



National Mom and Pop Business Owners Day

By Bridget W. Pollack

March 29 is National Mom and Pop Business Owners Day—a day to celebrate the value that family-owned small businesses bring to their communities. These days, mom and pop businesses face many challenges as they compete against larger retailers and service providers with expansive budgets. But mom and pops have some strengths bigger companies don't. By leveraging them, they can not only compete successfully, but also excel.

Here are four advantages small businesses have over big businesses:

First-name basis

This brings to my mind some lyrics from the theme song for the television show *Cheers*. "Sometimes you can go where everybody knows your name . . ."

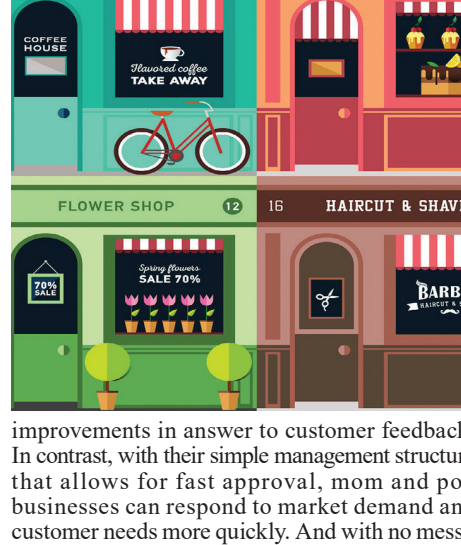
I think we all can relate to how wonderful it feels when we walk into businesses where the owners or staff call us by name and make us feel valued. Unlike many large corporations, mom and

pop businesses have opportunities to really get to know their customers—and vice versa. It's not just business; it becomes personal as small business owners and their employees develop friendships with the people within their communities. Customers that know and like the people running a business will naturally be more inclined to visit again and again.

How can you make the most of this strength? Make an effort to learn about your customers. Do your best to commit to memory their preferences and key bits of information they give you about what's happening in their world. So, the next time they stop by your business, you can deliver personalized service and show you care by asking them about how their child's school play went or what adventures they've had with their new puppy. Acknowledging your customers as individuals builds trust and goodwill—and can lead to referrals.

Nimble and flexible

Large corporations often have a lot of red tape and tiers of buy-in to get through before launching new products or services and making



improvements in answer to customer feedback. In contrast, with their simple management structure that allows for fast approval, mom and pop businesses can respond to market demand and customer needs more quickly. And with no messy

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

Sub-Bid Requests

George Harms Construction is seeking MWBE/SBE/SED vendors, suppliers, subcontractors

[Click for details](#)

SWINERTON BUILDERS

Photovoltaic Power Plant—Request For Proposal 20 MWac plant in Suffolk County, New York Project Labor Agreements are in effect on this project

Contracting Goals are as follows:
 Hire local Vendors and Subcontractors from qualified New York State certified:
 Minority Business Enterprise (MBE)
 Women's Business Enterprise (WBE)
 New York State Service-Disabled Veteran-Owned Business (SDVOB)

Union Labor is required for Electrical Subcontractor Scope of Work

This project consists of the following Subcontractor Trades:
 Site Work: Surveying, Clear and Grub, Earthwork, Dirt Road Construction, SWPPP
 Electrical: AC and DC electrical system installation, Substation installation

This project consists of procuring the following equipment:
 Foundations
 Electrical Material

Subject to Swinerton Prequalification Process
 Prior Utility-Scale PV experience is required (Subcontractor shall have completed a minimum project size of 5 MWac within the last 3 years)

If interested in bidding, please contact Andrew Johnson for Prequalification, Bid Documents, and formal Scope of Work.
Bid Date is April 13, 2018, at 2:00 pm

Bids to be received at:
 Swinerton Builders
 16798 West Bernardo Drive • San Diego, CA 92127
 Attention: Andrew Johnson
 Or via email to: anjohanson@swinerton.com
 Phone (858) 815-2471 • Fax: (858) 622-4044

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a US Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a US Treasury-listed surety may be required within 48 hours of demand. Swinerton Builders is an equal opportunity employer requesting subcontractor bids from all interested firms including disadvantaged, minority, veterans, and emerging small business enterprises.



GET IN ON THE ACTION

An opportunity for MWBEs to connect with the Newark Liberty International Airport Terminal One Design Builder, Tutor Perini/Parsons, JV

WHEN
Wednesday, March 28, 2018
 8:00 AM to 12:00 PM
 8:00 AM–8:30 AM—Sign in and Refreshments
 8:30 AM–12:00 PM—Program and Networking

WHERE
New Jersey Institute of Technology (NJIT) Campus Center, Ballroom A
 150 Bleeker Street, 2nd Floor
 Newark, NJ 07102

WHO SHOULD ATTEND
 MBE/WBE professional design, construction, and engineering firms

RSVP BY
Friday, March 23, 2018
panynj.gov/paevents

The Port Authority of New York and New Jersey is investing \$2.7 billion for the Terminal One Redevelopment Program that needs design and construction skills and expertise like yours. Our supplier diversity program means that your MBE/WBE business could be eligible for contracts related to the modernization of Newark Liberty International Airport's Terminal One Redevelopment Program. Parking for this event is located at 154 Summit Street, Newark, NJ.

