



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

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

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Sub-Bid Requests

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GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

REGISTER NOW

GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

FOR REQUESTS OR ASSISTANCE:
Alexandra.Cann@GLXConstruct.com

SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE AND NEW YORK SB SUBCONTRACTORS/VENDORS FOR:

Amtrak NYP Platform Upgrade Project, New York Penn Station
Amtrak Contract
Bid Date: March 4, 2020

Description of Project: Improvements to platforms 3, 4, 5, 6, 7, and 8 located at New York Penn Station. The work will require the execution of the following major activities: a) replace tactile platform edges, b) coat platform walking surfaces with performance coating, c) refinish walls and columns, including platform vertical surface recoating, d) remove existing lighting fixtures and install new retrofitted LED lighting fixtures, e) remove existing wayfinding signs and replace with new wayfinding signs. **Many bidding opportunities are available.**

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

SKANSKA

SKANSKA USA CIVIL

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

ADA Westchester Square Station, Pelham Line Line Project
MTA NYCT Contract No. A-37150K
Bid Date: March 17, 2020

Many bidding opportunities are available:
Reinforcement / Concrete Topping Slabs / Concrete Floor Rehabilitation / Restoration of Concrete / Unit Masonry / Structural Steel / Miscellaneous Metals / Metal Assemblies / Aluminum Work / Metal Wall Panels / Windscreen Panels / Fiberglass Sandboxes—Stations / Tight Board Fence / Carpentry / Platform Edge Strip / Architectural Woodwork / Membrane Waterproofing / Hollow Metal Work / Hardware / Platform Windscreen—Stations / Rolling Doors / Glass and Glazing / Acoustic Treatment for Ceiling / Detectable Warning Strip / Porcelain Tile Floors—Stations / Mosaic Tile Band—Stations / Gypsum Wallboard / Painting / Toilet Accessories / Toilet Partitions / Trash Receptacles / Signage / Metal Lockers Locker Room Furnishings / Stainless Steel Benches—Stations / Security Mirrors / Furniture / Installation of Artwork—Mosaic / Photoluminescent Egress Path Markings / Bird Deterrent Systems / Free Standing Map—Stations / Traction Elevators / HVAC / Plumbing Work—Stations / Fire Protection / Station Electrical Work / Wire and Cable / Communication Work / Fiber Optics Work / Dumpsters / Field Office Equipment / Survey / Testing and Inspections.

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SKANSKA

SKANSKA KOCH INC.

IS SOLICITING BIDS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Bridge Rehabilitation at Wurts Street over Rondout Creek in the City of Kingston and the Town of Esopus
NYSDOT Contract No: D264169
Bid Date: March 18, 2020

Subcontracting opportunities include but are not limited to Asbestos Removal, Bridge Bearings, Core Drilling, Dehumidification for Anchorages, Electrical, General Civil, Miscellaneous Metals, Monitoring (Structural Lifting), Painting, Rebar, Rock Anchors, Safety Boats, Sawcutting, Structural Steel Fabrication, Surveying, Suspender Rope Assemblies, and Tower Links. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., email john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SMALL BUSINESS EXCHANGE NORTHEAST

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Telephone follow-up calls using a script of five questions that you define

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Call for more information: 800-800-8534

NORTHEAST EVENTS FOR YOUR BUSINESS

2020

How SBA Can Help You Start or Grow Your Business
Thursday, March 5, 2020, 9:00 am–10:30 am
New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH
Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division
Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
Fee: Free; registration required

Are you looking to start your own small business? Are you a business owner and in need of capital or free advice? Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through the New Hampshire Quick Start Program for registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

How to Become a GSA Federal Supply Schedule Holder and Government Contracting 101
Wednesday, March 18, 2020, 10:00 am–1:30 pm
Thomas P. O'Neill Jr. Federal Building, 10 Causeway Street, 1st Floor, Boston, MA
Main Sponsor(s): US Small Business Administration, Massachusetts Small Business Development Center
Contact: Stephen Edmonds, 781-801-3036, sedmonds@umass.edu
Fee: Free; registration required

Online Businesses and New Jersey Tax
Tuesday, March 24, 2020, 6:00 pm–8:00 pm
Monmouth County Library Eastern Branch, 1001 Route 35, Shrewsbury, NJ
Main Sponsor(s): US Small Business Administration, Monmouth SCORE
Contact: Monmouth SCORE, 732-683-8980, monmouthscore@gmail.com
Fee: Free; registration required

Join us for this workshop designed to educate business owners about their business tax obligations. This course, about online businesses and New Jersey tax, will teach you about: taxable products and services; sales inside and outside of New Jersey; shipping products; collecting New Jersey sales tax; filing sales and use tax returns. Taxation University presenters Monisha Moore and Yasir Ahmed are instructors and taxpayer representatives with the New Jersey Department of Taxation. For more information, visit www.state.nj.us/treasury/taxation/smallbus.shtml.

