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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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George Harms Construction is seeking SBE vendors, suppliers, subcontractors

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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

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

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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

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Advertise in our digital EXTRA

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• NEWS
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Work Begins on \$555 Million Kosciuszko Bridge Project

Sub-Bid Requests

You Are Invited!
Kosciuszko Bridge
DBE and Local Business
Outreach

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

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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

Lammey & 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

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

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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

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

Harold Structures Part 4 Project

MTA Capital Construction Contract No. CH058A

Bid Date: July 10, 2018

Description of project:

The work of this contract includes removal of the existing cutterhead of the Tunnel B/C tunnel boring machine, construction of the Tunnel B/C Approach Structure, installation of catenary poles, construction of ductbanks, installation of track and special track work, site grading, and miscellaneous demolition. As part of construction of the Tunnel B/C Approach Structure, the contractor will be required to design and provide temporary support for the 39th Street Bridge and transfer the bridge load from the temporary support to the permanent support structure. The contract includes two options—one for installation of ballasted track and special trackwork and one for demolition and removal of existing track. The work will be performed within the Sunnyside Yard/Harold Interlocking area in Queens, New York.

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

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IS SOLICITING BIDS FROM M/WBE AND VETERAN SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM

Throgs Neck Bridge Replacement of Roadway Deck in Suspended Spans

MTA Bridges and Tunnels Contract No. TN-49

Bid Date: August 7, 2018

Subcontracting opportunities include but are not limited to Asphalt, Barrier, Bearings, CPM Scheduling, Demolition, Drainage, Electrical, Expansion Joints, Fencing, Field Trailer, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Paving, Railings, Rebar, Sandblasting, Saw Cutting, Sealing, Signs, Striping, Structural Steel, Surveying, Testing, 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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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: July 10, 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, Striping, 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

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Sandy Repair and Flood Mitigation—207th Street Yard and 200th/207th Street Interlockings Project

MTA NYCT Contract No. C-34838

Bid Date: July 10, 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

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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: July 3, 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

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NORTHEAST EVENTS FOR YOUR BUSINESS

2018

Boots to Business Reboot: Starting or Growing A Veteran-Owned Business
Thursday, June 28, 2018, 8:30 am–3:30 pm
American Legion Post 174, 55 Mountainview Boulevard, Wayne, NJ
Main Sponsor(s): US Small Business Administration
Contact: Eugene Spillane, 973-645-2427, eugene.spillane@sba.gov
Fee: Free; registration required
Veterans have the character, discipline, and skills needed to succeed as small business owners and entrepreneurs. Wondering what it takes and how you can prepare? Enroll in Boots to Business Reboot, a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Eligible for this training are veterans of all eras, service members (including members of the National Guard and Reserve), and their spouses.

Explore Small Business Administration Resources
Wednesday, July 11, 2018, 11:00 am–1:00 pm
Center for Women and Enterprise—Eastern Massachusetts, 24 School Street, Floor 7, Boston, MA
Main Sponsor(s): Center for Women and Enterprise—Eastern Massachusetts
Contact: Madeleine Lutts, 617-536-0700, mlutts@cweonline.org
Fee: Free; registration required

Social Media Basics For Your Business
Wednesday, July 11, 2018, 1:30 pm–3:30 pm
Niagara Falls Culinary Institute, 28 Old Falls Street, Room 234, Niagara Falls, NY
Main Sponsor(s): Niagara Small Business Development Center
Contact: Lynn Oswald, 716-210-2515, oswald@niagaracc.suny.edu
Fee: Free; registration required
Are your online efforts reaching your target markets? Social Media Basics For Your Business will review different social media websites and what they have to offer for your business. The seminar will also discuss social media marketing strategies you can use to most effectively reach your target market. The Niagara Small Business Development Center (SBDC) provides free management and technical assistance, including business planning, marketing and global strategies, cash-flow projections, and financial analysis. The SBDC is staffed by experienced professionals who provide individualized counseling.