



Accessible Sites for the Hearing Impaired

By Marcus Lansky, Abilitator

People who use websites come from a diverse range of backgrounds and perspectives. When it comes to designing a website for your business, it's crucial to ensure your site works for all potential clients and customers. That includes individuals with different abilities, such as people living with hearing impairments.

Designing a site that accommodates all types of customers, including those with hearing impairments, doesn't just give you a competitive edge. More importantly, it builds trust, communication, and rapport with potential customers, showing them you're an ethical, compassionate business. If anyone can access your site content, regardless of ability or impairment, you'll reach more customers and, hopefully, make more sales.

Here's how to design a site that's accessible for people with hearing impairments:

Why Accommodate Hearing Impairments?
 Before changing your website, it helps

to understand why you should make your site accessible to individuals with hearing impairments. First, there's a good chance that many of your prospective clients and customers are hearing impaired. According to statistics, thirty-six million Americans have a hearing impairment. Hearing loss can range from tinnitus to disabling hearing impairments, such as deafness, so it's important to design your website to meet every type of hearing impairment.

The World Health Organization (WHO) estimates that at least nine hundred million individuals "will have disabling hearing loss" by the year 2050. As your business grows, the number of people with hearing impairments who use your website will probably increase, too. It's essential to prepare in advance so you can accommodate them.

Understanding Inclusive Design
 Websites that cater to all people, regardless of ability or impairment, provide a more respectful, delightful experience. The strategy of building these websites is called inclusive design.



Believing inclusive design is "universally" beneficial, Microsoft offers recommendations and downloadable files to help you make your site more inclusive. Because features like video captions help everyone, designing for the hearing impaired can

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George Harms Construction is seeking DBE/SED/MWBE suppliers, subcontractors
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FOR REQUESTS OR ASSISTANCE:
 Alexandra.Cann@GLXConstruct.com

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Benjamin Franklin Bridge Rehabilitation of Suspended Spans and Anchorages Delaware River Port Authority Contract No: BF-54-2019
 Bid Date: September 17, 2019

Subcontracting opportunities include but are not limited to Electrical, Paint, Drainage, Concrete, Structural Steel Erectors, Field Office, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Painting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS
Structural Rehabilitation at the Robert F Kennedy Bridge MTA Triborough Bridge and Tunnel Authority Contract No: RK-19/RK-70
 Bid Date: September 25, 2019

Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.

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IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS
Rehabilitation of the Approach Viaducts at the Throgs Neck Bridge MTA Triborough Bridge and Tunnel Authority Contract No: TN-53
 Bid Date: October 3, 2019

Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Rosphalt, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND NEW YORK STATE SDVOB SUBCONTRACTORS AND VENDORS
Design and Construction of Accessibility Upgrades at 170th Street Station on the Jerome Line Project MTA NYCT Contract No. A-37150F
 Bid Date: September 2019

Description of Project:
 Accessibility upgrades at 170th Street Station on the Jerome Avenue Line (IRT) in the Borough of the Bronx—make the station accessible by complying with the 2010 Americans Disabilities Act Standards for Accessible Design, enhance customer experience at the station, make the station easier to navigate, and facilitate increased ridership on the NYCT system.

Major scopes of work include 1 new street to mezzanine elevator, 2 new mezzanine to platform elevators, 2 new street to platform stairways on the northeast and northwest corners of Jerome Avenue and 170th Street. Mezzanine vestibule extensions consisting of the demolition, modification, and replacement of existing steel framing and concrete. Removal and replacement of existing stairs. Platform level ADA boarding area improvements. Replacement of existing platform tactile warning mat. Demolition and replacement of platform edge in ADA boarding areas. Replacement/upgrades of existing electrical, fire protection, communications, and lighting systems.

Many bidding opportunities are 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

Tutor Perini
 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 8th Avenue Line (59th Street to High Street) "B" Division (IND) Project in the Boroughs of Manhattan and Brooklyn
 MTA NYCT Contract No: S-48006
 Bid Date: October 3, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 27, 2019.
 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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NORTHEAST EVENTS FOR YOUR BUSINESS

2019

New Hampshire Secretary of State Corporation Division
 Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
 Fee: Free; registration required

Are you looking to start your own small business? Are you a business owner and in need of capital or free advice? Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through the New Hampshire Quick Start Program for registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

Boots to Business Reboot
 Thursday, October 10, 2019, 9:00 am–5:00 pm
 VA NJ Health Care Systems, 151 Nollcroft Road Building 143, Room S103, Lyons, NJ
 Main Sponsor(s): US Small Business Administration, Arsenal Partnership
 Contact: Amy Amoroso, 518-326-6328, aamoroso@arsenalpartnership.com
 Fee: Free; registration required

Boots to Business Reboot is a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive 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. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the SBA.

Small Business Lending Panel and Networking Session
 Wednesday, September 25, 2019, 9:00 am–1:00 pm
 Pace University, One Pace Plaza, New York, NY
 Main Sponsor(s): US Small Business Administration, Pace University Small Business Development Center
 Contact: 212-618-6655, sbdc@pace.edu
 Fee: Free; registration required

Are you an existing small business owner or an aspiring entrepreneur in need of financing for your business? Then come meet small business lenders at this free forum hosted by the Pace University Small Business Development Center and the US Small Business Administration. The session will include a panel featuring small business lenders who will highlight what they look for when evaluating a loan application, their typical loan terms, and the documents needed to apply. Before and after the panel, attendees will have the opportunity to meet one-on-one with lenders to assess the source of capital that is best suited for your business needs. Whether you're looking to expand your current operations or to launch a new venture, this session will provide practical strategies to finance your small business.

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
 Thursday, October 3, 2019, 9:00 am–10:30 am
 New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH
 Main Sponsor(s): US Small Business Administration,

