



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 over thirty-three 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.

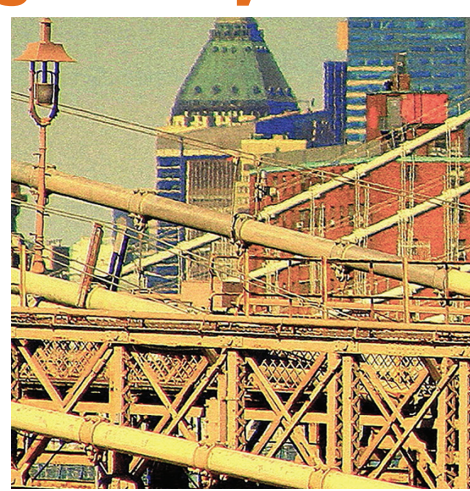
When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

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 farther 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 SED (M/WBE) vendors, suppliers, subcontractors

[Click for details](#)

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 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

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

SMALL BUSINESS EXCHANGE NORTHEAST

PUBLIC LEGAL NOTICES

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

Advertisements
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

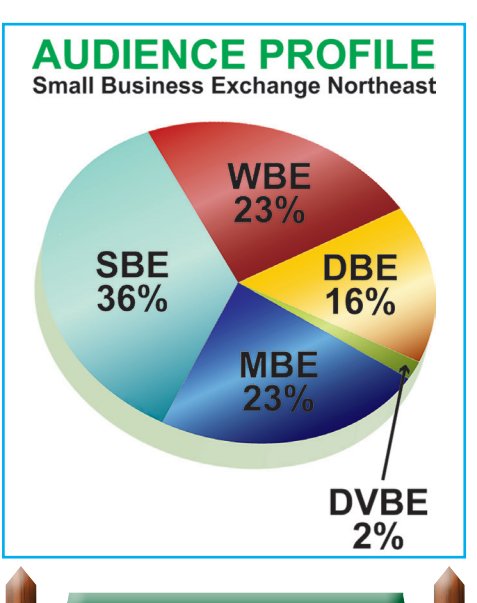
Call for more information: 800-800-8534

SMALL BUSINESS EXCHANGE NORTHEAST

Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach

Advertise in our digital **EXTRA**

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



Welcome SMALLVILLE NORTHEAST

Decca Paving, Inc.
Rochester, New York
www.deccapaving.com

J. F. White Contracting Co.
Framingham, Massachusetts
www.jfwhite.com

Scrub Clean Maintenance
Bronx, New York
www.scrubcleanmaintenance.com

Silverite Construction Company
Hicksville, New York
www.silverite.com

Sessler Wrecking Inc.
Waterloo, New York
www.sesslerwrecking.com

Diamond Security Service
Babylon, New York
www.diamondsecurityservices.com

NJ&C Associates
Carmel, New York
www.njcassociates.com

Skanska Koch
Carteret, New Jersey
www.usa.skanska.com

Lammy & Giorgio, PA
Haddon Township, New Jersey
www.lgarch.com

GCCOM Construction Company
College Point, New York
www.gccom.us

Railroad Construction Company
Paterson, New Jersey
www.railroadconstruction.com

SKANSKA
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IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM

Coney Island Yard Complex Long Term Flood Mitigation
MTA NYCT Contract No. C-34836
Bid Date: February 7, 2018

Description of project:
Creation of a 12,000 LF flood protection wall (sheet piles, micropiles, jetgrout, and concrete), new drainage, upgraded pump stations, new drainage outfalls into Coney Island Creek, flood gates, vehicular gates, bridge hardening, and upgrades around the 100-acre NYCT Coney Island Yard Facilities in Brooklyn, New York; creation of a cable bridge across all three yards; communications, signal, and power work throughout all three yards, including new ductbanks and manholes; emergency alarm and telephone; trackwork in affected areas of construction; structural repairs to the historic Traction Motor Shop including upgrade to the exterior building wall.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

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IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM

Replacement of 12 Traction Elevators
MTA NYCT Contract No. E-34027
Bid Date: February 13, 2018

