



Defense Logistics Agency and Small Business

By Leslie McMillan

Small businesses throughout the United States have some great opportunities for government contracts through an enormous federal entity known as the Defense Logistics Agency (DLA). Even if that particular option does not seem like the right fit for your business, consider that the DLA oversees a nationwide network of local Procurement Technical Assistance Centers (PTAC) that can assist with information, preparation, registration, certification, and other aspects of the contracting process with local, state, and federal government agencies.

This Small Business Exchange Northeast article is based directly on descriptions that you can find on the DLA website (www.dla.mil). We encourage you to read this article for several pieces of relevant information, and also to visit the DLA website for more thorough explanations. You might be surprised by what you learn and how it could apply to your business development and growth—either in the near future or at a later time when you and your business are ready.

History of the DLA
 The origins of the Defense Logistics Agency date back to World War II, when America's huge military buildup required the rapid procurement of vast amounts of munitions and supplies. After the war, a presidential commission headed by former President Herbert Hoover recommended centralizing management of common military logistics support and introducing uniform financial management practices. Integrated management of supplies and services began in 1952 with the establishment of a joint Army-Navy-Air Force Support Center to control identification of supply items. For the first time, all the military services bought, stored, and issued items using a common nomenclature. For more information on the history of the DLA, please see www.dla.mil/AboutDLA/History

DLA Small Business Programs
 Small businesses provide critical resources that contribute to the DLA's mission. The DLA is committed to providing all categories of small businesses an opportunity to participate in DLA acquisitions. The website contains information to



inform and educate small businesses about DLA requirements and procurement practices whose mission is to "Support the Warfighter." DLA is the Department of Defense's (DoD) largest combat support agency. It provides worldwide logistics

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

Sub-Bid Requests

George Harms Construction is seeking SBE vendors, suppliers, subcontractors
[Click for details](#)

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

450 West 126th Street
 New York, NY
 Request for MBE / WBE Subcontractors & Suppliers

Lendlease is currently seeking expressions of interest from NYS and NYC Certified MBE and WBE firms for 450 West 126th Street, a 300,000 sf ground-up 11-story construction of commercial and/or life-science space in West Harlem.

Trades include:
 • Carpentry & Drywall
 • Electrical
 • Fireproofing & Thermal Applied Insulation
 • Fire Protection & Sprinklers
 • Hoisting
 • Hollow Metal
 • HVAC
 • Interior Glass & Glazing
 • Landscaping & Stework

• Masonry
 • Millwork
 • Miscellaneous Metals
 • Ornamental Metals
 • Painting
 • Plumbing
 • Resilient Flooring
 • Roofing & Waterproofing
 • Scaffolding
 • Security
 • Storefront
 • Superstructure Concrete
 • Window Washing Equipment

Please contact Julia Nunez (julia.nunez@lendlease.com) to:
 • Obtain plans, specs, bid package exhibits, bonding, insurance, pre-qualification requirements, and bid proposal due dates
 • Receive updates and invitations to pre-bid meet and greet sessions scheduled for the spring of 2018

Referrals are encouraged.

This is a solicitation for City and State certified business enterprise participation and not for employment opportunities.

Lendlease is an equal opportunity and affirmative action employer that is committed to building and maintaining a diverse workforce. We believe in equal employment opportunities to employees and applicants and prohibit discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity and expression, national origin, age, physical or mental disability, health status, creed, citizenship status, marital status, pregnancy, family responsibilities, medical record, military or veteran status, political affiliation, trade union activity and/or any other categories protected by applicable federal, state or local law.

Lendlease
 Lendlease (US) Construction LMB Inc. | 200 Park Avenue, New York, NY 10166 | 212.592.6700 | www.lendlease.com

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

Call for more information: 800-800-8534

LENLEASE TURNER
 A Joint Venture

Lendlease Turner Joint Venture is seeking MWBE & SDVOB firms for subcontracting opportunities on the

Jacob K. Javits Convention Center Expansion Project

Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LLTJV) will construct 1.2 million additional square feet of space expanding the nation's busiest convention center. The LLTJV team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

How To Get Involved:
 LLTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

To Register as a Vendor with Lendlease Turner JV:
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

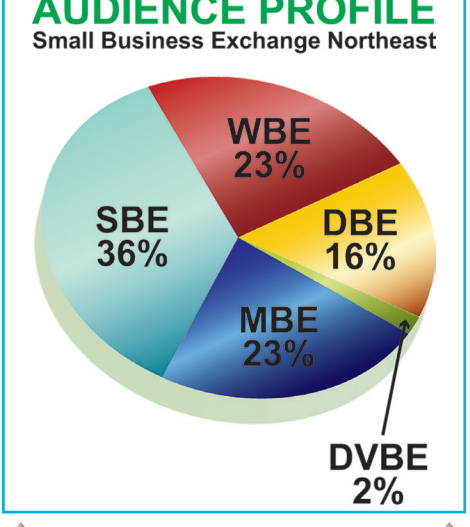
Get or Update Your Empire State Development MWBE & SDVOB Certificate:
 LLTJV seeks Empire State Development certified firms for every 1st Tier Subcontract Opportunity.

