday, January 25, 2020, 9:30 am–11:30 am  
TD Bank, 1255 South Willow Street, 2nd Floor Meeting Room, Manchester, NH  
Main Sponsor(s): US Small Business Administration, SCORE Merrimack Valley  
Contact: SCORE, 603-666-7561, [info199@scorevolunteer.org](mailto:info199@scorevolunteer.org)  
Fee: Free; registration required  
Videos are one of, if not the best way to get potential customers to stop scrolling and pay attention to your business. Are you using them? Join the Video Marketing Mavens, Christine Halvorson and Nanette Perrotte, on Saturday morning, January 25, to learn how to create and use them in your social media marketing efforts. SCORE Merrimack Valley, based in Manchester, is one of five SCORE chapters in New Hampshire. More than fifty volunteer mentors assist start-ups and existing small businesses.

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

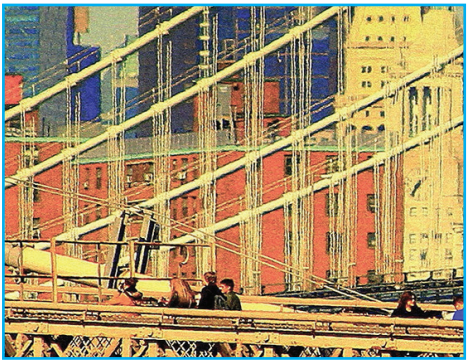
**Live Call Center Follow-Up**  
Telephone follow-up calls using a script of five questions that you define

**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**

1984 35 Years 2019



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