



The Business Case for Apprenticeships

By US Department of Commerce

US Secretary of Commerce Penny Pritzker recently announced the release of a Department of Commerce report, *The Benefits and Costs of Apprenticeships: A Business Perspective*. This report, authored by the Economics and Statistics Administration in partnership with Case Western Reserve University, is among the first of its kind in the US that captures the employer perspective on the value of the apprenticeship model.

As part of President Obama's goal of doubling the number of registered apprenticeships in the US by the end of 2018, this report provides companies with hard data and compelling case studies to make the business case for the expansion of apprenticeship models within their own organizations.

"Through our Skills for Business agenda, the Department of Commerce has strongly supported the Obama Administration's efforts to prepare America's workers for the in-demand jobs of the 21st century. Expanding apprenticeships has been a significant part of our efforts," said Secretary Pritzker. "This

first-of-its-kind report clearly demonstrates the value apprenticeships deliver to companies by helping fill jobs left empty, creating a more productive work force, reducing turnover, and lowering recruiting costs. The earn-and-learn model is one that we can and should continue to expand across a more diversified set of industries to help meet the challenges faced by America's workers and employers."

This report contains findings from thirteen case studies of businesses and intermediaries that have experience and success in implementing registered apprenticeships. The programs varied in structure and cost from company to company, but all found that an investment in apprenticeship pays off.

Key Findings Include

- Across industries from manufacturing to construction, healthcare, retail, and IT, the single most common benefit of apprenticeships was filling jobs that otherwise sat vacant.
- Apprenticeships broadened companies' recruiting pool by opening doors to less-skilled candidates from more diverse backgrounds who would otherwise not be recruited.



• Internal production data from two companies helped put a dollar value on some benefits.

Dartmouth-Hitchcock Medical Center found that its medical assistant apprenticeship program

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

[Click to read more](#)

Sub-Bid Requests

AGATE CONSTRUCTION CO., INC.
ENGINEERS • CONSTRUCTORS
Agate Construction is seeking MWDBE vendors, suppliers, subcontractors
[Click for details](#)

George Harms Construction is seeking IBE/DBE vendors, suppliers, subcontractors
[Click for details](#)

American Bridge TRAYLOR
American Bridge Traylor Bros JV is seeking MWBE subcontractors, suppliers, brokers
[Click for details](#)

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 LK COMSTOCK JV
IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS
Canarsie Tube Rehabilitation and Core Capacity Improvements Project
Brooklyn and Manhattan
MTA New York City Transit Contract No. A-36437
Bid Date: December 15, 2016
Description of project:
Rehabilitation of the Canarsie Tube ("L" Train) between Manhattan and Brooklyn. Rehabilitation of 1st Avenue station (at 14th Street) in Manhattan as well as Bedford Avenue station in Brooklyn. Stations will be made ADA compliant.
There are many subcontracting opportunities. Please note an NDA will be required prior to receiving a copy of project drawings.
If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

SKANSKA
SKANSKA KOCH INC.
IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY
Replacement of Suspender Ropes and Rehabilitation of the Main Cable
George Washington Bridge between New York and New Jersey
PANYNJ Contract No: GWB-244.048
Bid Date: December 1, 2016
Subcontracting opportunities include but are not limited to Painting, Lead Abatement, Containment and Disposal, Electrical—Temporary and Permanent Utilities, Luminaires, Necklace Lighting, Mechanical Piping—Dehumidification Lines and Equipment, Hazardous and Contaminated Material Haul and Disposal, Clearing, Grubbing, Soil and Rock Excavation, Rebar—Furnish and Installation, Fence—Furnish and Installation, Architectural Finishes—Pedestrian Walkway Tiling, Railing, Signage, SS Mesh etcetera, CMU Wall—Furnish and Installation, Armored + Armorless Joints—Furnish and Installation, Line Striping, Engineering, Detailing, Concrete Sawcutting—Pedestrian Sidewalk, Bolt + Welding Inspection, Structural Steel, Precast Concrete, Dehumidification Cable Wrapping, Dehumidification Cable Sleeves, Dehumidification Equipment, Rebar, Concrete, Formwork, Bridge / Roadway Joints, MPT Materials, Wire Splicing Materials, Main Cable Wire Wrapping Materials, Suspender Rope Materials, Bearings—Elastomeric and Multi-Rotational, Backfill Materials, Sidewalk Pedestrian Railing. Please see contract documents for further opportunities.
Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com



TAPPAN ZEE CONSTRUCTORS, LLC

An Equal Opportunity Employer / Contractor

Is seeking DBE firms for Subcontract Opportunities on the

NEW NY BRIDGE PROJECT

OWNER: NEW YORK STATE THRUWAY AUTHORITY
Located in Westchester & Rockland Counties, New York

TZC Vendor Database
All registered vendors will be added to the TZC Vendor Database, which TZC uses to seek DBE firms for every Subcontract Opportunity.

Technical Review Meetings
Please RSVP for 'Overcoming Hurdles' free workshop in collaboration with US DOT Small Business Transportation Resource Center and co-sponsored by M&T Bank for firms considering MW/DBE Certification and newly certified DBE's.
Date/Location/Time: Wednesday, November 16 • NYACK SEAPORT • 8:00 AM - 12:00 PM
RSVP: DBETeam@tzc-llc.com

- Navigating Certification: Defining the DBE Program and application process
- Negotiating Bonding & Insurance
- Getting to Yes: ABC of Finance and Closing the Deal

Contact DBETeam@tzc-llc.com and RSVP by sending a note with your company name, attendees name(s), and telephone number via e-mail. Be sure to note 'Overcoming Hurdles' in the Subject line.

Bonding, Lines of Credit, Insurance Support Services
TZC is willing to assist all DBE subcontractors and suppliers in obtaining access to bonds, lines of credit, and insurance. Please email your request for assistance to DBETeam@TZC-LLC.com.

Subcontract opportunities are primarily available for construction firms, however several support service opportunities also exist.

All interested firms, including DBEs, must register with TZC through the following website to be considered:

www.TappanZeeConstructors.com

Main Project Office:
**555 White Plains Rd., Suite 400
Tarrytown NY 10591**