



Answering Good Faith Effort Phone Calls

By Leslie McMillan

What do you do when someone calls on behalf of a prime contractor bidding or already working on a big public project? I've personally made many thousands of those outreach calls during the past several years, and I'd like to share a few thoughts and examples with you.

If your small business is certified diversity-owned, you've probably received emails, faxes, ads, letters, or phone calls about specific agency projects that require the participation of eligible small business contractors, suppliers, or service providers. This might happen rarely or much more frequently than you ever imagined possible when you first certified your MWBE or SVDDB or DBE or SBE or other disadvantaged business.

You might receive an emailed or faxed bid invitation from a prime contractor, then one or more follow-up phone calls to see if you've gotten the information and are interested in bidding. This is all part of the careful *good faith effort* process to assure greater government contract participation

by small businesses owned by minorities, women, or disadvantaged entrepreneurs.

Let me first give you a cringeworthy real-life recent example of what *not* to do when you receive a follow-up outreach call. If only they had realized then what I'm sharing now . . .

Our company, Small Business Exchange, has been providing outreach services since 1984 on behalf of small and large clients from coast to coast. In the spring of 2018, we were contacting eligible small businesses to invite them to a meeting and networking event hosted by the prime contractors that had recently won the contract to construct the huge new venue for a major professional sports team. During the actual several days that we were phoning, the team was in the playoffs and about to win its third national championship in four years. How exciting! Many small business people were happy about the opportunity and made the extra effort to attend the event, meet the contractors, and perhaps prepare to bid. But one lost opportunity is so, so memorable as an example *not* to imitate.

As always, we were phoning small businesses that had been selected from specialized databases



because their certified business descriptions matched the specific kinds of goals and trades that were needed for that part of the huge project. They had already received meeting invitations, and we were calling to see if they were planning to attend. Our

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

Sub-Bid Requests

SMALL BUSINESS EXCHANGE NORTHEAST
SBE OUTREACH SERVICES

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.

Advertisements
 Placed in various Small Business Exchange Northeast digital publications each month, and at www.sbenortheast.com

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 Targeted mailings sent to businesses chosen according to your criteria

Live Call Center Follow-Up
 Telephone follow-up calls using a script of five questions that you define

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 Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

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 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

LENLEASE TURNER
 A Joint Venture

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@MODERNTIMESINC.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

SKANSKA
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IS SOLICITING BIDS FROM M/WBE AND VETERAN SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM

Structural Steel Repairs and Painting at the Verrazano-Narrows Bridge (VNB) MTA Bridges and Tunnels Contract No: VN-32/VN-49
 Bid Date: October 25, 2018

Subcontracting opportunities include but are not limited to CPM Scheduling, Demolition, Fencing, Field Trailer, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Painting, Railings, Saw Cutting, 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
 SKANSKA CIVIL NORTHEAST

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

IDB 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 drains, 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.

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

SMALL BUSINESS EXCHANGE NORTHEAST

Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach

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

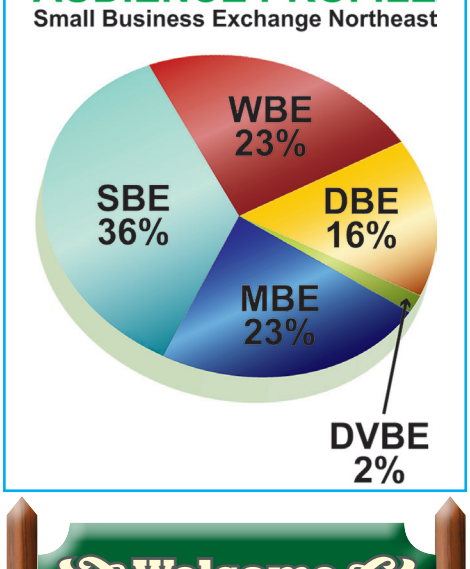
PATH Flood Protection for Exchange Place and Newport Station Head House
 PANYNJ Contract No. PAT-784.169 (DBE)
 Bid Date: October 2, 2018

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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Decca Paving, Inc.
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Silverite Construction Company
 Hicksville, New York
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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
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Lammy & Giorgio, PA
 Haddon Township, New Jersey
www.lgarch.com

GCCOM Construction Company
 College Point, New York
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Railroad Construction Company
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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 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: October 10, 2018

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 5, 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!

SKANSKA
 SKANSKA USA CIVIL

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: October 30, 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: 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 Convention Center, 1085 Morris Avenue, Union, NJ
 Main Sponsor(s): Union County Economic Development Corporation
 Contact: Rogers Ramsey, 908-527-1166, r Ramsey@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.

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 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