

Why Ads Are Worth Reading Every Time

By Leslie McMillan

Your mission in life is to fulfill your purpose. Certainly, that is true on a personal level. It can also be true in your business or community enterprise. You are receiving this instrument of communication—and others like it—from Small Business Exchange Northeast because somehow, sometime, somewhere, you took concrete steps to participate in the great and worthy purpose of public involvement through business or service, including building or supplying public projects or institutions.

We have walked that road, too. For more than thirty-four years, Small Business Exchange has existed to help connect small businesses, prime contractors, large businesses, agencies, groups, organizations, and institutions in the valuable fulfillment of specific projects and opportunities.

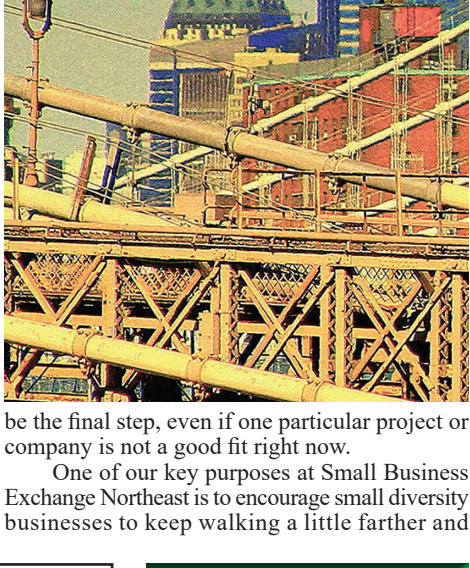
When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

From the basic value of expanding worthwhile knowledge to the potential gain of landing a great contract, you will truly benefit from a few minutes of reading not only the headlines and articles, but especially the advertisements regarding specific projects and active companies with which you might connect.

If you have seen an advertisement before, read it again! The latest edition might have some new details—or you might be in a new situation that warrants another look at a familiar opportunity.

You will find pertinent information on enormous projects that must have small business participation in order to move forward. Most of the readers of these words are small business people. Some of these people and their enterprises are excellent matches for the projects or companies presented here. You might be one of them.

If you think there is a potentially suitable connection between your enterprise and one of the advertised projects or companies, you are just a call or email away from entering a conversation that might prove to be an excellent step forward either now or in the future. The first step need not



be the final step, even if one particular project or company is not a good fit right now.

One of our key purposes at Small Business Exchange Northeast is to encourage small diversity businesses to keep walking a little farther and

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

Click to read more

Sub-Bid Requests

George Harms Construction is seeking SBE vendors, suppliers, subcontractors

Click for details

SMALL

BUSINESS

EXCHANGE NORTHEAST

34 Years

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 forms, 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

THE PORT AUTHORITY OF NY & NJ

REQUEST FOR PRE-QUALIFICATIONS

Sealed pre-qualification responses for the following contract(s) will be accepted at the address indicated below until **2:00 pm** on the due date indicated. **Send bids to:** The Port Authority of NJ & NJ, Attn: Bid/RFP custodian procurement department, 4 world trade center, 150 Greenwich Street, 21st Floor, New York, NY 10007.

SOLICITATION #: 55570

TITLE: Request for Pre-Qualifications (RFPO) to Generate a Pool of Qualified Vendors for Receipt of The Port Authority Of New York and New Jersey's Information Technology Managed Services Provider Solicitation.

DESCRIPTION: The Port Authority is seeking to prequalify firms to provide IT Managed Services for end-user, desktop, server and storage, database, and cloud support, as well as recommending and implementing a cloud-based IT Service Management (ITSM) solution to be used as the backbone for all required services.

RFPO DUE DATE: 1/10/2019

The Port Authority of New York and New Jersey (Port Authority), in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement, disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

Additionally, all bidders (including proposers, and respondents, as applicable) are notified that the Port Authority will ensure that, with respect to any contract/agreement entered into pursuant to this advertisement, disadvantaged business enterprises, minority business enterprises and woman-owned business enterprises, as applicable, will be afforded full and fair opportunity to submit bids, proposals and responses, as applicable, in response to this invitation, and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

This document is available on-line at <http://www.panynj.gov/business-opportunities/bid-proposal-advertisements.html?tabnum=5>. Addenda to the RFPQ, if any, will be posted at this website. Monitor the advertisement on the website to ensure your awareness of any changes. If you have any technical problems accessing the documents online, email us ataskforbids@panynj.gov or call us at (212) 435-4600 for assistance.

A VALID PHOTO ID IS REQUIRED TO GAIN ACCESS INTO THE BUILDING, IF YOU ARE HAND DELIVERING AND/OR ATTENDING THE BID OPENING.

