



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

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Sub-Bid Requests

George Harms Construction is seeking DBE/ESBE/SED suppliers, subcontractors

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SKANSKA
SKANSKA USA CIVIL NORTHEAST INC.
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS

Lincoln Hospital Fuel Tank Replacement Project, Bronx, New York
NYCHHC Contract No: ES-GSN 0981
Bid Date: November 21, 2019

Description of Project:
The project scope of work includes, but is not necessarily limited to, removal of a 10,000 gallon underground diesel fuel tank and replacement with a 25,000 gallon underground diesel fuel tank (Plant A); decommissioning per DEC regulations and abandoning in place 4 – 50,000 gallon underground fuel oil tanks and 1 – 10,000 gallon underground diesel fuel tank and replacement with 2 – 30,000 gallon underground fuel oil tanks and 1 – 25,000 gallon underground diesel fuel tank (Plant B); excavation support systems, dewatering, temporary and permanent underground and building piping systems, removal and replacement of existing oil pump system including filtering and controls, site work including decorative stamped concrete and landscaping. Work shall be completed in phases.

Many bidding opportunities are 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

GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

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GLX CONSTRUCTORS

GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

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

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 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: November 19, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 15, 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!

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NORTHEAST EVENTS FOR YOUR BUSINESS

2019

Business Legal Primer
Thursday, November 14, 2019, 9:00 am–11:00 am
Scibelli Enterprise Center, 1 Federal Street, Third Floor, Springfield, MA
Main Sponsor(s): US Small Business Administration, Massachusetts Small Business Development Center
Contact: Lynn Shedd, 413-577-1768, lshedd@msbdc.umass.edu
Fee: Free; registration required

This presentation will help you gain a better understanding of the core legal concepts impacting your business: • Choice of Entity—What does it mean to be a sole proprietor, partnership, limited liability company, or corporation; which type is right for your business? • Employee versus Independent Contractor—Avoiding the steep risks of misclassification; the basics of determining whether you are hiring an employee or engaging an independent contractor • Trademark, patent, or copyright—What's the difference, when and how you need to get one. Presenter and adviser Sarah K. Willey is counsel in the firm's business and finance department, and is also a member of the firm's intellectual property practice group and employment law practice group.

Small Business Financial Projections
Wednesday, November 20, 2019, 5:30 pm–7:30 pm
Chase Bank, 55 West 125th Street, New York, NY
Main Sponsor(s): US Minority Business Development Agency, Business Outreach Center Network, Start Small Think Big

Contact: Jeffrey Deasy, 718 624-9115, jdeasy@bcnet.org
Fee: Free; registration required

In this workshop, we discuss how to prepare financial projections by emphasizing feasibility analysis and how to set goals for your business to plan for success. In addition, we cover pricing strategy, profit margin, and break-even analysis, COGS versus operating costs, and how business activities are reflected in financial statements. The workshop will be presented by Ian McDermott of Start Small Think Big. Ian has dedicated his career to working toward economic empowerment for disadvantaged communities.

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
Thursday, December 5, 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.