Description of project:
The general extent and scope of work under this contract consist of the replacement of Twelve (12) Traction Elevators at Three Stations, 168th Street, 181st Street, and 191st Street Stations on the Broadway-7th Avenue Line (IRT), in the Borough of Manhattan.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

SKANSKA *ETC/CTO*

SKANSKA USA CIVIL AND ECCO III

ARE SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS

Harmon Shop Replacement Phase V Stage 2
MTA Metro-North Contract No. 81933
Bid Date: February 9, 2018

Description of project:
This contract for Phase V Stage 2 will be for, but not limited to, all required site and track work; the demolition and disposal of the remaining west half of Building 6 including Building 5 (Main Shop and Storeroom) and any other miscellaneous structures; and construction of a new 6-track, double-ended EMU Running Repair and Support Shop. This new EMU Running Repair and Support Shop will include a ground floor with ten (10) married pair vehicle repair positions, and a partial second floor, which includes component repair workshops and multiple office areas.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

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SKANSKA KOCH INC.

IS SOLICITING BIDS FROM M/WBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK CITY SMALL BUSINESS SERVICES

Ed Koch Queensboro Bridge Replacement of Upper Roadways
NYCDOT Contract No. BRC231F
Bid Date: February 9, 2018

Subcontracting opportunities include but are not limited to Asphalt, Barrier, Bearings, CPM Scheduling, Demolition, Drainage, Electrical, Expansion Joints, Fencing, Field Trailer, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Paving, Railings, Rebar, Sandblasting, Saw Cutting, Sealing, Signs, Striping, Structural Steel, Surveying, Testing, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

AB American Bridge

American Bridge Company is preparing a bid on the following project:
Ed Koch Queensboro Bridge Upper Roadway Replacement
New York Department of Transportation (NYCDOT) Contract No: BRC231F
Bid Date: February 9, 2018

The bid submittal is scheduled for February 9, 2018. We hereby request that you submit your quotation to us February 1, 2018, on the items of work or materials that your company can supply or perform. We encourage participation of all certified MBE and WBE firms. Please email your quotation to estimating@americanbridge.net, brosado@americanbridge.net, or submit through SmartBid software with the credentials provided.

The project's general scope of work includes the reconstruction of the upper roadways with orthotropic deck, access and protection shielding under the upper roadway, new sub floorbeams, new stringers, new cross beams, new modular deck joints, new steel traffic median barriers, new scuppers and drainage modifications, new fire standpipe, new underdeck lighting, structural steel repairs, milling of existing roadways, and paving overfill with Rosphalt along the approaches. Available subcontracting and material supply opportunities for the project include, but are not limited to:

Armored Joints Supply	Impact Attenuator Installation	Pavement Markings Subcontractor
Asphalt Subcontractor	Lead Abatement Subcontractor	Safety Supplies
Bridge Electrical Subcontractor	MPT Supplies	Sawcutting Subcontractor
Concrete Ready Mix Supply	Milling and Paving Subcontractor	Scuppers Supply
CPM Scheduling Services	Miscellaneous Metals Supply	Steel Safety Shaped Barrier
Downspout Cleaning Subcontractor	Modular Expansion Joints Supply	Structural Steel Supply
Ductile Iron Downspouts	Noise Barrier/Absorber	Surveying Subcontractor
Elastomeric Bearings Supply	Office Supplies	Temporary Concrete Barrier Supply
Electrical Subcontractor	Office Trailers	Temporary Protective Shielding
Fire Standpipe Subcontractor	On-Site Tow Truck Service	Traffic Signs
Gantry Crane	Orthotropic Steel Deck Supply	Trucking Service
Graffiti Removal Subcontractor	Overhead Signs	Variable Message Signs
Hydro-Demolition	Painting Subcontractor	Waterproofing Subcontractor

American Bridge Company is interested in receiving quotes from all subcontractors, suppliers, and brokers that are bidding or are interested in quoting this project, especially from Minority- and Woman-Owned Business Enterprises (MBE and WBE) that are certified under the NYS Unified Certification Program. The NYCDOT M/WBE Utilization goal is 15 percent for this project.

