



Government Contracting and Certification

By Katie Murray

“Government contracting.” “Small business certification.” You’ve heard the phrases before, but what do they really mean? And does it really matter for your small business? Maybe—and maybe not. Let’s cut through all the noise and define these phrases in a meaningful way for your entrepreneurial endeavors.

What is government contracting?
 Government contracting is the process that lets you sell your goods or services to the government and its various agencies. The government has a contract, or agreement, with you whereby it purchases what you do or make. And United States government agencies buy a lot from small businesses—more than \$100 billion worth of goods and services each year! From market research to janitorial services, if you want to make the government your customer, there’s a good chance there’s a need for what you offer.

What is being certified as a “small business”?
 Being certified as a “small business” is only significant if you’re interested in government contracting. Why? Because there are certain set-asides that the government must adhere to when they’re looking to buy goods or services—there’s a percentage of business set aside for different kinds of companies, including small businesses. (Others include woman-owned, veteran-owned, etc.) So, if you want to be a contender in the federal marketplace, your small business has to meet official criteria to be eligible for government contracts.

How do I certify my business as small?
 First, make sure you do, in fact, have a small business. For most industries, SBA defines a “small business” either in terms of the average number of employees over the past twelve months, or average annual receipts over the past three years.
 Then, when you know you adhere to the size standards, you register for government contracting. This process also serves the purpose of “certifying” your business as small.

SBA Learning Center
 Free online business courses

Where can I get some help?
 Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

Sub-Bid Requests



Small Business Exchange Northeast DEI

- Advertise
- ITB to Targeted (NAICS/SIC/UNSPSC) Certified Businesses
- Telephone Follow-Up (Live)
- Agency/Organization Letters
- Computer Generated Dated and Timed Documentation
- Customized Reports Available

For more info contact Valerie Voorhies at vvv@sbeinc.com



Tutor Perini
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!

Tutor Perini
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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SKANSKA
SKANSKA USA CIVIL
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
SKANSKA USA CIVIL
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

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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.

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With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

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 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

SMALL BUSINESS EXCHANGE NORTHEAST

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weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

NORTHEAST EVENTS FOR YOUR BUSINESS

2024

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 use Microsoft Teams is functioning.

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
 Tuesday, November 19, 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/woman-owned-small-business-wosb-certification-program-tickets-853224426227>

8(a) Orientation and SAM Registration Webinar
 Wednesday, November 20, 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 FAQs, 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-518989961947>