

SBDC Programs to Help Your Small Business

By Sarah Field

The government is full of acronyms, and sometimes it's difficult to know which ones are most applicable and relevant to your business. One acronym you definitely want to familiarize yourself with as a small business owner is "SBDC."

SBDC stands for Small Business Development Center. SBDCs provide a wide assortment of technical assistance and resources to small businesses and aspiring entrepreneurs. The primary focus of SBDCs? To foster local and regional economic development through job creation and retention. How does it happen? Through SBDCs' support of business growth, sustainability, and the enhanced creation of new business entities.

So what exactly is available to your business? SBDCs offer no-cost, one-on-one, long-term professional business advising, low-cost training, and other specialized services. The SBDC program is one of our nation's largest small business assistance programs within the federal government, made up of a unique mix of SBA federal funds, state and

local governments, and private sector resources. SBDCs are often hosted by leading universities and state economic development agencies, and are funded in part through a partnership with the Small Business Administration.

SBDCs serve all populations and many types of business owners, including women, minorities, and veterans—including reservists, active duty, disabled personnel, and those returning from deployment. They also assist personnel with disabilities, youth and encore entrepreneurs, and individuals in low- and moderate-income urban and rural areas. Your local SBDC can connect you with professional business advisors who can help your business navigate:

- Business plan development
- Manufacturing
- Financial packaging and lending
- Importing and Exporting
- Disaster recovery
- Procurement and contracting
- Market research
- Healthcare information



The best part? SBDCs frequently modify their available services based on client needs, local business trends, and individual business requirements. The centers constantly work to adjust services offered to meet the evolving needs of the hundreds

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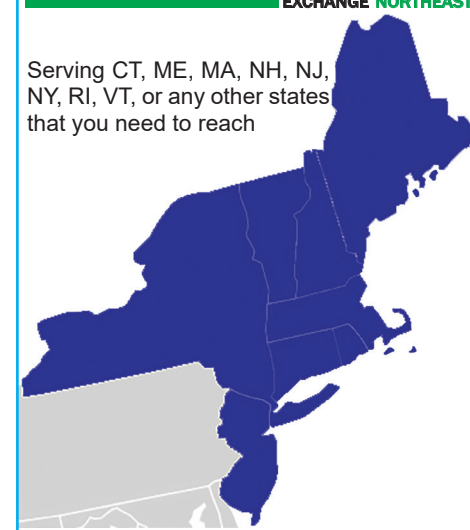
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**IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS
CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM
Replacement of Bruckner Expressway over Westchester Creek (Unionport Bridge)
NYCDOT Contract No: 84116BXHR008
Bid Date: March 21, 2017**

Subcontracting opportunities include but are not limited to Asbestos Abatement, Barrier, CPM Scheduling, Demolition, Drainage, Electrical, Fencing, Field Trailer, Haul and Dispose, Landscaping, Marine Boats, Marine Works, Miscellaneous Metals, MPT, Painting, Paving, Railings, Rebar, Saw Cutting, Sealing, Striping, Surveying, and Testing. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com

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**IS SOLICITING COST PROPOSALS FROM
NEW YORK STATE CERTIFIED MWBE SUBCONTRACTORS/VENDORS
North River WWTP Cogeneration and Electrification Project
NYC Department of Environmental Protection Contract No. NR-38
Bid Date: March 9, 2017**

Description of project:

The contract includes the installation of a cogeneration system of five cogenerating engines, heat recovery, exhaust treatment, noise reduction, and other auxiliary equipment that will supply combined heat and power to the WWTP. The city has preselected the equipment that will constitute the cogeneration system to be installed under this contract (the "pre-selected equipment") and has entered into a supply and services contract with the designated supplier of such equipment. The contractor will be required upon notice to proceed to enter into a contract with the designated supplier for the purchase and performance of the pre-selected equipment. The contract also includes removal of (5) five main sewage pump combustion engines and drive systems, removal of (5) five multi-stage process air blowers, installation of (5) five three-megawatt generators, installation of new heat recovery and dissipation systems and associated equipment required for the cogeneration system, installation of (1) one new main sewage pump, piping and valves, and a complete pump power train (PPT) for each of the (6) six main sewage pumps. The PPT includes, at a minimum, electric motor, motor controller, shafting, speed reducers, and intermediate line shafting.

Subcontracting opportunities include, but are not limited to:

Instrumentation, Mechanical, Demolition-Mechanical, Demolition-Structural, Demolition-Electrical, Demolition-Architectural, Pump Supply, Valve Supply Piping Supply, HVAC, Plumbing, Fire Suppression, Fire Alarm, Electrical, Switch Gear Supply, Concrete Surface Repair, Concrete Joint Repair, Concrete Crack Repair, Structural Concrete, Concrete Reinforcing, Container Services, Doors, Louvers, Flood Doors, Terrazzo Flooring, Concrete Topping, Flood Protection, CPM, Masonry, Miscellaneous Metals, Railings, Structural Steel, Fill Materials, Hauling and Disposal, Signs, Cleaning, System Integration, Material Testing, Operation and Maintenance Manuals.

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



NORTHEAST EVENTS FOR YOUR BUSINESS



2017

Selling to the Government, 8A, Hubzone, and WOSB Certification
Wednesday, March 1, 2017, 10:00 am–12:00 pm
Lehman College Small Business Development Center, 250 Bedford Park Boulevard, Bronx, NY
Main Sponsor(s): Lehman College SBDC, Small Business Administration
Contact: Ana Hernandez, 212-264-4322, ana.hernandez@sba.gov
Fee: Free; registration required

The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Women Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Join us to learn more about the certification process and how your business can benefit from this amazing opportunity.

Responsive and Responsible Bidding
Friday, March 10, 2017, 9:30 am–12:00 pm
Gateway Community College, 20 Church Street, Small Business Resource Center, Room S-106, New Haven, CT
Main Sponsor(s): Small Business Administration
Contact: Lisa Powell, 860-240-4892, lisa.powell@sba.gov
Fee: Free; registration required

Responsive and Responsible bidding. They sound so similar and it's easy to get them confused. The concepts are very different. A bid is responsive if the bid meets all the requirements. Bidders are responsible if they are capable or qualified to perform the work. Most public agencies are required to award to the low bidder. Some agencies have authority to establish criteria that permit an evaluation of the low bidder to determine if they are responsible, qualified, and capable. This seminar will help you understand and be compliant.

Is Your Small Business Ready for Government Contracting?
Tuesday, March 21, 2017, 5:30–6:30 pm
Roxbury Innovation Center, 2300 Washington Street, 2nd Floor, Boston, MA
Main Sponsor(s): Small Business Administration Massachusetts District Office
Contact: Nadine Boone, 617-565-5590, nadine.boone@sba.gov
Fee: Free; registration required

The United States Government is the world's largest customer—it buys all types of products and services in both large and small quantities, and it is required by law to provide opportunities for small businesses. The Small Business Administration's Office of Government Contracting and Business Development works with other federal agencies to award at least twenty-three percent of all prime government contract dollars to small businesses and to help federal agencies meet specific statutory goals for small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned small businesses, and other small businesses. Are you and your small business ready to start participating?

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