



The Advantages of Diversity in Construction

By Ron Dolive

Diversify more and prosper! The construction industry is experiencing changes in the workforce because more people are leaving the construction workforce than entering. This puts pressure on companies and contractors to find ways to attract construction skilled talent and make their organizations more competitive and productive. Research and reports show that embracing diversity in construction helps firms experience higher performance and increased profitability. Below, we examine some of the advantages that your company gets to enjoy by adopting diverse initiatives.

More Talent

How long do you have to look for the right construction skills when you offer a construction job? Do you always turn to the same pool of candidates hoping that luck will be on your side? Coming out of a painful recession has found the construction industry in great need of

talented tradespeople. The rough times forced many professionals to leave the field and never come back while the generation of baby boomers is steadily retiring. A great way to get a competitive edge in the industry is by turning to a diverse pool of talent. Women, millennials, and minorities are invaluable construction resources for skills.

More Creativity

It is said that the definition of insanity is doing the same thing over and over and expecting different results. The same applies when you use the same resources for every project. You receive similar points of view, thoughts, and suggestions for problems that need unique solutions. A great benefit of embracing diversity in construction is the ability to collect different perspectives and outlooks that increase creativity and improve problem solving. Hiring tradespeople with both strong construction skills and diverse backgrounds gives your firm a different mindset and multifaceted approach for the needs of your projects.



More Productivity

Every construction job needs a tradesperson with specific construction skills. Similarly, every project needs tradespeople with qualifications who work for the same objective—delivering the best

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

Sub-Bid Requests

American Bridge
American Bridge Company is seeking MWBE/SDVOB subcontractors, suppliers
[Click for details](#)

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

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

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

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

Tutor Perini
INVITATION TO BID FOR DBE FIRMS
TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, AND SERVICE PROVIDERS
Harold Structures—B/C Approach Structure for the East Side Access Project in the Borough of Queens, New York
MTA Capital Construction Contract No. CH058A
Bid Date: July 31, 2018
ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, July 27, 2018.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA
SKANSKA USA CIVIL
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

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

Tutor Perini
INVITATION TO BID FOR DBE FIRMS
TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, AND SERVICE PROVIDERS
Station Reconstruction/ADA Accessibility, Times Square and Grand Central Stations, 42nd Street Shuttle Line (IRT) Project in the Borough of Manhattan, New York
MTA NYCT Contract No. A-35302/37116
Bid Date: August 14, 2018
ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 10, 2018.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

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

SKANSKA
SKANSKA USA CIVIL
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.
If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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
- 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

Tutor Perini
INVITATION TO BID FOR M/WBE AND SDVOB FIRMS
TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE/SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS
Replacement of Roadway Deck in Suspended Spans of the Throgs Neck Bridge Project in the Borough of Queens, New York
MTA Bridges and Tunnels Contract No: TN-49
Bid Date: August 21, 2018
ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 17, 2018.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA
SKANSKA KOCH INC.
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, Railings, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Paving, Trailers, 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

NORTHEAST EVENTS FOR YOUR BUSINESS
2018
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 disadvantaged, woman-owned, and service disabled veterans who are ready to do business with the federal government. These certifications help 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.
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, aaamoroso@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
Explore Small Business Administration Resources
Tuesday, August 21, 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@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.