



Businesses Too Timid with Growth Plans?

Variety in business is generally good, but when it comes to profit and revenue, an entrepreneur's expectations should be fairly singular—go big.

That's according to business development expert Cameron Herold, who drove 1-800-GOT-JUNK's growth from \$2 million to \$106 million in a handful of years. Otherwise, he says, you're probably selling yourself short.

"If you're a CEO or entrepreneur and you do not plan on doubling your profit and revenue within the next three years, you may be lacking focus," said Herold, author of *Double Double*.

"It's within your grasp to increase your business drastically within a few years, but you need to make several smaller goals in order to do so. It all starts with a vivid vision."

Herold discusses how to cultivate that vision.

- **Get out of your office.** A vision needs perspective, and if you're waiting for inspiration to strike at your desk or the boardroom conference table, you're bound to get dragged into the daily routine. You need to allow your mind to drift into the future, but at the office you will get pulled back into specific constraints. Go somewhere

that allows you to forget metrics, daily tasks, and obligations. Great locations to set your mind free include the ocean, a forest, or a place in the mountains. Or, simply lie down in a hammock in your backyard and start sketching ideas.

- **Turn off your computer.** Computers are notorious for sucking you into the vortex of daily emails and tasks. Instead, put pen to paper. There's magic in just writing it all out by hand first.
- **Think "where" and not "how."** Look at the road in front of you. Don't focus on how you'll make it happen. The "how" mentality is sort of like trying to edit a first draft before it is written; the "where" mentality allows you to simply get your ideas out first. Where do you want your company to go? Look down the road, see what you see and let the view have its moment. Don't get ahead of yourself. The how will have its day.



- **Think outside the box.** Getting out of your comfort zone will change your usual thought patterns and spark creativity. Think about crazy stuff—maybe something too outlandish to share at a meeting or even consider seriously.

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OWNER: NEW YORK STATE THRUWAY AUTHORITY
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Subcontract opportunities are primarily available for construction firms, however several support service opportunities also exist.

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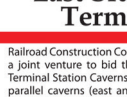
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Will be held by TZC with DBE firms as needed on key scopes of work where TZC will be seeking pricing from the subcontractor community. Technical Review Meetings are designed to help DBEs prepare for upcoming contract opportunities by providing summary 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.

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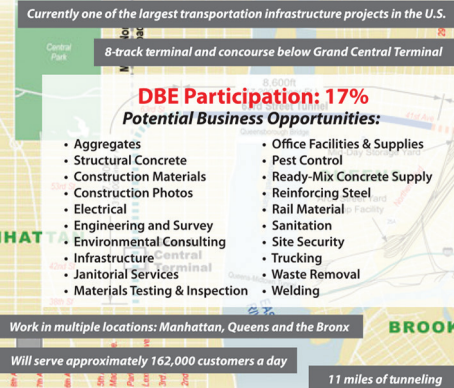
Railroad / Delta - A Joint Venture

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.



DBE Participation: 17%
Potential Business Opportunities:

- Aggregates
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- Environmental Consulting
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- Welding

Work in multiple locations: Manhattan, Queens and the Bronx

Will serve approximately 162,000 customers a day

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

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

- Anti-Climb Fence on New Bridge
- Shared Use Path
- Furnish and Install Precast Walls and Roof
- Miscellaneous Metals Suppliers
- Barriers and Deck Approach
- Haz Mat Trucking
- Street Sweeping
- Lumber/Crane Mat Suppliers
- Concrete, Curb, and Gutter Flatwork

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
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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

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 25, 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 BIDS FOR 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: September 1, 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 project 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: September 1, 2015

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