



# 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

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# Sub-Bid Requests

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## 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**  
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 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

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 Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

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 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**

**SKANSKA**  
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**IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY Rehabilitation of the 178th and 179th Street Ramps, Bus Ramps, and Bus Turnaround PANYNJ Contract No: 244.042 Bid Date: August 22, 2017**

Subcontracting opportunities include but are not limited to asbestos removal, borings, concrete, demolition, electrical, engineering, fence and guardrails, hazardous materials haul and dispose, inspection and testing, landscaping, miscellaneous metals, pavement striping, pile driving, plumbing, rigging, saw cutting, scaffolding, sign erection, structural steel erection and fabrication, trucking, 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 DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM Bridge Repairs to the Bronx River Parkway NYSDOT Contract No: D263484 Bid Date: August 24, 2017**

Subcontracting opportunities include but are not limited to lead removal, concrete, engineering, fence and guardrails, hazardous materials haul and dispose, inspection and testing, landscaping, pavement striping, structural steel erection and fabrication, and trucking. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS FOR THE Mid-Suffolk Electric Yard MTA LIRR Contract No. 6259 Bid Date: September 12, 2017**

**Description of project:**  
 Expansion of the LIRR Ronkonkoma Yard by construction of eleven additional tracks, substations, storage buildings, and employee facility.

**Many bidding opportunities available.**  
 If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE Long Island Railroad Expansion Project from Floral Park to Hicksville MTA LIRR Contract No. 6240 Bid Date: August 10, 2017**

**Description of project:**  
 The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

**Subcontracting opportunities include, but are not limited to:**  
 Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposillico.com

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2017**

**Construction Management Training Program Launch Tuesday, August 22, 2017, 10:00 am–1:00 pm Lehman College, Music Building, 250 Bedford Park Boulevard West, Bronx, NY**  
**Main Sponsor(s): Small Business Administration, Bronx Small Business Development Center**  
**Contact: Bronx Small Business Development Center, 718-960-8806, sbdc.bronx@lehman.cuny.edu**  
**Fee: Free; registration required**  
 Meet with prime contractors. Attend a panel discussion about the steps to obtaining contracts. Build business capacity in: construction licensing and bidding; construction management best practices; estimating, scheduling, and budget preparation; negotiating contract conditions; bonding and financing; mentor-protége programs; minority- and woman-owned business certification; BidLinX. Since its start in 1987, the Bronx SBDC expert advisors have worked directly with 16,977 businesses, helping them to invest \$146,739,624 in the area's economy, and to create or save 5,598 jobs. SBDCs throughout America provide a vast array of technical assistance at no cost to small businesses and aspiring entrepreneurs. The SBDCs are a unique collaboration of SBA federal funds, state and local governments, and private sector resources.

**How to Access Business Services and Funding Thursday, August 24, 2017, 9:30 am–11:00 am Old Saybrook Town Hall, 302 Main Street, Old Saybrook, CT**

**Main Sponsor(s): SCORE Southeastern Connecticut**  
**Contact: Ward Feirer, scorechapter@gmail.com**  
**Fee: Free; registration required**  
 In this interactive workshop with experts Elizabeth Wallace, Director of Business Services at the Connecticut Economic Resource Center, and Ann Chambers, Director of Loan Programs at the Southeastern Connecticut Enterprise Region, you will learn how to connect to the abundance of programs and services Connecticut offers to help businesses achieve success, including licensing and registration, real estate, research and data, as well as funding opportunities and eligibility. SCORE, America's premier source of free and confidential small business advice for entrepreneurs and small businesses, is a nonprofit resource partner with the Small Business Administration.

**Getting the Most out of a Trade Show Friday, August 25, 2017, 10:00 am–12:00 pm North Kingstown Public Library, 100 Boone Street, North Kingstown, RI**  
**Main Sponsor(s): SCORE Counselor Bob Salvas**  
**Contact: SCORE Counselor Bob Salvas, 401-359-1602, bob@bobsalvas.com**  
**Fee: Free; registration required**  
 Tradeshows, expos, and conferences represent great opportunities to sell your products or services, to gather a viable list of future prospects, and to network with vendors, prospects, and customers. Most companies do not get the most out of these opportunities however. Find out what you should do and maybe what you should stop doing. SCORE's experienced business mentors provide general business advice on every aspect of business planning, start-up, management, and growth.