



Running Small Businesses Is Like Coaching

By Paul Lester

It may not be something that often crosses your mind, but football coaches and small business owners have a lot in common. Both professions require leadership, dedication, commitment, and a strong work ethic to succeed. Just like football coaches, as a small business owner, you must take on many roles to ensure that everybody is working together as a team to achieve important goals and that operations run smoothly.

Here are a few other ways football coaches and small business owners play a similar game.

Pre-game

To prepare for a football game, coaches research opponents, develop game plans, and determine the best lineup of players who will help the team win. Similarly, when starting a small business, entrepreneurs conduct market research to understand the competition and the key economic conditions and indicators. Entrepreneurs also build a business plan, which sets the strategic framework for the

organization and maps out the path forward. In addition, small business owners find top talent who will help them execute the plan and beat the competition.

During the game

Over the course of a game, head coaches adjust regularly, shifting tactics to put their team in position to score and win. They consult with assistant coaches to get advice on what plays they should run. Entrepreneurs also make strategic moves to adjust to constantly changing market forces and customer demands. You can get guidance on how to set yourself for success by consulting with experts from your local SBA District Office, SCORE Chapter, Small Business Development Center, Women's Business Center, or Veterans Business Outreach Center.

Halftime

Coaches typically deliver inspiring halftime speeches that motivate players to give their all and function as a team. You motivate your employees by providing benefit programs and encouraging



their career growth through training that will help strengthen their skills. Small business owners also foster teamwork by clearly communicating the importance of each employee's role in reaching a shared objective.

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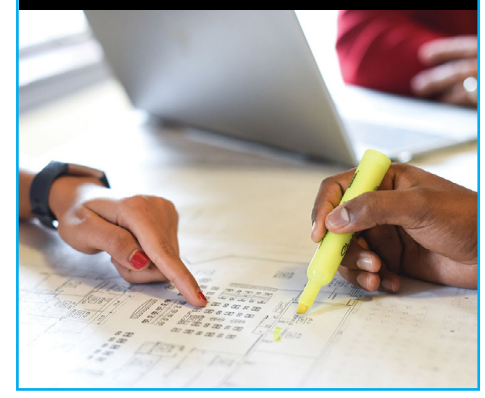
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TUTOR PERINI JOINT VENTURING WITH FERREIRA IS LOOKING FOR SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS
Pulaski Skyway Route US 1 and 9 Superstructure and Substructure Rehabilitation
NJDOT Contract No. 6A
Bid Date: October 24, 2024

Brief description of work:
 The Pulaski Skyway in New Jersey is undergoing a rehabilitation project that includes multiple contracts and is being overseen by several entities. Tutor Perini Joint Venturing with Ferreira is looking for construction schedulers, surveyors, soil sampling and analysis, concrete curbs, paving, structural steel, painting, photographer, QC, janitorial, port-o-johns, landscapers, trucking, and underground utility water and sewer, to name a few.

Invitation to Bid for SBE firms 1%
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Arlene McBayne at (914) 739-1908. Come and join our team!

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TUTOR PERINI CORPORATION, AN EEO EMPLOYER IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE AND SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS
Midtown Bus Terminal Replacement Program Construction Services for the Staging and Storage Facility and Ramp Structure Project
PANYNJ RFP No. 62272
Bid Date: December 4, 2024

Brief description of work:
 The project's scope of work includes, but is not limited to, the preparation for construction and the construction of the SSF and associated ramp structure that serves the SSF, underground utility work and relocations, demolition of existing car and bus ramps, and construction of a new temporary ramping system to facilitate and maintain an uninterrupted operation at the existing main terminal. Once the project is completed, the SSF and ramp structure will serve as a temporary terminal for the duration of the existing PABT demolition and construction of the new main terminal. The Port Authority expects zero impacts to all existing operations, inclusive of all city street and tunnel traffic.

