



Contractors Burned Out? Wondering Why?

By Dan Knight

When I first opened the doors to the international operating headquarters of Dan Knight Construction and Plumbing in 2006, I had a 1985 F-250 diesel pickup truck full of tools, and an attitude that I was going to be building the Hoover Dam the following year. I had half of a full-time employee in my guard dog named Red. Luckily, my payroll was low—only about \$52 a month for dog food and rabies shots. I had made it! After working for my father's construction company, I was on my own and going to show the old-timers how it was done and how my new ideas and methods were going to revolutionize the building industry. So I thought . . .

Below are four causes and ways to avoid small business burnout in the construction industry.

Being everything to everyone at all times
 When a call came in, I almost did a backflip. I would drop everything I was doing to go bid the job and would work all night to put together

quotes. I bid like a wild man and did any trade I thought I could do. If I didn't know how to do something, I would read books, read online articles and forums, and watch YouTube videos about how to do the thing; then I'd bid a job doing it. Little did I know I was leaving large amounts of money on the table with my bids and I was often working for free after I added in all the time bidding and looking for clients.

I was convinced that I could make something happen for every client that called. I would be able to find a solution to every construction project that came my way. What I didn't know was that I was doing it at the cost of my home life, my professional reputation, and my billable hours.

I am a general contractor specializing in residential projects. I have found that this is my niche. Not only is it my niche, it is where my passion lies. I like the idea that I am building something or servicing something that will house people and make people's lives better each time they walk in the door after work. I have found I have a knack for managing projects and doing the financing and legal work to bring the project



together. I have also found the things I don't like to do. I don't want to roof and I don't do framing. Really, I just want to plumb and project manage from the anchor bolts up. In order to be in business and not stretch myself too thin, I had to

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Sub-Bid Requests

AB American Bridge
 American Bridge Company is seeking MWBE/SDVOB subcontractors, suppliers
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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@MODERTIMESINC.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 31, 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 COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS
 42nd Street Shuttle Line Project
 MTA NYCT Contract No. A-35302/37116
 Bid Date: August 14, 2018

Description of project:
 Times Square, conversion from a three-track to a two-track shuttle operation with a six-car train on each track. The existing platforms will be reconfigured into one twenty-eight foot wide platform which shall also be extended three hundred sixty feet along the existing track alignment. A second means of egress will be provided at the east end of the extended platform. Work will also include providing vertical accessibility with a new stairway from the shuttle mezzanine to street level, a new Control Area, removing columns, modifying the structural system at all column consolidation locations to redistribute the loads, removing an existing Control Area, stairs P-9 and S-12, relocating columns for proper alignment of car doors and proper passenger flow, new communication rooms at both stations, GCT scrubber room relocation, line GCT employee area, and stair work at GCT.

Many bidding opportunities available.
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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 21, 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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NORTHEAST EVENTS FOR YOUR BUSINESS 2018

Boots to Business Reboot: Starting or Growing A Veteran-Owned Business
 Thursday, July 26, 2018, 9:00 am–5:00 pm
 Office of the Albany County Executive, 112 State Street, Cahill Room, Albany, NY
 Main Sponsor(s): US Small Business Administration, Veterans Business Outreach Center
 Contact: Amy Amoroso, 518-326-6328, aamoroso@arsenalpartnership.com
 Fee: Free; registration required
 Veterans have the character, discipline, and skills needed to succeed as small business owners and entrepreneurs. 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.

Federal Contracting Small Business Certifications
 Friday, August 3, 2018, 10:00 pm–1:00 pm
 Clark Public Library, 303 Westfield Avenue, Clark, NJ
 Main Sponsor(s): US Small Business Administration, Clark Public Library
 Contact: Megan Kocielek, 732-388-5999 X111, mkocielek@clarklibrary.org
 Fee: Free; registration required
 The Small Administration's Office of Government

Contracting works to create an environment for maximum participation by small disadvantaged and woman-owned businesses in federal government contract awards and large prime subcontract awards. During this two-hour workshop, you will learn all about the different certifications available to small disadvantaged, woman-owned, and service disabled veterans who are ready to do business with the federal government. These certifications will level the playing field for small business owners and open the door to receive contracts for products or services your company can provide to various federal agencies.

Explore Small Business Administration Tuesday, August 21, 2018, 11:00 am–1:00 pm
 Center for Women and Enterprise—Eastern Massachusetts, 24 School Street, Floor 2, Boston, MA
 Main Sponsor(s): Center for Women and Enterprise—Eastern Massachusetts
 Contact: Cwonline.org, 617-536-0700, mlutts@cwonline.org
 Fee: Free; registration required

This workshop is presented by a member of the local US Small Business Administration team and is designed to help entrepreneurs understand the various SBA programs and services available to help them start or expand a business. Topics covered include: Technical Assistance Program; SBA Loan Guarantee Program; 8(a) Business Development Program; HUBZone (Historically Underutilized Business Zones) Program; Government Contracting Opportunities. The Center for Women and Enterprise is a nationally known nonprofit organization dedicated to helping people start and grow their businesses. CWE provides opportunities to increase professional success, personal growth, and financial independence.