



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

[Click to read more](#)

Sub-Bid Requests

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

31 Years
 1984 - 2015

SKANSKA
 SKANSKA USA CIVIL
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS
CSO-WCM-29 Westchester Creek CSO Modification
 New York City DEP Capital Project
 Bid Date: July 14, 2015

Project overview:
 Modifications to combined sewers and over flow chambers CSO-29 and CSO-29A, located in Bronx, New York.

Bidding opportunities include, but are not limited to:
 Soil sampling and analysis, demolition, photography, scheduling, project signs (signage), pest control, utility relocation, landscaping, sewer inspections, street lighting, traffic signals, paving, curbs and sidewalks, concrete rehabilitation, hazardous material management, jet grouting, and MPT supplies.

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

Petracca & Sons, Inc.
IS THE LOW BIDDER ON THE FOLLOWING JOB:

Owner: NYCSA
Job Name: PS 335, 150-15 Raleigh Street, Queens, NY 11417
Contract No.: SCA15-025151-1
Location: Queens

WE ARE SOLICITING BIDS FROM MBE AND WBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK CITY SCHOOL CONSTRUCTION AUTHORITY

Subcontracting opportunities include but are not limited to: Division 1 thru 15 work, earthwork, dewatering, sitework and utilities, augered CIP piles, fencing, landscaping, concrete, masonry, structural and miscellaneous steel, carpentry and drywall, waterproofing, fireproofing, roofing, doors, windows, drywall, tile, resilient flooring, paint, food service equipment, elevators, and sprinklers.

Contact: estimating@psina.com

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

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

Will serve approximately 162,000 customers a day

11 miles of tunneling

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

SKANSKA
 SKANSKA USA CIVIL
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS
CS-FB-BWR, Citywide CSO Facilities
 New York City DEP Capital Project WP-169
 Bid Date: July 15, 2015

Description of project:
 Modifications to Regulator Chambers at Five Locations in Queens. Work includes: Selective Demolition and Removals, Excavation, Dewatering, Weir and Piping Modifications, Access Vaults with Stairs, Chamber Cleaning and Inspection, Structural Repairs, Spall Repair, Crack Repair, Utility Support, Protection, and Relocations, Site Restoration and Paving, Maintaining Instrumentation, and MPT.

Subcontracting opportunities include, but are not limited to:
 Spall Repair and Crack Repair, Water, Gas, and Other Utility Relocations, Dewatering, Chamber Cleaning and Inspection, Disposal of Contaminated Soils, Electrical, Site Work and Paving, and Landscaping.

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

Call for more information: 800-800-8534

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

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 Contractors 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@kwjmv.com for more information.

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

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 & Investigator
 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

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

Admiral Staffing
 New York
www.admiralstaffinginc.com

SKANSKA
 SKANSKA KOCH INC.
IS SOLICITING BIDS FROM M/WBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE EMPIRE STATE DEVELOPMENT CORPORATION
Electrical and Mechanical Rehabilitation, Friction Mitigation, Miscellaneous Steel Repairs, Painting, and Fire Standpipe Installation
Marine Parkway-Gil Hodges Memorial Bridge
 MTA Bridges and Tunnels Contract No: MP-03/MP-16
 Bid Date: August 18, 2015

Subcontracting opportunities include but are not limited to asbestos removal, concrete, engineering, hazardous materials haul and dispose, miscellaneous metals, scaffolding, steel, bridge painting, concrete cutting and boring, drainage, lead abatement, excavation, marine, waterproofing, sandblasting, sidewalks, road striping, utilities, electrical, rebar, grouting, and welding. Please see contract documents for further opportunities.

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

SKANSKA
 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: July 24, 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: July 24, 2015

SKANSKA
 SKANSKA KOCH INC.
IS SOLICITING BIDS FROM M/WBE SUBCONTRACTORS AND SUPPLIERS
Rehabilitation of Fulton Avenue Bridge over Hutchinson River (BIN 3348220)
 City of Mount Vernon and Village of Pelham Manor, New York
 Westchester County Public Works Department Contract No: 11-053
 Bid Date: August 19, 2015

Subcontracting opportunities include but are not limited to asbestos removal, concrete, engineering, hazardous materials haul and dispose, miscellaneous metals, scaffolding, steel, bridge painting, concrete cutting and boring, drainage, lead abatement, excavation, marine, waterproofing, sandblasting, sidewalks, road striping, utilities, electrical, rebar, grouting, and welding. Please see contract documents for further opportunities.

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

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