

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—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.

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

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FOR REQUESTS OR ASSISTANCE:
Alexandra.Cann@GLXConstruct.com

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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 more than three decades, we have served small businesses, prime contractors, and agencies—with proven results.

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1. Dechlorination Facility for Oakwood Beach WWTP, Staten Island, NY
(NYC DEP Contract No: OB-144; Bid Date: October 10, 2019)

2. Dechlorination Facility for Owls Head WWTP, Brooklyn, NY
(NYC DEP Contract No: OH-92; Bid date: October 10, 2019)

3. Performance Enhancements New Rochelle WWTP, New Rochelle, NY
(WC DPW Contract No: 16-520; Bid Date: October 16, 2019)

Many bidding opportunities are available:
Treatment plant electrical systems, instrument and control system electrical and installation, motor control centers upgrades, fire alarm system installation, HVAC, plumbing, utilities, paving, site demolition, earthwork, timber piles, concrete, rebar, CMU, glass masonry units, precast architectural concrete, FRP, structural steel, fiberglass grating and planks, FRP tanks, insulation, roofing, gutters and downspouts, hatches, doors, windows, concrete topping, painting, louvers, signs, pumps, mixers, PCB, lead, asbestos, controls, fire protection, fire alarm, fans, heat tracing, temporary fence, miscellaneous metals, bollards, railings.

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

SKANSKA

SKANSKA KOCH INC.

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: October 4, 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.

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

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SKANSKA KOCH INC.

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 17, 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 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 29, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 25, 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!

SKANSKA

SKANSKA KOCH INC.

IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS

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.

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Advertise in our digital

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weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

NORTHEAST EVENTS FOR YOUR BUSINESS

2019

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, 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 Knollcroft 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.

You Are Charging the Wrong Price!
Thursday, October 17, 2019, 6:00 pm–8:00 pm
Baruch College, 55 Lexington Avenue, Suite 2-140, New York, NY
Main Sponsor(s): US Small Business Administration, Baruch College Small Business Development Center
Contact: Camilla Fortuna, 646-312-4790, sbdc@baruch.cuny.edu
Fee: Free; registration required
Register now for this free seminar presented by Glenn Emanuel, a faculty member of the Baruch College Zicklin School of Business. So, how did you set your prices? “I figured this is what the market will bear.” “Well, my competition is charging X, so I charged X.” “My competitor is charging X, so I undercut them!” “It cost me X to make and I want a profit of Y, so I charge this amount.” All of the methods above have something in common—they are all wrong. All are costing you money left on the table and all are costing you customers. Come to faculty lecturer Glenn Emanuel’s Value Based Pricing seminar and learn in one night how to set prices correctly for now and forever. To register, please contact sbdc@baruch.cuny.edu.

CORPORATE OFFICE

795 Folsom Street, Floor 1
San Francisco, California 94107
sbe@sbeinc.com • www.sbeinc.com

Tel 800-800-8534
Fax 415-778-6255
www.sbenortheast.com

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