



New SBA Administrator Setting the Stage

By SBA Administrator Linda McMahon

Editor's note: Presidential elections always lead to changes in federal government agencies and policies. Whether one generally supports a particular president or not, it is good to know how various aspects of our system will be affected by a new administration. One of the recently installed cabinet-level officials is the Small Business Administration Administrator Linda McMahon, who held a town hall meeting on March 15, 2017, to interact with SBA employees nationwide.

The stage was set—two maroon club chairs in front of the official podium, the American flag and the flag of the Small Business Administration placed against the deep blue curtain. Hundreds of chairs set up across the vast Eisenhower Conference Room at SBA headquarters for a live audience; the phone and web links secured for the thousands more who would be participating via conference call and livestream.

This scene would also set the stage for my role as leader of the SBA.

Today, I held what may be the most important meeting of my new position as SBA Administrator—my first town hall meeting. Every one of SBA's employees nationwide was invited to ask questions, share ideas, and get to know me and my vision for the agency President Trump tasked me to lead. My ability to communicate my ideas and expectations would determine how successful we would be.

I believe communication is critical to any leadership role—whether we are directing a play, a cabinet-level federal agency, or a small business, we all have teams we must motivate. My management style has three simple steps:

1. Communicate what's expected and how results will be measured.
2. Trust employees to do the jobs they were hired to do.
3. Hold them accountable.

When I first met with President-Elect Trump back in November about taking the top job at SBA, he communicated one clear, specific request to me: "Do a good job." He said it with such sincerity, I knew he meant it and was expecting me to deliver. I responded that I would, adding, "If at



any time my job isn't good enough, I trust you will tell me."

I am asking every one of SBA's employees to join me in that commitment: do a good job and expect to be held accountable. And as I said in my final

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Sub-Bid Requests

George Harms Construction is seeking DBE/SBE vendors, suppliers, subcontractors

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Railroad Construction Company, Inc.

New Jersey Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W Jersey City, NJ • Contract # T100.321

Railroad Construction Company, Inc. (RCC) is preparing a bid proposal for the NJ Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W in Jersey City, NJ. The scope of work includes, but is not limited to, bridge deck reconstruction, miscellaneous structural improvements such as jacking and replacement of elastomeric and seismic isolation bearings, steel repairs, blast cleaning and painting of steel, spall repairs, pavement rehabilitation, lighting, drainage and MPT.

Bid Date: April 11, 2017
Participation Goal: 25% SBE

RCC is seeking quotes from SBE and non-SBE vendors, suppliers and subcontractors are being sought in the following categories:

- Construction Photos
- Electrical
- Engineering & Survey
- Materials Testing & Inspection
- Office Facilities & Supplies
- Painting & Coating
- Ready-Mix Concrete
- Reinforcing Steel
- Structural Concrete
- Structural Steel & Misc. Metals
- Testing
- Traffic Control
- Paving/Milling/Line Stripping
- Scheduling
- Landscape
- Shear Studs
- Deck Joints/Metal Deck Forms

For more information, please contact Catherine Best: 973-413-1911 / MWDBE@rccmail.net

Railroad Construction Company, Inc. (RCC) is an EEO/AA employer. RCC is constantly looking for and fully committed to doing business with certified small, minority, woman-owned, disadvantaged and disabled veteran-owned subcontractors and vendors. RCC also recruits female and minority union workers.

www.railroadconstruction.com

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IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM
Robert Moses Causeway over Fire Island Inlet—Bridge Steel Repairs
 NYSDOT Contract No: D263406
 Bid Date: March 29, 2017

Subcontracting opportunities include but are not limited to Asbestos Abatement, Barrier, CPM Scheduling, Field Trailer, Haul and Dispose, Landscaping, Marine Boats, Marine Works, Miscellaneous Metals, MPT, Painting, 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 M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE
Long Island Railroad Expansion Project from Floral Park to Hicksville
 MTA LIRR Contract
 Bid Date: July 6, 2017

Description of project:
 The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

Subcontracting opportunities include, but are not limited to:
 Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposillico.com