Your quote must conform to all requirements of the bid documents, including but not limited to the plans, general provisions, special provisions, specifications, and contract for construction from the owner (including addenda thereto) and be in compliance with all federal, state, and local laws. In the event that your firm is awarded the project by American Bridge Company, you will be required to execute our standard subcontract or material supply agreement. Subcontractors will be required to furnish a conforming certificate of insurance along with payment and performance bonds before entering into a subcontract, the cost of which should be included in your quotation. Please be aware that if your proposed scope of work includes work over a navigable waterway of the United States, you will also be required to provide Jones Act and/or United States Longshore and Harbor Workers Act coverage as applicable to your scope of activities.

Should you require assistance or additional information concerning the above project, please contact Brandon Rosado at 201-592-1217.

American Bridge Company is an Equal Opportunity Employer.

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42 Trinity Place Subway Entrance
MTA NYCT Contract
Bid Date: January 2018

Description of project:
Demolish the existing straight-run street stairway entrance P4/S3 and replace it with a new switchback street stairway entrance; demolish the existing street stairway entrance P2/S2 and construct a new concrete structural slab above existing P2/S2 stairway; construct a new ADA compliant holed hydraulic, front/back type elevator eight by ten feet extending from the street level down one level; and construct a new 150 square feet minimum elevator machine room in the unused northerly portion of the existing electrical room.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

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

Enhanced Station Improvements Package 8
MTA NYCT Contract No. A-36622E
Bid Date: January 2018

Description of project:
The work to be performed under this contract consists of station component repairs at: 174-175 Streets Station, The Bronx (Concourse Line, IND) 167 Street Station, The Bronx (Concourse Line, IND) 145 Street Station, Manhattan (Lenox Avenue Line, IRT)

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

NORTHEAST EVENTS FOR YOUR BUSINESS

2018

SEO Tips, Tricks, and Truths to Getting Found Online
Wednesday, January 24, 2018, 7:00 pm–9:00 pm
Bergen County Administration Building, One Bergen County Plaza, Room 460, Hackensack, NJ
Main Sponsor(s): SCORE Northeast NJ
Contact: Shashi Gupta, 201-694-2821, contact.northeastnj@scorevolunteer.org
Fee: Free; registration required

Getting your business found online organically can be a challenge. In this workshop, the presenter will discuss best practice tips, research tricks, and truths about getting your brand found online. Attendees will get handouts and activities to help them develop their search engine optimization plan. For more information, visit northeastnj.score.org/localworkshops. Northeast NJ chapter of SCORE is a non-profit organization dedicated to helping emerging and existing small businesses maximize their potential for success.

Responsive and Responsible Bidding
Friday, February 9, 2018, 9:30 am–12:00 pm
Small Business Resource Center, Gateway Community College, 20 Church Street, Room S-106, New Haven, CT
Main Sponsor(s): Small Business Administration, Gateway Community College
Contact: Lisa Powell, lisa.powell@sba.gov
Fee: Free; registration required

One way to increase your chance of winning a government contract is to understand the difference between responsive and responsible bidding. They sound similar and it is easy to get them confused. However, they are very different. This presentation will help you understand and be compliant in the bidding process. The US Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation.

HUBZone: Applying and Certifying Your Business
Tuesday, February 20, 2018, 10:00 am–12:00 pm
TechPlace, 74 Orion Street, Brunswick, ME
Main Sponsor(s): Eastern Maine Development Corporation, Maine Procurement Technical Assistance Center (PTAC)
Contact: Bryan Wallace, 207-951-0644, bwallace@emdc.org
Fee: Free; registration required

Maine PTAC Procurement Counselor Bryan Wallace offers a free training session on the HUBZone Program. This US Small Business Administration government contracting program was created to stimulate economic growth in certain urban or rural geographic areas. Eligible small businesses can gain preferential treatment in the federal marketplace. Small businesses with an office located in Bath, Brunswick, Bowdoin, Bowdoinham, Durham, Freeport, Harpswell, Lisbon, or Topsham may be eligible to participate in the HUBZone Program. Maine PTAC is part of a nationwide network. Hosted by Eastern Maine Development Corporation, this program serves Maine-based companies that are interested in selling products or services to local, state, or federal government agencies.