



**New MBDA National Director Henry Childs II**

**By Henry Childs II**

*Editor's note: Minority Business Development Agency National Director Henry Childs II recently delivered this message at the annual conference of the National Minority Supplier Development Council.*

I love the future. I really do. I'm excited about it. And I'm prepared for it. ARE YOU?

So, let's talk about the future. I want you to imagine that it is the year 2050. In the year 2050, minorities are projected to be the majority population in the United States. Is your business prepared for that?

In 2050, artificial intelligence will have completely transformed business. Do not be misled, the robots aren't coming, they are here. Are you ready? How does that change your business model?

In 2050, space will be a booming industry. Will your industry intersect with the space industry? If so, what is your plan to adapt?

I want you to think about these questions. Because 2050 is right around the corner. It will be here in the twinkling of an eye. If you aren't thinking

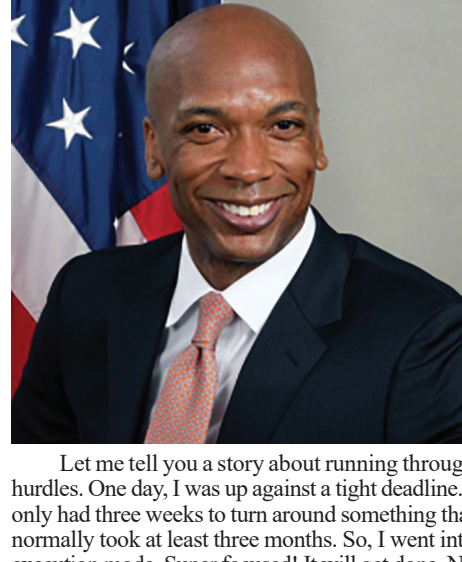
about space, about AI, then you are ten years behind. Your competition will come for you and they will eat your business.

So, how are we going to prepare for the future? I'm going to give you three rules to help future-proof your business.

**Rule One: Get to the Money!**

See opportunities. Run through barriers. I know a lot of you feel like you are running the 100-meter hurdles and everyone else is running the 100-meter dash. Well, then, I want you to run the 100-meter hurdles as if it was the 100-meter dash. **RUN THROUGH EVERY SINGLE HURDLE!** I don't want you jumping over hurdles. I don't want you going around hurdles. I don't want you tiptoeing up to the hurdles . . . is that a hurdle? **RUN THROUGH THE HURDLE!**

Let me tell you something, if you run through enough hurdles, then you will get the reputation as someone who is **UNSTOPPABLE, PERSISTENT, RELENTLESS, TENACIOUS.** People will get out of your way. In fact, they will want to join your team.



Let me tell you a story about running through hurdles. One day, I was up against a tight deadline. I only had three weeks to turn around something that normally took at least three months. So, I went into execution mode. Super focused! It will get done. No

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

**Sub-Bid Requests**

**George Harms Construction** is seeking DBE/SBE vendors, suppliers, subcontractors

[Click for details](#)

**Lendlease Turner Joint Venture** is seeking MWBE & SDVOB firms for subcontracting opportunities on the

**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](http://www.sbenortheast.com)

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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**

1984 **34** 2018  
 Years

**Jacob K. Javits Convention Center Expansion Project**

Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LLTVJ) will construct 1.2 million additional square feet of space expanding the nation's busiest convention center. The LLTVJ team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

**How To Get Involved:**  
 LLTVJ@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 LLTVJ. Please contact us if your firm is not currently receiving LLTVJ Notices of Interest by sending a note to: LLTVJ@moderntimesinc.com

**Get or Update Your Empire State Development MWBE & SDVOB Certificate:**  
 LLTVJ 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: [LLTVJ@MODERTIMESINC.COM](mailto:LLTVJ@MODERTIMESINC.COM)

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With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

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**SKANSKA**  
 SKANSKA CIVIL NORTHEAST

**IS SOLICITING COST PROPOSALS FOR THE FOLLOWING JOBS**

**Replace Two Escalators at Grand Central Terminal**  
 MTA NYCT Contract No. E-30300/233575 (NYS MWBE, SDVOB)  
 Bid Date: November 7, 2018

**Replace Six Traction Elevators at 181st and 190th Streets**  
 MTA NYCT Contract No. E-34029/234318 (NYS DBE)  
 Bid Date: November 2, 2018

**Emergency Vent Plant Forsyth Street**  
 MTA NYCT Contract No. E-31699/230459 (NYS DBE)  
 Bid Date: November 1, 2018

**E-30300/233575, Replace Two Escalators at Grand Central Terminal (NYS MWBE: 30% and NYS SDVOB: 6%):**  
**Description of Project:** Replacement of two (2) escalators (E-255 and E-256), elevator E-204, and stairs (M6 A/B and M7 A/B), at 42nd Street–Grand Central Station, Lexington Avenue Line (IRT), in the Borough of Manhattan.

**E-34029/234318, Replace Six Traction Elevators at 181st and 190th Streets (NYS DBE: 20%):**  
**Description of Project:** Replacement of six (6) traction elevators at 181st and 190th Streets, 8th Avenue Line (IND), in the Borough of Manhattan.

**E-31699/230459, Emergency Vent Plant Forsyth Street (NYS DBE: 20%):**  
**Description of Project:** Construct a new emergency vent plant #6367 at Forsyth Street between Rivington and Delancey Streets for IND/BMT 6th Avenue Line, in the Borough of Manhattan.

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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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: November 5, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 2, 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!

