

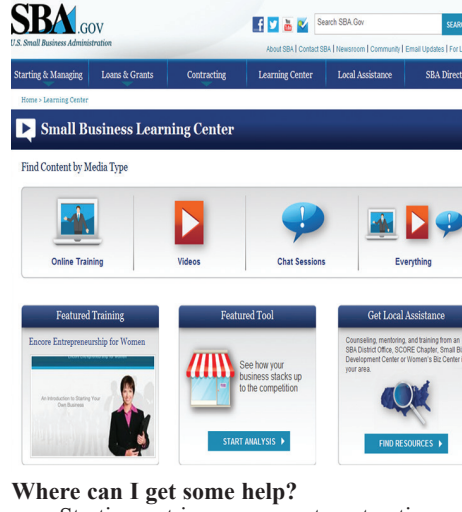


Government Contracting and Certification

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 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.



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—more than \$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.

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](#)

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Get or Update Your Empire State Development MWBE & SDVOB Certificate:
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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@MODERNTIMESINC.COM**

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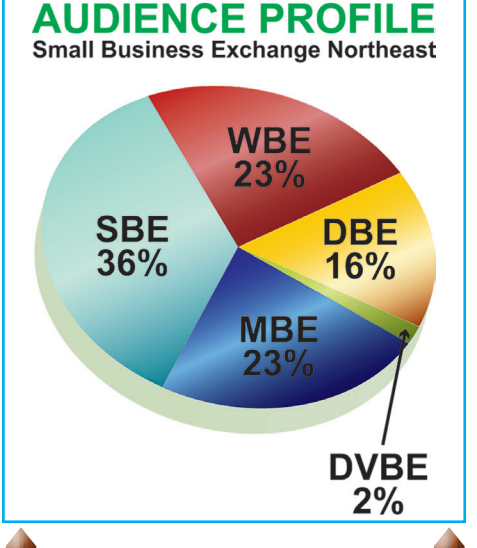
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IS SOLICITING COST PROPOSALS FROM DBE, M/WBE, AND SDVOB SUBCONTRACTORS AND VENDORS

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 25, 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, 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: October 2, 2018

Construction of a New Brooklyn Community District 3 Garage
 DSNY Contract No. S186/224 (M/WBE)
 Bid Date: October 30, 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 (NYC M/WBE: 40.8%)
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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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, New York 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 send inquiries to tutorperini@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA
 SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM CERTIFIED DBE SUBCONTRACTORS AND VENDORS

42nd Street Shuttle Line Project
 MTA NYCT Contract No. A-35302/37116
 Bid Date: October 12, 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 line passenger flow, new communication GCT at both stations, GCT scrubber room relocation, proper 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

2018 SBA Massachusetts National Hispanic Heritage Month Celebration
 Tuesday, October 2, 2018, 5:30 pm–8:00 pm
 Everett Mills, 15 Union Street, Lawrence, MA
 Main Sponsor(s): US Small Business Administration
 Contact: Lisa Gonzalez Welch, 617-565-5560, lisa.welch@sba.gov
Fee: Free; registration required
 About National Hispanic Heritage Month: Each year, Americans observe National Hispanic Heritage Month from September 15 to October 15, by celebrating the histories, cultures, and contributions of the American citizens whose ancestors came from Spain, Mexico, the Caribbean, and Central and South America. The observation started in 1968 as Hispanic Heritage Week under President Lyndon Johnson and was expanded by President Ronald Reagan in 1988 to cover a thirty-day period starting on September 15 and ending on October 15. This free 2018 event includes guest speakers, business workshops, cultural entertainment, and success stories of Latino entrepreneurs.

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
 Thursday, October 4, 2018, 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, New Hampshire Secretary of State Corporation
 Division

Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
Fee: Free; registration required
 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 registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

How to Do Business with the Port Authority of New York and New Jersey and Air Services Development Office
 Thursday, October 11, 2018, 8:30 am–1:00 pm
 Liberty Hall Corporate Center, 1085 Morris Avenue, Union, NJ
 Main Sponsor(s): Union County Economic Development Corporation
 Contact: Rogers Ramsey, 908-527-1166, rramsey@ucedc.com
Fee: Free; registration required
 This is a free program offered by UCEDC, a nonprofit economic development corporation that helps New Jersey’s small businesses. The Port Authority of New York and New Jersey is responsible for America’s busiest airport system, marine terminals and ports, the PATH rail transit system, six tunnels and bridges between New York and New Jersey, the Port Authority Bus Terminal in Manhattan, and the World Trade Center. All of this is made possible by thousands of minority, women-owned, and small business enterprise vendors in a broad range of industries. Learn how you can join this savvy group of contractors.