



Why Ads Are Worth Reading Every Time

By Leslie McMillan

Your mission in life is to fulfill your purpose. Certainly, that is true on a personal level. It can also be true in your business or community enterprise. You are receiving this instrument of communication—and others like it—from Small Business Exchange Northeast because somehow, sometime, somewhere, you took concrete steps to participate in the great and worthy purpose of public involvement through business or service, including building or supplying public projects or institutions.

We have walked that road, too. For over thirty-one years, Small Business Exchange has existed to help connect small businesses, prime contractors, large businesses, agencies, groups, organizations, and institutions in the valuable fulfillment of specific projects and opportunities.

When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

From the basic value of expanding worthwhile knowledge to the potential gain of landing a great contract, you will truly benefit from a few minutes of reading not only the headlines and articles, but especially the advertisements regarding specific projects and active companies with which you might connect.

If you have seen an advertisement before, read it again! The latest edition might have some new details—or you might be in a new situation that warrants another look at a familiar opportunity.

You will find pertinent information on enormous projects that must have small business participation in order to move forward. Most of the readers of these words are small business people. Some of these people and their enterprises are excellent matches for the projects or companies presented here. You might be one of them.

If you think there is a potentially suitable connection between your enterprise and one of the advertised projects or companies, you are just a call or email away from entering a conversation



that might prove to be an excellent step forward either now or in the future. The first step need not be the final step, even if one particular project or company is not a good fit right now.

One of our key purposes at Small Business Exchange Northeast is to encourage small diversity businesses to keep walking a little farther and achieving a little more. We hope something in each of our publications and services will help, whether to lift your head or to lift your wings. This is a good time to prepare your heart and

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

Sub-Bid Requests

Railroad Construction Co., Inc.
 EAST COAST
MWDBE
OUTREACH EVENT

THANK YOU!

Railroad Construction Company, Inc. would like to extend a heartfelt THANK YOU to everyone who took part in our first East Coast MWDBE Outreach Event on April 30, 2015. Your attendance helped make the event a great success. Many of the subcontractors and vendors we have connected with have expressed their appreciation for the opportunity to meet our staff, learn about our capabilities and discuss upcoming projects in a one-on-one setting. We look forward to working with you in the future.

See you at our next EVENT!

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

World Trade Center Bollard Protection System
 PANYNJ Contract No: WTC-964.952
 Bid Date: June 5, 2015

Description of project:
 This project consists of installation of a flood wall system surrounding the Vehicle Security Center at the World Trade Center.

Subcontracting opportunities include, but are not limited to:
 Trucking, Warehouse/Outside Storage Area, Install Metal Fabrication, Signage, Survey, Granite Paving, Fills, Scaffolding, and Metal Casings.

Please contact Julia Maxwell as soon as possible if your firm is interested in quoting or not. Thank you.

Skanska's Outreach Coordinator: Julia.Maxwell@skanska.com

SKANSKA
 SKANSKA KOCH INC.
 IS SOLICITING BIDS FROM MBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE MARYLAND DEPARTMENT OF TRANSPORTATION

William Preston Lane Jr. Memorial Bridge (Bay Bridge) Westbound Bridge Suspension Span Rehabilitation
 Anne Arundel and Queen Anne's Counties, Maryland
 Maryland DOT Contract No: BB-2754-000-0016
 Bid Date: July 1, 2015

Subcontracting opportunities include but are not limited to core drilling, sawcutting, steel fabricators, paint, shielding, scaffolding, miscellaneous metals, electrical, bridge drainage and piping, etc. Please see contract documents for further opportunities.

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

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

1984 **31** Years 2015

Railroad Construction Co. **DELTA RAILROAD CONSTRUCTION**

Railroad / Delta - A Joint Venture

East Side Access Grand Central Terminal Caverns - CM007

Railroad Construction Company, Inc. and Delta Railroad Construction have come together as a joint venture to bid the track portion of the MTA Capital Construction Grand Central Terminal Station Caverns and Track for East Side Access Project. The project consists of two parallel caverns (east and west) that are three levels high. Each cavern includes a lower platform level, mezzanine level and upper platform level. The caverns are connected by a series of cross passages on the mezzanine level.

Currently one of the largest transportation infrastructure projects in the U.S.