**SMALL BUSINESS EXCHANGE NORTHEAST**

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

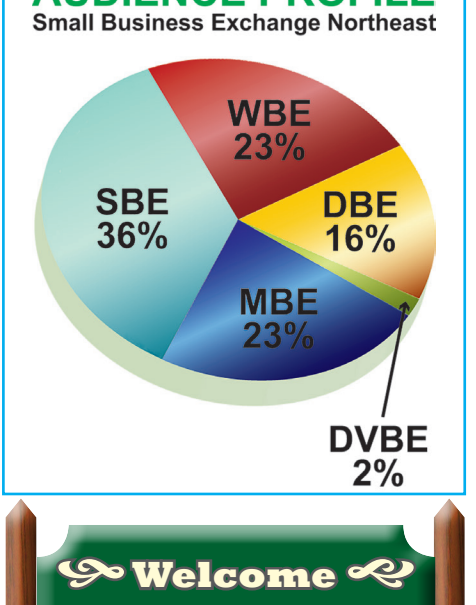
**SKANSKA**  
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**IS SOLICITING BIDS FROM M/WBE AND VETERAN SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM**

**Structural Steel Repairs and Painting at the Verrazano-Narrows Bridge (VNB)**  
 MTA Bridges and Tunnels Contract No: VN-32/VN-49  
 Bid Date: November 6, 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](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled



**Tutor Perini**  
 INVITATION TO BID FOR DBE FIRMS

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

**JFK Reconstruction of Runway 13L-31R and Associated Taxiways in Queens County, New York**  
 PANYNJ Contract No: JFK-164.020  
 Bid Date: November 7, 2018

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**Welcome SMALLVILLE NORTHEAST**

Decca Paving, Inc.  
 Rochester, New York  
[www.deccapaving.com](http://www.deccapaving.com)

J. F. White Contracting Co.  
 Framingham, Massachusetts  
[www.jfwhite.com](http://www.jfwhite.com)

Scrub Clean Maintenance  
 Bronx, New York  
[www.scrubcleanmaintenance.com](http://www.scrubcleanmaintenance.com)

Silverite Construction Company  
 Hicksville, New York  
[www.silverite.com](http://www.silverite.com)

Sessler Wrecking Inc.  
 Waterloo, New York  
[www.sesslerwrecking.com](http://www.sesslerwrecking.com)

Diamond Security Service  
 Babylon, New York  
[www.diamondsecurityservices.com](http://www.diamondsecurityservices.com)

NJ&C Associates  
 Carmel, New York  
[www.njassociates.com](http://www.njassociates.com)

Skanska Koch  
 Carteret, New Jersey  
[www.usa.skanska.com](http://www.usa.skanska.com)

Lammey & Giorgio, PA  
 Haddon Township, New Jersey  
[www.lgarch.com](http://www.lgarch.com)

GCCOM Construction Company  
 College Point, New York  
[www.gccom.us](http://www.gccom.us)

Railroad Construction Company  
 Paterson, New Jersey  
[www.railroadconstruction.com](http://www.railroadconstruction.com)

**Tutor Perini**  
 INVITATION TO BID FOR MWBE FIRMS

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED MWBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

**NYC Department of Sanitation District 3 Garage Project in the Borough of Brooklyn, New York**  
 DSNY Contract No: S186/224  
 Bid Date: November 9, 2018

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

**Construction of a New Brooklyn Community District 3 Garage**  
 DSNY Contract No. S186/224 (M/WBE)  
 Bid Date: November 9, 2018

**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 detailed site work and interior building finishes.

**Many bidding opportunities available.**

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

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**IS SOLICITING COST PROPOSALS FROM DBE 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 31, 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, precast concrete panel, masonry, demolition, crack and spall repair, asbestos removal, sidewalk construction/repair, MPT material, electrical work.

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

**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.**

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Let's eat Grandma!

Let's eat, Grandma!

**Punctuation saves lives.**

**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

you getting found on LinkedIn by prospects and strategic partners? Most business people have a LinkedIn profile, but scratch their head and wonder what it accomplishes. This free workshop teaches attendees how to transform that passive channel into a robust, proactive lead generator. Learn how to get introduced to your ideal targets and connected to the kind of prospects you want through your connections on LinkedIn. In this workshop, we will also review your LinkedIn profile and suggest how to maximize it to be found and convert visitors.

**How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online Thursday, November 1, 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](mailto: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.

**Using the LinkedIn Sales Funnel for Business Development Success**  
 Thursday, November 1, 2018, 6:30 pm–8:00 pm  
 Waltham Public Library, 735 Main Street, Lecture Hall, Waltham, MA  
 Main Sponsor(s): SCORE Boston  
 Contact: Bob Kursmark, 617-565-5591, [workshops@scoreboston.org](mailto:workshops@scoreboston.org)  
 Fee: Free; registration required

There are over five hundred million people on LinkedIn and it is going to one billion. Are

**Funding and Resources for Veteran Entrepreneurs Wednesday, November 7, 2018, 7:30 am–10:00 am**  
 Capital Region Chamber, 5 Computer Drive South, Albany, NY  
 Main Sponsor(s): US Small Business Administration Syracuse District Office, Albany Small Business Development Center, Northeast New York SCORE, Veteran Business Outreach Center  
 Contact: Dan Rickman, 315-471-9393, [daniel.rickman@sba.gov](mailto:daniel.rickman@sba.gov)  
 Fee: Free; registration required

November is National Military Appreciation Month. Are you ready to start or grow your small business? Are you considering or looking for financing? Come to Albany, your New York capital city, for the Funding and Resources for Veteran Entrepreneurs event to connect with representatives from the US Small Business Administration, Albany Small Business Development Center, Northeast New York SCORE, Veteran Business Outreach Center, local lenders, and more! This free workshop is open to active-duty members, National Guard and Reserve members, veterans, and spouses interested in small business ownership.