



Small Businesses Should Know Tariff Facts

By Peter J. Cazamias

Recently, the United States Government announced several new tariff increases. The US Department of Commerce implemented tariffs on steel and aluminum imports for national security reasons. Separately, the US Trade Representative (USTR) announced tariffs to combat unfair trade practices on certain Chinese goods. Additional tariffs on a larger list of goods from China are expected in the future.

Small businesses should become familiar with what imported products are impacted to make informed business decisions, as tariffs could increase the total cost of certain imported goods.

What are tariffs?
 Tariffs are taxes, levies, or duties on a particular category of imports. These fees are charged as a percentage of the price of an imported good paid for by a US buyer. These charges are collected by US Custom and Border Protection agents at all US ports of entry.

How do I get a tariff waiver on foreign purchases?
 US businesses may request that individual imported products be excluded from the new tariff charges; and US producers may also comment on why certain exclusions should be denied. The Department of Commerce and the US Trade Representative (USTR) have separate application procedures based on the actions taken by their organizations. Decisions are case by case and require separate individual applications for each item to be imported.

Where can I find out more information?
 The US Small Business Administration directs small businesses to visit the following US Government resources for more information, to receive answers to frequently asked questions, and to request a tariff exclusion on imported products.

Goods from China with new additional tariffs
 The list of certain Chinese goods with new additional tariffs now in force can be found at the Federal Register under 83 FR 28710. USTR implemented a process by which US stakeholders



may request that imported products be excluded from these newly implemented duties on Chinese goods. USTR will evaluate each request on a case-by-case basis. USTR has published on USTR.gov a request form template, Q&A, instructions on how

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Sub-Bid Requests

American Bridge
 American Bridge Company is seeking MWBE/SDVOSB subcontractors, suppliers
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George Harms Construction is seeking DBE vendors, suppliers, subcontractors
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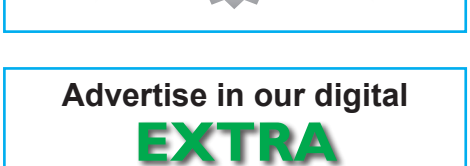


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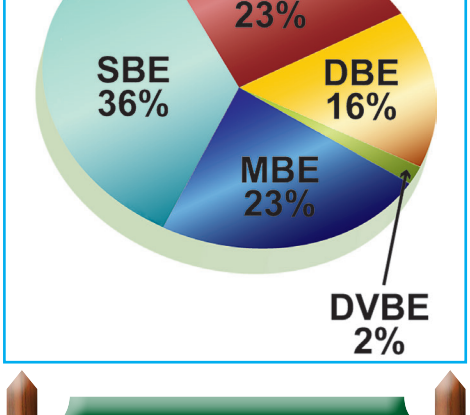


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AUDIENCE PROFILE

Small Business Exchange Northeast



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- 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



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

SKANSKA
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IS SOLICITING COST PROPOSALS FROM DBE, M/WBE, AND SDVOB SUBCONTRACTORS AND VENDORS

Flood Mitigation at Three Bus Depots in the Boroughs of Manhattan, Brooklyn, and Staten Island
 MTA NYCT Contract No. B-62032 (DBE)
 Bid Date: October 4, 2018

Installation of Three Elevators at 59th Street Station
 MTA NYCT Contract No. A-37124 (DBE)
 Bid Date: September 21, 2018

DB Ventilation System Rehabilitation and Fixed Fire Suppression System Prototype at the Hugh L. Carey Tunnel
 MTA Bridges and Tunnels Contract No. HC-07 (M/WBE, SDVOB)
 Bid Date: September 12, 2018

B-62032, Flood Mitigation at Three Bus Depots in Manhattan, Brooklyn, Staten Island (DBE)
 The scope of work for this project includes providing flood protection walls, stop logs, flood barrier/panels, replacing manhole covers, sump pumps, and other flood mitigation resiliency measures at three (3) bus depots (MJ Quill, Casey Stengel, and Castleton) in the Boroughs of Manhattan, Queens, and Staten Island. **Many bidding opportunities available:** flood doors, stop logs, louver covers, concrete repair, trench drains, french drain, drainage, penetration sealant, manhole covers, check valve, gate valve, plumbing, masonry, steel H-piles, precast concrete panel, masonry, demolition, crack and spall repair, asbestos removal, sidewalk construction/repair, MPT material, electrical work.

A-37124, Installation of Three Elevators at 59th Street Station (DBE)
 Installation of three elevators; expand full-time control area on north and south side of existing mezzanine; reconfigure stairs, ramps, and public facilities. **Many bidding opportunities available:** electrician, elevator sub, plumber, HVAC sub, steel fabrication, miscellaneous metals fabrication, utility relocation sub, architectural finishes, curbs and sidewalks, demolition.