8-track terminal and concourse below Grand Central Terminal
 8,600ft (17,200 Linear Ft)
 3rd Street Tunnel
 5,500ft (11,000 Linear Ft)

Will serve approximately 162,000 customers a day

DBE Participation: 17%
Potential Business Opportunities:

- Aggregates
- Structural Concrete
- Construction Materials
- Construction Photos
- Electrical
- Engineering and Survey
- Environmental Consulting
- Infrastructure
- Janitorial Services
- Materials Testing & Inspection
- Office Facilities & Supplies
- Pest Control
- Ready-Mix Concrete Supply
- Reinforcing Steel
- Rail Material
- Sanitation
- Site Security
- Trucking
- Waste Removal
- Welding

Work in multiple locations: Manhattan, Queens and the Bronx

For more information please contact
 Rebecca Walka-Perry at 973-413-1879 or MWDBE@rcmail.net
 www.railroadconstruction.com/about/mwdb

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

Call for more information: 800-800-8534

SKANSKA **J.F. SHEA**
 SKANSKA-J. F. SHEA JOINT VENTURE
 IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE

Grand Central Terminal Station Caverns and Track East Side Access Project, Manhattan, New York
 MTA Capital Construction Contract No: CM007
 Response of Interest: June 15, 2015

Description of project:
 The work under Contract CM007 is the construction of concrete structures and fit out for the new LIRR Grand Central Terminal Station Caverns and track work throughout the East Side Access Tunnel system. The work includes, but is not limited to:

- Construction of concrete structures for the Grand Central Terminal (GCT) station caverns using cast-in-place and precast concrete;
- GCT Station fit-out, including mechanical, electrical, plumbing, fire protection, architectural finishes, and signage;
- Installation of elevators and escalators using the designated VM014 Vertical Circulation subcontractor;
- Rock excavation for the 45th Street Cross Passageway Elevators 15 and 16;
- Track work throughout the tunnel system, including special track work for turnouts, crossovers, and interlockings; and
- Construction of concrete structures and backfill concrete associated with the closure of the Queens Bellmouth temporary construction access.

There are many subcontracting opportunities. If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Maxwell@skanska.com

Please respond by: June 15, 2015

AUDIENCE PROFILE
 Small Business Exchange Northeast

SBE 36%
 WBE 23%
 DBE 16%
 MBE 23%
 DVBE 2%

"I have always had the peace of mind knowing that the Small Business Exchange has been one hundred percent in compliance with the minority regulations from the various owners that we bid projects with. The Small Business Exchange has a professional and competent staff and I have nothing but the highest praise for the Small Business Exchange."

Skanska USA Civil West
 California District Inc

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

Harold Structures Part 3 for the East Side Access Project
 MTA Capital Construction Contract No: CH057
 Bid Date: June 18, 2015

Description of project:
 This project consists of the following work:
 Construct 500 feet of cut and cover tunnel and 700 feet of open cut approach structure. Install a new steel bridge and remove the existing bridge. Install precast retaining walls. Install foundations and steel structures for catenary support. Install track and switches. Demolish existing substation. Install electrical utilities, storm sewer, water. And provide miscellaneous grading and drainage.

Subcontracting opportunities include, but are not limited to:
 Geotech Instrumentation, Dewatering, Fence, Environmental, Testing, Trucking, Rebar Placing, Waterproofing, Track Work, Demolition, Masonry, Painting, Door/Hardware, Metals, Steel Erection, Surveying, Electrical, Utility, Site Work, CPM Scheduling, and Photographer.

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

Welcome to 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

Jess Security & Investigaton
 Bronx, New York
 www.jesssecurityservices.net

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 KOCH INC.
 IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY

Transfer Bridge Number 10 Reconstruction at Greenville Yard Terminal and Fender Modifications at 65th Street Yard Terminal in Brooklyn, New York
 PANYNJ Contract No: NYNJRR-644.531
 Bid Date: June 2, 2015

Subcontracting opportunities include but are not limited to concrete, mechanical, electrical, sheet piles, caissons, timber, steel, bearings, rebar, miscellaneous steel, insulation, metal roof deck, sheet wall, doors, windows, and dewatering. Please see contract documents for further opportunities.

