

Volume 36, Edition 37E • October 9, 2020

Published by SBE, Inc. • DBE/MBE/SBE

Defense Logistics Agency and Small Business

By Leslie McMillan

Small businesses throughout the United States have some great opportunities for government contracts through an enormous federal entity known as the Defense Logistics Agency (DLA). Even if that particular option does not seem like the right fit for your business, consider that the DLA oversees a nationwide network of local Procurement Technical Assistance Centers (PTAC) that can assist with information, preparation, registration, certification, and other aspects of the contracting process with local, state, and federal government agencies.

This Small Business Exchange Northeast article is based directly on descriptions that you can find on the DLA website (www.dla.mil). We encourage you to read this article for several pieces of relevant information, and also to visit the DLA website for more thorough explanations. You might be surprised by what you learn and how it could apply to your business development and growth—either in the near future or at a later time when you and your business are ready.

History of the DLA

The origins of the Defense Logistics Agency date back to World War II, when America's huge military buildup required the rapid procurement of vast amounts of munitions and supplies. After the war, a presidential commission headed by former President Herbert Hoover recommended centralizing management of common military logistics support and introducing uniform financial management practices. Integrated management of supplies and services began in 1952 with the establishment of a joint Army-Navy-Air Force Support Center to control identification of supply items. For the first time, all the military services bought, stored, and issued items using a common nomenclature. For more information on the history of the DLA, please see www.dla.mil/AboutDLA/History

DLA Small Business Programs

Small businesses provide critical resources that contribute to the DLA's mission. The DLA is committed to providing all categories of small businesses an opportunity to participate in DLA acquisitions. The website contains information to



inform and educate small businesses about DLA requirements and procurement practices whose mission is to "Support the Warfighter." DLA is the Department of Defense's (DoD) largest combat support agency. It provides worldwide logistics

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

Click to read more







IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH BUYER SERVICES AT THE NYC DEPARTMENT OF SMALL BUSINESS Emergency Contract for 181st Street Washington Bridge over Harlem River NYCDOT Contract No: HBREP6919 Bid Date: October 12, 2020

Subcontracting opportunities include but are not limited to Asphalt, Concrete, Demolition, Barrier, Field Office, CPM Scheduling, Civil General Contracting, Construction Engineering, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, 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



GRANITE CONSTRUCTION NORTHEAST, INC IS PLANNING TO SUBMIT A PROPOSAL FOR THE

Emergency Contract for 181st Street Washington Bridge over Harlem River Project NYCDOT Contract No: HBREP6919

Bid Date: October 12, 2020 Quotes Due: Friday, October 9, 2020, by 5:00 pm

MWBE Goal: 8% Combined (NYC Certification, Local Law 1 Applies)

The scope of the project is to restore the bridge to a state of good repair by performing structural steel repairs, concrete repairs, concrete barrier replacement, deck joint replacement, milling and paving or deck overlay, installation and removal of temporary shielding, and cleaning/painting of existing steel. The project will be completed in multiple stages of construction.

CREDIT AND INSURANCE.

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





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

Fax, Email, and Postal Solicitations 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

Computer Generated Reports

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

Special 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





Advertise in our digital

The NYCDOT HBREP6919 Emergency Contract for 181st Street Washington Bridge over Harlem River project has MWBE participation opportunities. Granite is seeking qualified New York City certified MWBEs to provide Subcontract/Service Opportunities for categories that potentially include, but are not necessarily limited to: Asphalt Paving, Asphalt Milling, Concrete Repairs, Painting, Protective Shielding, Tow Truck Service (Heavy), CPM Scheduling, Maintenance and Protection of Traffic (MOT), Surveying Services, Engineering Services, QA/QC Inspection Services, Pavement Markings, Concrete Ready Mix, Grout, Structural Steel Materials, Sliding Bearings, Expansion Joints, Waterproofing Membrane, Multirotational Bearings, Rebar Supply, Office Trailers, Sawcutting, Rebar Installation, Sanitary Facilities, Erosion/Sediment Control (Materials), Chain Link Fence, Security Services, Fuel Supply, Photography Services, Trucking, Health/Safety Service/Drug Testing, Janitorial Services.

Granite is an Equal Opportunity Employer. We are committed to providing contracting opportunities to eligible and qualified designated classification firms, including but not limited to: disadvantaged, small, minority and/or women owned businesses, and we strongly encourage all qualified firms of any designated classification status to bid on this project.

If you are interested in providing a quote for services on this project please contact Krystal Chang at krystal.chang@gcinc.com



IS SOLICITING COST PROPOSALS FROM SMALL BUSINESS SUBCONTRACTORS AND VENDORS Con Edison Vinegar Hill Switching Station Project Con Edison Contract No: RFQ 3475507 Bid Date: October 14, 2020

Description of project:

Con Edison of New York–New Vinegar Hill Switching Station will be housed at the existing Hudson Avenue Tank Farm, located in Brooklyn, New York, between the Manhattan Bridge and the Brooklyn Navy Yard (136 Marshall Street). Construction includes new concrete foundations for two 138 KV transformer and phase angle regulators foundations with containment moats (2 each), new 138 KV feeders foundations (18 each), concrete encased electrical duct banks, concrete foundations for 27 KV electrical equipment, electrical enclosure building, fire pump house, restroom building, backfilling, electrical trench box.

