



Javits Center Project Invites Diversity Firms

By Leslie McMillan

New York is a city where great visions fulfilled on the grandest scale seem almost commonplace. It is also a city where tangible support for small business participation in massive public projects is a really big deal.

Consider the current \$1.5 billion expansion project that will add another 1.2 million square feet to the Jacob K. Javits Convention Center in Manhattan. Already the nation's busiest convention venue, the Javits Center recently concluded a major renovation of its existing facility, then followed up by breaking ground in 2017 on the enormous addition slated for completion in 2021. World-class design-build team Lendlease Turner Joint Venture won the expansion contract—and is actively seeking first-tier subcontractor participation from among firms owned by minorities, women, or service-disabled veterans (MWBE or SDVOB).

Certified MWBE or SDVOB firms are invited to register with Lendlease Turner JV for notices of first-tier subcontractor or supplier opportunities

on the Javits Center expansion project. Visit <https://goo.gl/forms/jC7qTF9Npi4WLIL03> to complete the short LLTJV vendor registration form. To obtain or update MWBE or SDVOB certification, or to learn more about eligibility and the certification process, visit the New York State Empire State Development website at <https://esd.ny.gov/mwbe-new-certification>. Please also see the Lendlease Turner JV ad posted below.

The state-of-the-art Javits Center expansion, rendering a fivefold increase in meeting room space, includes such elements as:

- 90,000 square feet of permanent exhibit space, to be combined with current exhibit space, to create an approximately 500,000-square-foot exhibition hall
- 45,000 square feet of meeting room space
- A 55,000-square-foot ballroom, the largest of its kind in the New York region
- A green roof terrace and pavilion sized to accommodate 1,500 people for outdoor events
- An on-site facility with room for more than 230 trucks related to events and exhibits
- 27 new loading docks



- Added kitchen and food service areas
 - Back-of-house and administrative space
- Progress on the expansion project is already visible, both above and below ground. Some phases of demolition, foundation, and utilities work have

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Sub-Bid Requests

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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

Lendlease Turner Joint Venture (LLTJV) is seeking MWBE & SDVOB firms for subcontracting opportunities on the Jacob K. Javits Convention Center Expansion Project

Owner: New York Convention Center Operating Corporation (NYCCOC) located in New York City, NY

How To Get Involved:
LLTJV Issues Notice of Interest (NOI) emails to all LLTJV registered vendors notifying them of upcoming 1st tier opportunities on the project.

To Register as a Vendor with LLTJV
(copy and paste the link below in your browser to complete the online short registration form)
<https://goo.gl/forms/jC7qTF9Npi4WLIL03>

Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV, and do not need to complete the online form. Please contact us if your firm is not currently receiving LLTJV NOI's.

Get or Update Your MWBE & SDVOB Certificate:
LLTJV seeks certified firms for every 1st Tier Subcontract Opportunity. Seeking to be certified or re-certified? Visit esd.ny.gov/mwbe-new-certification to learn more about eligibility, requirements, and how to get started. Have a question about certification? Call the ESD MWBE Hotline: (212) 803-2414

Bonding, Lines of Credit, Insurance:
LLTJV is willing to assist all MWBE/SDVOB certified subcontractor and suppliers in obtaining access to bonds, lines of credit, and insurance. Please e-mail your request for assistance to us at:

LLTJV@MODERNTIMESINC.COM

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2018

Selling to the Government Workshop
Tuesday, February 27, 2018, 9:30 am–10:30 am
East Aurora Hampton Inn, 49 Olean Street, East Aurora, NY
Main Sponsor(s): Small Business Administration, Cattaraugus County PTAC, Greater East Aurora Chamber of Commerce
Contact: Jennifer Talarico, 716-551-3240, jennifer.talarico@sba.gov
Fee: Free; registration required
The Small Business Administration, Cattaraugus County Procurement Technical Assistance Center (PTAC), and Greater East Aurora Chamber of Commerce present a workshop for small business entrepreneurs that have an interest in selling their goods and services to the government. You will learn about the programs available and how to do business with the government from a local PTAC professional.

Critical Selling Skills for Business Success: Master the Art of Making the Sale
Tuesday, March 6, 2018, 6:30 pm–9:00 pm
Bergen County Administration Building, One Bergen County Plaza, Room 460, Hackensack, NJ
Main Sponsor(s): SCORE Northeast New Jersey
Contact: Alan Ganzer, 201-694-2821, aganzer@optonline.net
Fee: Free; registration required
Having a good product isn't enough to succeed in business. You must have sharp selling skills to convince potential customers that your product

or service will solve their problem. This workshop identifies key sales triggers and how to engage prospects. Learn about differentiating yourself from your competitors; identifying your competitors' weaknesses and strengths; leveraging your strengths; reaching your target market; employing effective email and phone selling techniques. The presenter, Larry Matte, has held senior sales and marketing positions in several small-to-mid-sized technology companies, where he was also responsible for sales training. In 1995, he co-founded Cyber Marketing Services, creator of CRMxchange, the highly successful online information portal for the call center and contact center industry.

ExporTech™ Spring 2018
Thursday, March 8, 2018, 8:00 am–5:00 pm
Hampton Inn, 42 Lower Mountain View Drive, Colchester, VT
Main Sponsor(s): Vermont Manufacturing Extension Center
Contact: Lisa Henderson, 802-299-1456, lhenderson@vmec.org
Fee: Free; registration required
Growth opportunities exist in global markets, but are you struggling to carve out the time and resources to seize them? ExporTech™ could be your answer! If you are ready to invest the time, the twelve-week ExporTech™ program can unlock your export growth potential. The Vermont Manufacturing Extension Center and many of its resource partner are hosting ExporTech™ Spring 2018 from March to May at the Hampton Inn in Colchester, Vermont. ExporTech™ helps small- and mid-sized Vermont manufacturers and companies expand sales through exporting. For more information, visit <https://www.vmec.org/event/exportech-spring-2018/#>

Advertise in our digital EXTRA

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