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

SKANSKA **John P. Picone INCORPORATED**

SKANSKA-PICONE JOINT VENTURE
 IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS

26th Ward Wastewater Treatment Plant
 New York City DEP Capital Project 206
 Bid Date: June 18, 2015

Description of project:
 The project includes the construction of a new Flow Diversion Structure (FDS), new Preliminary Settling Tank (PST) No. 5, modifications to existing PST 1 through 4, extension of existing Primary Sludge Gallery, new MCC Building, modification to Pump and Blower House, modifications to Degritting Wing, demolition of Ammonia Building, removal of above ground chemical and petroleum storage tanks, yard piping, and repaving of plant roads.

Subcontracting opportunities include, but are not limited to:
 CPM Scheduling, Progress Photos, Pest Control, Soil Sampling, Demolition, Dewatering, Asphalt Paving, Masonry, Miscellaneous Metals, Structural Steel, Waterproofing, Insulation, Roofing, Doors, Mechanical Pumps and Equipment, Hazardous Material Removals, Piping, Electrical, I&C, and more.

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

Kiewit - Weeks - Massman
KWM
 Goethals Bridge Replacement

Goethals Bridge Replacement Project
 Port Authority of New York and New Jersey
CONSTRUCTION DBE OPPORTUNITIES

The Goethals Bridge Replacement Project is a design-build project for the Port Authority of New York & New Jersey (the Authority). The project will replace the existing Goethals Bridge which spans the Arthur Kill River on I-278 connecting Elizabeth, New Jersey, and Staten Island, New York. The existing bridge, built in the 1920s, will be replaced with a dual span and the original bridge demolished. It is anticipated that the bridge will carry approximately 14 million vehicles eastbound annually.

Kiewit-Weeks-Massman, AJV (KWM) has been selected by the Authority to design and build the new Goethals Bridge. KWM is committed to providing a world class project for the people of New York and New Jersey. As part of their mission, KWM is also committed to providing meaningful employment opportunities for hundreds of construction individuals in the region, with particular outreach to the DBE community, and desires to meet or exceed federal requirements for diversity on this important construction project. If your DBE firm would like to apply to participate in this project, please use our website as a resource, www.goethals-kwm.com.

KWM VENDOR SOLICITATION LOG

All companies that fill out a Contractors Questionnaire will be added to our Vendor Solicitation Log which KWM uses for upcoming subcontract opportunities. If you would like to fill out a Contractor Questionnaire, please go to our website and visit the "Partnering" tab.

PARTNERING OPPORTUNITIES

- Lumber Supply
- Security and Anti-Climb Fence on New Bridge Shared Use Path
- Electrical Conduit, Wire, Enclosures, and Fittings
- Permanent Concrete Traffic Barriers
- PPC Bridge Deck Overlay
- Right of Way Security Fence
- Safety Supplies and Promotional Materials
- Landscaping/Seeding
- Pipe Supports Fabrication and Delivery
- Miscellaneous Metals Supply

Check our website for periodic updates on partnering opportunities!

MWDBE BONDING, LINES OF CREDIT, AND INSURANCE ASSISTANCE

For assistance in obtaining bonds, lines of credit, and/or insurance for this project, please visit our website or contact Anne at KWMdivcontracting@kwmjv.com for more information.

Project Office: 137 Bayway Avenue • Elizabeth, NJ 07202 • KWMdivcontracting@kwmjv.com
 Kiewit-Weeks-Massman, AJV is an Equal Opportunity Employer

Advertise in our digital EXTRA

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

TAPPAN ZEE CONSTRUCTORS, LLC
 An Equal Opportunity Employer / Contractor

Is seeking DBE firms for Subcontract Opportunities on the **NEW NY BRIDGE PROJECT**

OWNER: NEW YORK STATE THRUWAY AUTHORITY
 Located in Westchester & Rockland Counties, New York

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

Technical Review Meetings
 Will be held by TZC with DBE firms as needed on key scopes of work where TZC will be seeking pricing from the subcontractor community. Technical Review Meetings are designed to help DBEs prepare for upcoming contract opportunities by providing summary level information on scope requirements and to address any questions. All DBEs are encouraged to register with TZC at www.TappanZeeConstructors.com to receive information on how to participate in future Technical Review Meetings.

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 Road, Suite 400 • Tarrytown, NY 10591**

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