



Government Contracting and Certification

By Katie Murray

“Government contracting.” “Small business certification.” You’ve heard the phrases before, but what do they really mean? And does it really matter for your small business? Maybe—and maybe not. Let’s cut through all the noise and define these phrases in a meaningful way for your entrepreneurial endeavors.

What is government contracting?

Government contracting is the process that lets you sell your goods or services to the government and its various agencies. The government has a contract, or agreement, with you whereby it purchases what you do or make. And United States government agencies buy a lot from small businesses—nearly \$100 billion worth of goods and services each year! From market research to janitorial services, if you want to make the government your customer, there’s a good chance there’s a need for what you offer.

What is being certified as a “small business”?

Being certified as a “small business” is only significant if you’re interested in government contracting. Why? Because there are certain set-asides that the government must adhere to when they’re looking to buy goods or services—there’s a percentage of business set aside for different kinds of companies, including small businesses. (Others include woman-owned, veteran-owned, etc.) So, if you want to be a contender in the federal marketplace, your small business has to meet official criteria to be eligible for government contracts.

How do I certify my business as small?

First, make sure you do, in fact, have a small business. For most industries, SBA defines a “small business” either in terms of the average number of employees over the past twelve months, or average annual receipts over the past three years.

Then, when you know you adhere to the size standards, you register for government contracting. This process also serves the purpose of “certifying” your business as small.



Where can I get some help?

Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

[Click to read more](#)



Railroad Construction Company, Inc.
Contractors Engineers
Est. 1926

NYCTA Above Grade Facility Hardening Contract #E-31683

Railroad Construction Company, Inc. is preparing a bid proposal for the NYCTA Above Grade Facility Hardening project consisting of flood mitigation / hardening measures at five fan plant locations in Brooklyn, Manhattan and Queens. The scope of work includes fortification of existing buildings, installation of new cladding and roofing mitigation systems, selective demolition, construction of new foundations, cast-in-place and precast concrete structures, steel framing and strengthening of existing structural elements. Quotes from DBE and non-DBE vendors, suppliers and subcontractors are being sought.

Bid Date: September 23, 2016
DBE Participation Goal: 17%

Railroad Construction Company, Inc. is seeking vendors, suppliers and subcontractors in the following categories:

• Aggregates	• Grouting	• Plumbing
• Construction Materials	• HVAC	• Restoration
• Contaminated Waste	• Landscaping	• Roofing
• Disposal	• Louvers and Vents	• Sealants / Waterproofing
• Demolition	• Masonry	• Structural Concrete and Reinforcement
• Doors and Hardware	• Materials Testing and Inspection	• Structural Steel and Misc. Metals
• Drainage	• Metal Decking	• Survey
• Electrical	• Painting and Coating	• Traffic Control
• Engineering	• Pest Control	• Trucking
• Environmental Consulting	• Photography	• Utilities
• Flood Control	• Precast Concrete	
• Glass / Glazing / Storefront		

For more information please contact
Dale Errico at 973-413-1832 or Catherine Best at 973-413-1911
mwdbe@rcmail.net
Railroad Construction Company, Inc. is an EEO/AA Employer

SKANSKA
SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM
NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS

Viaduct and Bridge Replacement Myrtle Beach Line (BMT)
MTA New York City Transit Contract No. C-48702
Bid Date: September 15, 2016

Description of project:
Removal and installation of a concrete and steel viaduct in Bushwick, Brooklyn, including foundations and superstructure, track work elements (LVT and timber tie), miscellaneous metals, signals, electrical, communication. Removal and installation of a single span two track NYCT bridge over NYAR including new foundations, steel structure, miscellaneous metals, stone repair/cleaning, signals, communications, power, and track work elements (ballasted timber tie). Creation of a new single track shop for married pair train car inspections including a prefabricated butler building, car lift system, turntable, mechanical systems (HVAC, fire protection, plumbing, BMS), stinger, power, communications, signals, architectural, and miscellaneous metals. Accelerated construction schedule with fixed intermediate milestone date.

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

George Harms Construction is seeking DBE/non-DBE vendors, suppliers, subcontractors

[Click for details](#)

SKANSKA
SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM
NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS

Enhanced Stations Initiative Program, Package 1
MTA New York City Transit Contract No. A-36622A
Bid Date: September 22, 2016

Description of project:
The work will include making three stations on the Fourth Avenue Line, BMT, in the Borough of Brooklyn (Prospect Avenue Station, 53rd Street Station, and Bay Ridge Avenue Station) cleaner, brighter, and easier to navigate, by utilizing means such as improved lighting and more intuitive way-finding and providing amenities such as Wi-Fi and cellular connectivity. This will involve architectural finishes (including painting and signage), structural repair and modifications, electrical (including lighting, communications, and technology) and mechanical work, as well as architectural and engineering services and surveying. There is also a required industrial design associated with station furniture and architectural elements and components to be installed within these stations.

Subcontracting opportunities include, but are not limited to:
Electrical, Architectural Restorations, Surveying, Mechanical, Painting CPM Scheduling, Plumbing, Masonry, Office Supplies, HVAC, Tile, Photography, Structural Steel, Signs, Reinforcement Steel, Miscellaneous Metals, Ceilings, Doors, Crack and Spall Repair, Janitorial Services/Cleaning, Detectable Warning Tile, Waterproofing, Platform Edge Rubbing Board, Gypsum Board, Demolition, Concrete Repairs, Cast-in-Place Concrete, Haul and Dispose Soils, Concrete and Asphalt.

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

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 M/WBE SUBCONTRACTORS/VENDORS

Design Build Rehabilitation of the Henry Hudson Bridge
MTA Bridges and Tunnels Contract No. HH-89
Bid Date: September 27, 2016

Description of project:
Design build rehabilitation and repair of the Henry Hudson Bridge’s skewbacks, viaduct piers, and lower level north abutment.

Subcontracting opportunities include, but are not limited to:
Concrete Demolition, Concrete Repairs, Concrete Supply, Concrete Reinforcing, Core Drilling, Materials Testing, Bridge Monitoring, Borings, Soil Testing, Lead Paint Removal, Painting, Material Hauling and Disposal, MPT, Landscaping, Arborist, Tree Protection, Clearing and Grubbing, Fence, Structural Concrete, Steel Repairs, Steel Bearings, Asphalt Paving, Earthwork, Marine Support, Scaffold, Erosion Control, Photo, CPM, Office Trailers, Rodent Control, Office Furniture, Downspouts, Drilled Piles, Structural Steel Fabrication, Construction Electric.

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