HC-07, DB Ventilation System Rehabilitation (M/WBE, SDVOB)
 The work to be performed under this contract includes: complete design and construction services at the Brooklyn Ventilation (BVB), Governors Island Ventilation (GIVB), Manhattan Blower (MBB), and Manhattan Underground Exhaust Buildings (MUEB), inclusive of construction quality control and quality assurance for the following: furnish and install high efficiency supply and exhaust fan motors with associated drive assemblies; furnish and install removable stainless steel partitions; relocate actuators, electrical demolition, and equipment replacements and relocations; replacement of inboard and outboard fan supports; testing and commissioning of all new and modified equipment and systems; and design, furnish, install, test, and commission fixed fire suppression system (FFSS)—Water Mist Prototype through zones EE4, EE5, and WE5 of the Hugh L. Carey Tunnel (HLCT). **Many bidding opportunities available:** mechanical—fan work, motor installation, fire suppression, water main, civil—equipment pads, maintenance and protection of traffic, and electrical.

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

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IS SOLICITING COST PROPOSALS FROM DBE AND M/WBE SUBCONTRACTORS AND VENDORS

PATH Flood Protection for Exchange Place and Newport Station Head House
 PANYNJ Contract No. PAT-784.169 (DBE)
 Bid Date: September 21, 2018

Construction of a New Brooklyn Community District 3 Garage
 DSNY Contract No. S186/224 (M/WBE)
 Bid Date: September 27, 2018

PAT-784.169, PATH Flood Protection for Exchange Place and Newport Station Head House (NY/NJ DBE: 23%)
Description of project: The work generally relates to performing installation of flood protection, including furnishing and installing an integrated aluminum and glass flood-resistant system, concrete walls, and deployable flood barrier, and related work at Exchange Place and Newport PATH Stations in Jersey City, New Jersey.

S186/224, Construction of a New Brooklyn Community District 3 Garage
Description of project: The scope of work consists of the construction of a new LEED® Silver Certified garage facility, comprising one (1) level of vehicle storage and repair facilities, with three (3) levels of personnel support facilities serving Brooklyn Sanitation District Brooklyn 3. Below grade parking is provided for personnel. This facility shall be constructed on a pile foundation and have a steel frame structure. Exterior walls are of cast-in-place concrete, precast concrete panels, curtain wall, and aluminum solar shading devices. The project site is located at Nostrand Avenue and Park Avenue in Brooklyn and includes related site work and interior building finishes.

Many bidding opportunities available.

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

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INVITATION TO BID FOR M/WBE FIRMS
 TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

CBTC System Overlay West 8th Street to Church Street, Culver Line "B" Division Project in the Borough of Brooklyn, New York
 MTA NYCT Contract No: S-47009
 Bid Date: September 27, 2018

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 21, 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!

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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: September 18, 2018

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 14, 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!

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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: September 18, 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, Sealings, 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

SKANSKA
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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: September 21, 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

NORTHEAST EVENTS FOR YOUR BUSINESS

2018

Contact: Entrepreneurial Center, 860-768-5681, entrectr@hartford.edu
Fee: Free; registration required
 This presentation will explore the responsibilities of an employer, the true cost of hiring an employee, risks involved with employment, common compliance pitfalls, and best practices. This is presented in partnership with ADP. Register at www.hartford.edu/ec-register or call 860-768-5681. The University of Hartford's Entrepreneurial Center and Women's Business Center, founded in 1985, provides personalized business advising, educational programs, technical assistance, and networking events for new and expanding small businesses in Connecticut.

The Right Foot
Thursday, September 20, 2018, 9:00 am–11:30 am
 Northern Rhode Island Chamber of Commerce, 6 Blackstone Valley Place #402, Lincoln, RI
Main Sponsor(s): Rhode Island Small Business Development Center (SBDC), Northern Rhode Island Chamber of Commerce, Rhode Island Department of State
Contact: Susan Snyder, 401-874-7232, ssnyder@uri.edu
Fee: Free; registration required
 Test your dream in this intensive workshop designed to assess the feasibility of your business idea and provide you with the tools and tips needed to plan for entrepreneurship. Both traditional and progressive tools like the Business Model Canvas will be utilized to help you target your customers, define your value proposition, and estimate the resources and cash needed to be successful. Our advisers are available to customize these lessons to your business at no cost. Speakers: Dennis McCarthy, Jude Kostas, Esq., Amanda Caetano.

Selling to the Government, 8A, Hubzone, and WOSB Certification
Thursday, September 13, 2018, 10:30 am–12:30 pm
 College of Staten Island, Small Business Development Center, 28 Victory Boulevard, Building 3A Suite 105, Staten Island, NY
Main Sponsor(s): US Small Business Administration
Contact: Ana Hernandez, 212-264-4322, ana.hernandez@sba.gov
Fee: Free; registration required
 The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Woman-Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Learn more about the certification process and how your business can benefit.

From Hiring to Firing and Everything In Between: The Basics of Being an Employer
Thursday, September 13, 2018, 12:00 pm–1:30 pm
 Founder's Business Park, Connecticut Center for Advanced Technology, 222 Pitkin Street, East Hartford, CT
Main Sponsor(s): University of Hartford Entrepreneurial Center and Women's Business Center, Automatic Data Processing (ADP)