Many bidding opportunities are available: masonry, erect structural steel and miscellaneous metals, erect precast concrete roof panels, waterproofing, insulation, metal wall panels, EPDM roofing and sheet metal, firestopping, sealants, hollow metal doors and hardware, gypsum board, ceramic tile, acoustic ceiling, access flooring, painting, fire protection, plumbing, electrical, asphalt, curbs and sidewalk, fencing, rebar installation, concrete demo, concrete wire saw cutting and coring, trucking, office cleaning, rodent control, CPM scheduling consultant.

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

SKANSKA

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS

108th Street Pump Station Reconstruction Project in Queens, New York NYC DEP Contract No: PS-277 Bid Date: October 29, 2020

Description of project:

The reconstruction of the 108th Street Pump Station consists of: relocation of Con Edison service, construction of new interim pump station, installation of interim pumps, yard piping, demolition and replacement of existing mechanical systems, installation of new permanent pumps, demolition and replacement of existing electrical and instrumentation systems, installation of new bridge crane, removal and disposal of hazardous materials.

Many bidding opportunities are available: demolition, sitework, rebar install, trucking, fill supply, haul and dispose, architectural, metals, plumbing, HVAC, electrical, general condition items.

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



IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND NEW YORK STATE SDVOB SUBCONTRACTORS AND VENDORS FOR THE

Van Wyck Expressway Capacity and Access Improvement to JFK Airport Contract 2 NYSDOT Contract No: D900050 Bid Date: October 2020

Description of project:

The project consists of the replacement of one (1) Long Island Rail Road railway bridge, the rehabilitation and retrofit of two (2) additional Long Island Rail Road railway bridges, and the replacement of one (1) vehicular bridge over the Van Wyck Expressway (VWE). The main goals of the project are listed below.

1. Address structural deficiencies on the bridges on or crossing over the VWE within the project limits 2. Construction sequencing to maximize value of the life of the bridges / reduce future maintenance requirements

3. Accommodate for future VWE widening

4. Minimize impacts to the environment and effects on residential neighborhoods and businesses

Many bidding opportunities are available: asphalt paving, concrete base pavement, trucking, fill hauling and dimensily containing, available: asphalt paving, concrete base pavement, trucking,







in hadring and disposal, containers, landscaping, excavation, structural concrete, ready-link concrete supply, concrete reinforcement, utilities, structural steel supply and erection, MPT, electrical, ITS, roadway lighting, signs and guardrail, sign structures, deep foundations (pile driving, micropiles, etc.), line striping, curb and sidewalks, sawcutting, sawcut grooving, bridge demolition, pavement demolition, support of excavation, concrete barrier, precast barrier, cast in place barrier, bridge bearings, bridge expansion joints, fence, concrete retaining walls, asphalt milling, trailers, cleaning, furniture, computer services, clearing, fill material supply, asbestos removal, concrete sealing, contaminated soil, environmental testing, vibration monitoring, lead abatement, track materials, waterproofing, structural steel repairs, crack and spall repairs, community liaison, SPMTs (self propelled modular transporters).

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





E-Commerce Basics (Marketing Toolbox) Webinar Tuesday, October 13, 2020, 1:00 pm-2:30 pm Online

Main Sponsor(s): US Small Business Administration, Massachusetts Small Business Development Center Contact: Lynn Shedd, 413-545-6301, Ishedd@msbdc.umass.edu

Fee: Free; registration required

Learn the basics of selling online using e-commerce. eBay, Etsy, Shopify, Amazon, and other platforms will be discussed. There are many topics covered in separate webinars associated with the Marketing Toolbox. Please feel free to register for any or all that appeal to you. Once you register, you will be in our database and future registrations will be easy. Brought to you by Western Massachusetts Means Business and stakeholders: Center for Women and Enterprise, Common Capital, Franklin County Community Development Corporation, Massachusetts Small Business Development Center, SCORE of Western Mass, Valley Community Development Corporation, University of Massachusetts Amherst, Clark University, and Salem State University.

Marketing Your Business to the Federal Government Webinar

Wednesday, October 21, 2020, 11:00 am-12:30 pm Online

Main Sponsor(s): US Small Business Administration Contact: Lonnie Koyama, 772-466-3176, leon.koyama@sba.gov Fee: Free; registration required This online class focuses on improving your probability of being "found" by federal contracting offices and large federal prime contractors. The discussion includes: which website is used by contracting entities to source contractors; which NAICS codes and how many should you use; what is a good Capability Statement; what is most important to a contracting officer and selecting official; how to improve your website. Lonnie Koyama is a Lead Economic Development Specialist for the US SBA's South Florida District Office. Lonnie is an accomplished business developer with extensive experience in both the private and public sectors. He has wide-ranging proficiency as a business owner, corporate multi-unit manager, general manager, and consultant.

PPP and EIDL Webinar Wednesdays Wednesday, October 28, 2020, 9:00 am–10:00 am Online

Main Sponsor(s): US Small Business Administration Contact: Brian DeClue, 802-828-4422, brian.declue@sba.gov

Fee: Free; registration required

In response to the COVID-19 pandemic, the SBA Vermont District Office hosts a free webinar from 9:00 am to 10:00 am Wednesdays to discuss the Paycheck Protection Program, the Economic Injury Disaster Loan and Advance, and any pertinent updates. To join the webinar, visit https://meet. lync.com/sba123/sbmazza/6F6N4YK6. To join by phone, call 202-765-1264 and when prompted enter the code 470177937#. Upon joining the call, mute the phone to cut down on the background noise and please do not place the call on hold. For more information, email brian.declue@sba.gov or chris.herriman@sba.gov.

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

Copyright © 2020 Small Business Exchange, Inc.