Invitation to Bid for DBE and SDVOB firms
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IS SOLICITING COST PROPOSALS FROM NEW YORK AND NEW JERSEY DBE SUBCONTRACTORS AND VENDORS
Manhattan Tunnel Project
Gateway Development Commission RFP No. GDC23-005
Bid Date: November 7, 2024

Description of project:
 The Manhattan Tunnel consists of two separate mined tunnels to be constructed utilizing Sequential Excavation Methods ("SEM") tunneling techniques in combination with in-situ ground improvements (e.g., ground freezing and jet grouting) from about 50 feet west of the Manhattan Bulkhead ("Bulkhead") to an interface with the HYCC-3, within the Hudson Yards. The construction of two sets of shafts for support of tunnel excavation: the Temporary Shafts (located by the Manhattan bulkhead) and the 12th Avenue Shaft.

Many bidding opportunities are available: geotechnical instrumentation, haul and dispose soil, rodent control, photography, rebar fabrication, electrical sub, soil and water sampling, park restoration, office trailers, fencing, curbs and sidewalks, site work, security guard service, utility work, QA/QC inspections.

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

Tutor Perini
FRONTIER KEMPER/TUTOR PERINI/HYUNDAI ARE SOLICITING DBE AND NON-DBE SUBCONTRACTORS AND SUPPLIERS
Manhattan Tunnel Project through a Design-Build Agreement in Manhattan, New York
Manhattan Tunnel is a Package of the Larger Hudson Tunnel Gateway Project
Gateway Development Commission RFP No. GDC23-005
Bid Date: November 7, 2024

Brief description of work:
 Work consists of two separate mined tunnels to be constructed utilizing Sequential Excavation Methods ("SEM") tunneling techniques in combination with in-situ ground improvements (e.g., ground freezing and jet grouting) from about 50 feet west of the Manhattan Bulkhead to an interface with the Hudson Yards Concrete Casing. Also included are design and engineering disciplines, demolition, hauling, concrete, utility work, road construction, paving, line striping, traffic signal, traffic control, park construction, fencing, community outreach, inspection and testing, security, and instrumentation.

The DBE Participation goal for the project is 12%
ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Wednesday, October 16, 2024.
 Proposal bid date November 7, 2024, time 2:00 pm. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Arlene McBayne at (914) 739-1908.
 For questions or inquiries regarding the job, contact Scott Wilson, Senior Estimator, at (661) 305-8335 or swilson@frontierkemper.com.

SKANSKA
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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS AND VENDORS
Design-Build Services for LIRR West Side Yard Flood Mitigation Measures
MTA Construction and Development Contract No. 6401
Bid Date: February 3, 2025

Description of project:
 Design, furnish, construct, and install concrete perimeter flood walls, seepage cut-off barriers below the concrete flood walls, flood gates, deployable flood barriers, sump pumps, a tide gate chamber, drainage system improvements, workable aisles and a diesel generator, an automatic transfer switch, ancillary electrical equipment, and required communications.

This project will develop flood protection solutions for the West Side Yard in order to prevent and mitigate flooding of the LIRR Tunnels. The flood protection along the WSY perimeter will be accomplished via a combination of permanent flood walls and deployable flood barriers.

Many bidding opportunities are available: deep foundations, minipiles, jetgrout, sheeting, rebar installation, concrete supply, site work, electrical work, painting, paving, curb and sidewalk, site utilities.

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2024

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
Tuesday, October 15, 2024, 2:00 pm–3:30 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: Patrice Dozier, patrice.dozier@sba.gov
Fee: Free; registration required
 Welcome to the WOSB webinar series! Are you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/wom-owned-small-business-wosb-certification-program-tickets-853224426227>

8(a) Orientation and SAM Registration Webinar
Wednesday, October 16, 2024, 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 additional tips, address FAUAs, 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-51898961947>

Selling to the Federal Government Webinar
Thursday, October 24, 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-federal-government-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.