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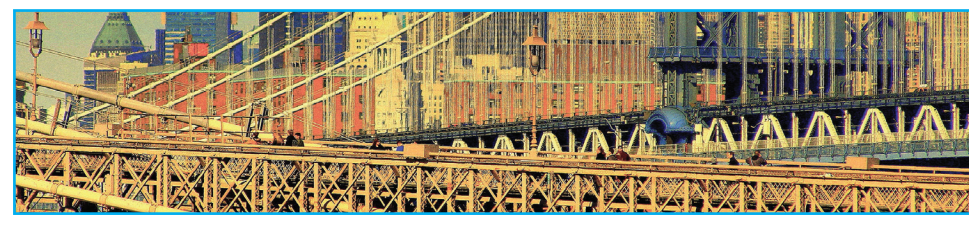
Call for more information: 800-800-8534

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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: 84116BXBR008
 Bid Date: April 3, 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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NEW NY BRIDGE PROJECT
 OWNER: NEW YORK STATE THRUWAY AUTHORITY
 Located in Westchester & Rockland Counties, New York

Is seeking DBE firms for Subcontract Opportunities on the

TZC Vendor Database
 Interested in working with TZC? DBE contractors interested in receiving information on upcoming opportunities are encouraged to register with TZC at www.TappanZeeConstructors.com.

All registered vendors will be added to the TZC Vendor Database, which TZC uses to seek DBE firms for every Subcontract Opportunity.

Bonding, Lines of Credit, Insurance Support Services
 TZC is willing to assist all DBE subcontractors and suppliers in obtaining access to bonds, lines of credit, and insurance. Please email your request for assistance to DBETeam@TZC-LLC.com.

Subcontract opportunities are primarily available for construction firms, however several support service opportunities also exist.

All interested firms, including DBEs, must register with TZC through the following website to be considered:
www.TappanZeeConstructors.com

Main Project Office:
 555 White Plains Rd., Suite 400
 Tarrytown NY 10591

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NORTHEAST EVENTS FOR YOUR BUSINESS 2017

Main Sponsor(s): Stony Brook Small Business Development Center
 Contact: 631-632-9837, sbdc@stonybrook.edu
Fee: Free; registration required
 Are you a creator of new ways and new things? Have you been thinking of how to protect the innovations you've worked so hard to develop? Find helpful answers in this free event on Long Island. This presentation will define the differences between the various forms of intellectual property and explore the steps you should take to protect your unique ideas, guard against infringement by others, and avoid allegations of infringement against your company.

Doing Business with the State of Connecticut
Friday, April 7, 2017, 9:30 am–12:00 pm
Entrepreneurial Center—Butterworth Hall, 1265 Asylum Avenue, Hartford, CT
Main Sponsor(s): University of Hartford Entrepreneurial Center, Connecticut Procurement Technical Assistance Program, Small Business Administration Connecticut District Office
 Contact: 860-768-5681, entrectr@hartford.edu
Fee: Free; registration required
 This workshop will outline how to do business with the State of Connecticut. Representatives from the Connecticut Procurement Technical Assistance Program (CT PTAP) and the Small Business Administration's Connecticut District Office will be available to discuss products and services offered. The overall mission of CT PTAP is to provide marketing and procurement assistance to Connecticut businesses interested in selling their goods or services to federal, state, or local governments. CT PTAP is a statewide program serving all cities and towns in Connecticut.

Opening Doors to Federal Government Contracting
Wednesday, March 29, 2017, 9:00 am–11:00 am
Norwood Police/Fire Station, 137 Nahatan Street, Community Room, Norwood, MA
Main Sponsor(s): Small Business Administration, Town of Norwood Community Planning and Economic Development
 Contact: Pauline Swanson, pauline.swanson@sba.gov
Fee: Free; registration required
 Looking for new markets for your small business' goods or services? Consider selling to the federal government. Learn how the federal government purchases. Understand the application process and benefits for these federal certification: Small Business; Small Disadvantaged Business; Woman Owned Small Business; Veteran and Service Disabled; 8(a) Business Development Program; HUBZone Program. Small business certifications are like professional certifications: they document a special capability or status that will help you compete in the marketplace. Unlike permits and licenses, you do not need to obtain certifications to legally operate. However, in order to take advantage of business opportunities, such as government contracts, you may need to obtain some certifications.

Patents, Trademarks, and Copyrights
Wednesday, March 29, 2017, 9:00 am–11:00 am
Stony Brook Small Business Development Center, SBU R&D Park, RSS 146, Development Drive, Stony Brook, NY