



JPMorgan Chase Supports Veteran Businesses

This week, JPMorgan Chase and Company announced \$4.2 million in investments to support veteran-owned small businesses.

The multi-million dollar commitment benefits Community Development Financial Institutions (CDFIs), Main Street Launch (California), Carolina Small Business Development Fund (North Carolina, South Carolina, and Florida), and PeopleFund (Texas), to provide loans for veterans looking to start or grow their own businesses. The firm also renewed its partnership with Bunker Labs to support their mission to equip veteran entrepreneurs with the tools and resources they need to succeed.

One million service members will transition out of the military over the next five years, nearly a quarter of whom will try to start their own businesses, but only 4.5 percent will succeed due to lack of access to capital and networking. Veterans bring tremendous value to the economy, with nine percent of all businesses in the country veteran-owned, representing nearly six million employees and \$1.2 trillion in sales.

“Veterans make excellent business owners, so it makes perfect sense for us to help connect them

with the access to capital they need to succeed,” said Andrew Kresse, CEO of Business Banking at Chase. “We’re pleased to work with outstanding partners who serve the veteran business community, and in turn, help strengthen the communities in which we all live and work.”

The investments are a part of JPMorgan Chase’s Small Business Forward program to invest \$75 million over the next three years in support of women, minority and veteran-owned small businesses through a series of data-driven approaches to help build their long term success, while also creating local and inclusive economic growth. Additionally, a new Chase Business Leaders Outlook study reveals that veteran-owned businesses report a stronger business outlook for 2018 than their non-veteran peers.

Top findings

- Veteran-owned small business leaders tend to have a more strongly optimistic outlook than non-veteran business leaders
- In the next twelve months, more veteran-owned businesses expect to increase profits, capital



expenditures, and credit needs compared to non-veteran peers

- Veteran-owned businesses also have stronger employment projections—more plan to increase employees compared to non-veteran businesses

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 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

SKANSKA
 SKANSKA KOCH INC.

IS SOLICITING BIDS FROM M/WBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH EMPIRE STATE DEVELOPMENT
Design-Build of Electrical and Mechanical Rehabilitations at the RFK Bridge Harlem River Lift Span, and All Associated Work as Described in the Specifications, Drawings, and Solicitation Documents
MTA Bridges and Tunnels Contract No: RK-07
Bid Date: November 21, 2017

Subcontracting opportunities include but are not limited to painting, electrical wires and controls, barges, safety boats, miscellaneous steel fabrication, survey, machinery and asbestos remediation. Engineering/architectural opportunities include MPT design, geotechnical, code compliance, BIM, utilities, environmental, and survey engineering. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA **E/C/C/O**

SKANSKA USA CIVIL AND ECCO III
ARE SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS
Design and Construction for Enhanced Station Improvements Phase 2
MTA Metro-North Contract No. 1000092250
Bid Date: November 28, 2017

Description of project:
 Design and construction of the following six Metro-North stations: White Plains, Riverdale, Port Chester, 125th Street Harlem, Crestwood, and Yonkers. The bulk of the work will occur at the White Plains and Crestwood stations while work at the remaining stations will be comprised mostly of state of good repair work along with making the stations cleaner, brighter, and easier to navigate, by utilizing means such as improved lighting and more intuitive way-finding and providing amenities such as Wi-Fi and cellular connectivity.

Many bidding opportunities available.
 If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Julia.Omanoff@skanska.com

Advertise in our digital EXTRA

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

SKANSKA
 SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM
Coney Island Yard Complex Long Term Flood Mitigation
MTA NYCT Contract No. C-34836
Bid Date: December 7, 2017

Description of project:
 Creation of a 12,000 LF flood protection wall (sheet piles, micropiles, jetgrout, and concrete), new drainage, upgraded pump stations, new drainage outfalls into Coney Island Creek, flood gates, vehicular gates, bridge hardening, and upgrades around the 100-acre NYCT Coney Island Yard Facilities in Brooklyn, New York; creation of a cable bridge across all three yards; communications, signal, and power work throughout all three yards, including new ductbanks and manholes; emergency alarm and telephone; trackwork in affected areas of construction; structural repairs to the historic Traction Motor Shop including upgrade to the exterior building wall.

Many bidding opportunities available.
 If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Julia.Omanoff@skanska.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
 SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM
Long Island City Yard Restoration and Resiliency Construction
MTA LIRR Contract No. 6197
Bid Date: November 2017

Description of project:
 The scope of work includes the reconstruction of Tracks 9–12 including the restoration of third rail systems; switch replacements; construction of car cleaning platforms; underground utility work (drainage, domestic water piping, and electrical traction duct banks); raise track profiles; traction and wayside power systems work; removal of petroleum contaminated soil. In addition, the work includes properly staging the work and minimizing impacts to operations. Early construction to support restoration and mitigation will also be part of the successful bidder’s work, including the installation of third rail systems on tracks 7 and 8 (enhancing system resiliency) and including a fuel safety interlock.

Many bidding opportunities available.
 If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Julia.Omanoff@skanska.com

SMALL BUSINESS EXCHANGE NORTHEAST

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2017

MWBE Outreach Event for Opportunities at LaGuardia Airport
Wednesday, November 15, 2017, 9:30 am–11:30 am
 York College, 90-20 Guy R. Brewer Boulevard, Room 2D01, Jamaica, NY
Main Sponsor(s): Small Business Development Center (SBDC) at York College
Contact: Paola Bianco, 718-262-2880, sbdc@york.cuny.edu
Fee: Free; registration required
 Delta Airlines and Port Authority of NY and NJ representatives will discuss the current and future projects that are planned for the revitalization of LaGuardia Airport. The SBDC at York College will help identify opportunities and assist you with getting certified with the Port Authority and other government agencies. They will help you navigate the procurement maze. Since their start in 1988, the SBDC at York College has achieved over \$125 million in economic impact through loans they helped their clients obtain. The expert advisers have worked with 14,468 businesses and have created or saved 3,979 jobs. They provide no-cost consulting services to entrepreneurs and small business owners, emphasizing ways to find practical solutions to everyday business problems.

Three Steps to Engage Your Customers and Grow Your Business
Tuesday, November 28, 2017, 6:30 pm–8:30 pm
 Hoboken Public Library, 124 Grand Street,

Hoboken, NJ
Main Sponsor(s): SCORE at Hoboken Public Library
Contact: Kerry Weinstein, 201-420-2347, kerry.weinstein@hoboken.bccls.org
Fee: Free; registration required
 At the core of all the talk about websites, social media, content marketing, and so on—there are three steps small businesses can and should take. This seminar shows how to tie together your business’s product(s) and services, the importance of websites, and how content marketing is changing the marketing world.

Boots to Business Reboot
Friday, December 1, 2017, 8:00 am–5:00 pm
 Presque Isle Career Center, 66 Spruce Street, Presque Isle, ME
Main Sponsor(s): Small Business Administration
Contact: James Pineau, 207-945-2021, james.pineau@sba.gov
Fee: Free; registration required
 Veterans have the character, discipline, and skills needed to succeed as small business owners. Boots to Business Reboot is a two-step training program that provides participants 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. Step one is the Introduction to Entrepreneurship course eligible to veterans of all eras, service members (including members of the National Guard and Reserve) and their spouses. Step two is the follow-on Foundations of Entrepreneurship course instructed by a consortium of professors and skilled business advisors from the SBA Network.