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



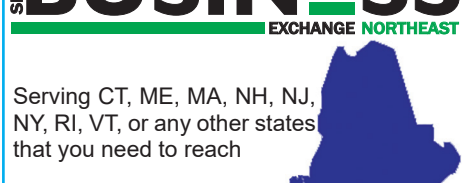
SMALL BUSINESS EXCHANGE NORTHEAST
PUBLIC LEGAL NOTICES

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

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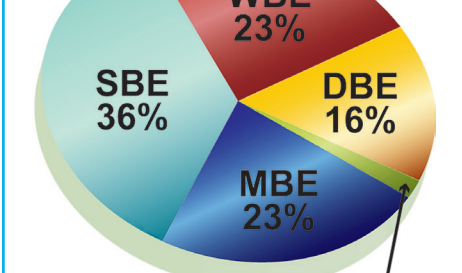
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weekly or whenever wherever to whomever you need to reach among agencies contractors firms



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 - 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
 SKANSKA USA CIVIL

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

West End Connection, Amtrak Empire Tunnel
 Amtrak Contract No: X036-18030
 Bid Date: March 22, 2018

Description of project:
 The rehabilitation of the track infrastructure along the AE Line in Manhattan between MP 0.00 and MP 11.0 and the construction of a new storage yard at 72nd Street.

Many bidding opportunities available.

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

SKANSKA
 SKANSKA KOCH INC.

IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION

Equal Opportunity Development and Compliance for the Rehabilitation of Electrical and Mechanical Systems of Madison Avenue Bridge over Harlem River
 NYCDOT Contract No: HBX6445
 Bid Date: March 23, 2018

Subcontracting opportunities include but are not limited to Clearing and Grubbing, Concrete, Graffiti Removal, Bridge Machinery, Demolition, Barrier, Interior Plumbing and Finishes, Field Office, CPM Scheduling, Electrical, Bridge Control Systems, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

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

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PATH Replacement of Elevators at Harrison Car Maintenance Facility
 PANYNJ Contract No: PAR-774.169
 Bid Date: March 29, 2018

Description of project:
 This project contains the following scopes of work: replacement of Passenger Elevator Cabs, replacement of Freight Elevator Floor, installation of Sumps in the Elevator Pits, raising of Portion of the Control Tower Roof over the Elevator Shaft, connection of Elevator Controllers to the PATH Elevator Remote Monitoring System, related work at the Yard Control Tower and the Main Shop Building, modification of Fire Protection System near Elevator Pits, Lead Paint Removal / Universal Waste Removal, and associated Electrical Work.

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 BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION

Equal Opportunity Development and Compliance for the Structural and Component Rehabilitation of Manhattan Bridge
 NYCDOT Contract No: BRC156F
 Bid Date: April 3, 2018

Subcontracting opportunities include but are not limited to Bridge Drainage, Bridge Dehumidification in Anchorages, Clearing and Grubbing, Community Outreach, Concrete, Ornamental Castings, Demolition, Barrier, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Security, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

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Equal Opportunity Development and Compliance for the Rehabilitation of Broadway Bridge over Harlem River
 NYCDOT Contract No: HBM1147
 Bid Date: April 26, 2018

Subcontracting opportunities include but are not limited to Clearing and Grubbing, Concrete, Graffiti Removal, Bridge Machinery, Demolition, Barrier, Interior Plumbing and Finishes, Field Office, CPM Scheduling, Electrical, Bridge Control Systems, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

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Kew Gardens Interchange
 NYS DOT Contract No: D900043
 Bid Date: May 23, 2018

Description of project:
 Design-build services for the Kew Gardens Interchange. This project area includes the Kew Gardens Interchange with Grand Central Parkway (GCP), Jackie Robinson Parkway (JRP), Union Turnpike (UTP), and the Van Wyck Expressway (VWE). The project will consist of demolition and replacement of six existing structures with new, widened structures, reconstruction of the ramps connecting the GCP, UTP, JRP, and VWE, and installation of new safety appurtenances meeting current standards.

Many bidding opportunities 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
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IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW JERSEY SELECTIVE ASSISTANCE VENDOR INFORMATION (NSAVI)

Route 1 and 9 (Palaski Skyway) Rocker-Bent Investigation Contract
 NJDOT Contract No: 051183160
 Bid Date: May 24, 2018

Subcontracting opportunities include but are not limited to Bearings, Civil General Contracting, Construction Engineering, CPM Scheduling, Dumpster, Fencing, Field Trailer, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Piles, Rebar, Sandblasting, Signs, Stripping, Structural Steel, Surveying, Temp Shoring Towers, Testing and Trucking. Please see contract documents for further opportunities.

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



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/jC7qTF9Npi4WLL03>

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 NOIs.

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 subcontractors 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

NORTHEAST EVENTS FOR YOUR BUSINESS

2018

Fee: Free; registration required
 This workshop is presented by a member of the local US Small Business Administration (SBA) team and is designed to help entrepreneurs understand the various SBA programs and services available to help them start or expand a business. Topics covered include: Technical Assistance Programs; SBA Loan Guarantee Program; 8(a) Business Development Program; HUBZone (Historically Underutilized Business Zones); Government Contracting Opportunities. The US Small Business Administration 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.

The Right Foot
Wednesday, April 25, 2018, 9:30 am–12:00 pm
 Weaver Library, 41 Grove Avenue, East Providence, RI
 Main Sponsor(s): Rhode Island Small Business Development Center, City of East Providence, East Providence Chamber of Commerce
 Contact: Susan Snyder, 401-874-7232, ssnyder@uri.edu

Fee: Free; registration required
 Test your dream in this intensive workshop designed to assess the feasibility of your business idea and provide you with the tools and tips needed to plan for entrepreneurship. Both traditional and progressive tools like the Business Model Canvas will be utilized to help you target your customers, define your value proposition, and estimate the resources and cash needed to be successful. Our advisors are available to customize these lessons to your business at no cost.

Explore Small Business Administration
Thursday, March 29, 2018, 11:00 am–1:00 pm
 Center for Women and Enterprise, 24 School Street, Suite 700, Boston, MA
 Main Sponsor(s): Center for Women and Enterprise
 Contact: Madeleine Lutts, 617-532-0225, mlutts@cweonline.org