Seeking to be certified or re-certified? Visit https://esd.ny.gov/mwbe-new-certification to learn more about eligibility, requirements, and how to get started.
Have a question about certification?
 Call the Empire State Development MWBE Hotline: (212) 803-2414

To get in touch, please contact: LLTJV@MODERNTIMESINC.COM

Advertise in our digital **EXTRA** weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

SMALL BUSINESS EXCHANGE NORTHEAST
 Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach



Welcome SMALLVILLE NORTHEAST

Decca Paving, Inc.
 Rochester, New York
 www.deccapaving.com

J. F. White Contracting Co.
 Framingham, Massachusetts
 www.jfwhite.com

Scrub Clean Maintenance
 Bronx, New York
 www.scrubcleanmaintenance.com

Silverite Construction Company
 Hicksville, New York
 www.silverite.com

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 NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

ADA Upgrade and Station Renewal at Astoria Boulevard Station Project
 MTA NYCT Contract No. A-37106
 Bid Date: May 4, 2018

Description of project:
 The general extent and scope of work under this contract consist of reconstruction of mezzanine and employee facilities, installation of four (4) ADA elevators, restoration of walkway and platform canopies, Hoyt Avenue and 31st Street streetscaping, sewer work, street lighting, and traffic signal work at the Astoria Boulevard Station on Astoria Line in the Borough of Queens. The work will also include the installation and removal of netting and shielding, as well as maintenance and protection of vehicular traffic located along the Grand Central Parkway service roads and nearby NYC streets.

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
 SKANSKA USA CIVIL
 IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Sandy Repair and Flood Mitigation—207th Street Yard and 200th/207th Street Interlockings Project
 MTA NYCT Contract No. C-34838
 Bid Date: May 17, 2018

Description of project:
 The work to be performed consists of signal system modernization at 207th Street Yard, rehab of existing and construction of new facilities including relay rooms, CBTC rooms, and restoration of track infrastructure. The work also includes furnishing and installing flood mitigation and resiliency structures and measures, such as steel seawall and pile supported concrete walls, flood gates, fabric portal flood gate, drainage improvement, replacement of track feeder, transposition cables, and appurtenances at the 207th Street Yard.

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

Kew Gardens Interchange Project
 NYSDOT 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
 SKANSKA KOCH INC.
 IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW JERSEY SELECTIVE ASSISTANCE VENDOR INFORMATION (NJSAVI)

Route 1 and 9 (Pulaski 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, Poles, Rebar, Sandblasting, Signs, Striping, Structural Steel, Surveying, Temp Footing, Tents, Piling and Trucking. Please see contract documents for further opportunities.

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

NORTHEAST EVENTS FOR YOUR BUSINESS 2018

Business Plan Clinic
 Mondays, May 7–June 11, 2018, 6:00 pm–9:00 pm
 The Conti Building, 415 Howe Avenue, Shelton, CT
 Main Sponsor(s): Women's Business Development Center
 Contact: Kenyetta Banks, 203-751-9550, kbanks@ctwbdc.org
 Fee: Free; registration required

Get your business plan in shape over the course of five sessions taught by industry experts in an intimate and dynamic peer-to-peer environment. Gain a comprehensive understanding of business building fundamentals and emerge from this class with a blueprint firmly in hand. The five-session course will give you tools to guide you every step of the way and includes topics such as: business basics; marketing plan; business types/legal entities; basic financials; hands-on business plan development; promoting your business in the digital world; cash and getting financed; and social media analysis. Mondays, 6:00 pm–9:00 pm, May 7, 14, 21, and June 4, 11. Free five-session course, application required.

SCORE / Thrive Workshop: Build an Effective Online Presence
 Thursday, May 10, 2018, 10:00 am–12:00 pm
 Harvard iLab, 125 Western Ave., Allston, MA
 Main Sponsor(s): SCORE Boston
 Contact: Jim Williams, 617-565-5591, workshops@scoreboston.org
 Fee: Free; registration required

Develop an online presence that will help you run, grow, and generate more business from new and current customers. This free workshop will cover: your online footprint; customer relationship management; social media marketing; and more! This workshop is sponsored by SCORE Boston and Thrive, a trailblazer in helping thousands of local business owners streamline their most essential business functions so they can get back to doing what they love—running their businesses. SCORE Boston offers free counseling and mentoring to those who wish to start or build existing businesses in the Greater Boston area. SCORE is a nationwide nonprofit association supported by the US Small Business Administration and dedicated to helping small businesses get off the ground, grow, and achieve their goals through education and mentorship.

Money Smart for Small Business
 Wednesday, May 16, 2018, 12:00 pm–1:00 pm
 Syracuse Works, 201 East Jefferson Street #200, Syracuse, NY
 Main Sponsor(s): Onondaga Small Business Development Center, Syracuse Works
 Contact: Onondaga SBDC, 315-498-6070, sbdc@sunyocc.edu
 Fee: Free; registration required

This is part of a free monthly lunchtime training series for aspiring and existing entrepreneurs. Attend one workshop or attend all! Money Smart was developed jointly by the Federal Deposit Insurance Corporation (FDIC) and the United States Small Business Administration (SBA). Each monthly workshop hosts a new topic that provides a practical guide to starting and managing a small business. This month's topic: Recordkeeping as a Managerial Tool.