SMALL

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EXCHANGE NORTHEAST

34 Years

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

Lendlease Turner Joint Venture

is seeking MWBE & SDVOB firms for subcontracting opportunities on the

Jacob K. Javits Convention Center Expansion Project

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

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

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

Get or Update Your Empire State Development MWBE & SDVOB Certificate:
LTTJV 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: LTTJV@MODERNTIMESINC.COM

Advertise in our digital

EXTRA

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

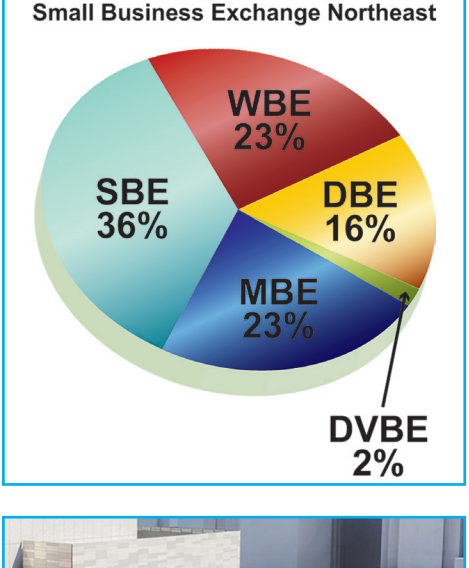
SMALL

BUSINESS

EXCHANGE NORTHEAST

34 Years

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



Welcome

SMALLVILLE NORTHEAST

Decca Paving, Inc.
Rochester, New York
www.deccapaving.com

J. F. White Contracting Co.
Framingham, Massachusetts
www.jfwhite.com

Scrub Clean Maintenance
Bronx, New York
www.scrubcleanmaintenance.com

Silverite Construction Company
Hicksville, New York
www.silverite.com

Sessler Wrecking Inc.
Waterloo, New York
www.sesslerwrecking.com

Diamond Security Service
Babylon, New York
www.diamondsecurityservices.com

NJ&C Associates
Carmel, New York
www.njcassociates.com

Skanska Koch
Carteret, New Jersey
www.usa.skanska.com

Lammey & Giorgio, PA
Haddon Township, New Jersey
www.lgarch.com

GCCOM Construction Company
College Point, New York
www.gccom.us

Railroad Construction Company
Paterson, New Jersey
www.railroadconstruction.com



SKANSKA

SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOBS

Reconstruction and Improvement of Rikers Island North and South Pumping Stations
NYC DEP Contract No. PS-RI-N&S (NYS MWBE)
Bid Date: January 17, 2019

Line Structural Component Repair Program—Canarsie Line
MTA NYCT Contract No. C-48719 (NYS MWBE, SDVOB)
Bid Date: January 3, 2019

PS-RI-N&S, Reconstruction and Improvement of Rikers Island North and South Pumping Stations (NYS MWBE):
Description of Project: This project includes several items of work to reconstruct and improve the Rikers Island North and South Pumping Stations. These include but are not limited to structural demolition, excavation, SOE, concrete, structural modifications, mechanical, electrical, instrumentation and controls, and minor architectural work.

C-48719, Line Structural Component Repair Program—Canarsie Line (NYS MWBE, SDVOB):
Description of Project: This project is to repair the structural steel and concrete defects in the subway tunnel between First Avenue Station and Eighth Avenue Station in Manhattan. Additional station component repairs for Sixth Avenue Station, Canarsie Line, in the Borough of Manhattan are also included.

Many bidding opportunities available.

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

SKANSKA

SKANSKA KOCH INC.

IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY

Main Span Upper Level Structural Steel Rehabilitation (Phase II) and Appurtenance
George Washington Bridge between New York and New Jersey
PANYNJ Contract No: GWB-244.260
Bid Date: January 10, 2019

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

SKANSKA

SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS AND VENDORS

ADA Sixth Avenue Canarsie Line
MTA NYCT Contract No. A-37150A
Bid Date: January 10, 2019

Description of Project: Accessibility upgrades at Sixth Avenue Station on the Canarsie Line (BMT) in the Borough of Manhattan—make the station accessible by complying with the 2010 Americans Disabilities Act Standards for Accessible Design, enhance customer experience at the station, make the station easier to navigate, and facilitate increased ridership on the NYCT System.

Bidding Opportunities: electrical work, communications work (CCTV, cameras, monitors, network, fire alarm), HVAC, plumbing, fire protection, elevators, structural steel, railings, asbestos abatement, acoustical tile ceilings, lighting, tile, masonry, glazing, stair treads, stainless steel doors, gypsum board, painting, concrete, rebar, station signage, dewatering, rodent control, abatement of bird droppings, painting, office cleaning, progress photographs, engineer's office computers/equipment/furniture.

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 KOCH INC.

IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW JERSEY SMALL BUSINESS ENTERPRISE PROGRAM

Rehabilitation of New Jersey Turnpike Passaic River Bridges Structures
Numbers W107.87 and E107.88
New Jersey Turnpike Authority Contract No: T100.436
Bid Date: January 17, 2019

Subcontracting opportunities include but are not limited to Concrete, Demolition, Barrier, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Signs, 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

AMERICAN BRIDGE COMPANY

IS SOLICITING BIDS FROM MWBE AND SDVOB SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM

Miscellaneous Repairs to the Bronx-Whitestone Bridge
Suspended Spans and Approaches
MTA Bridges and Tunnels Contract No: BW-14 Phase II
Bid Date: January 18, 2019

The work to be performed may briefly be described as furnishing all labor, material, and equipment necessary for the following: median barrier extension installation on the suspended spans; upgrade the fire standpipe hose connections on the suspended spans; rehabilitation of the wind pins at the towers; repair to lower lateral gusset plate at the Bronx Tower; repairs to bearing plates at the approaches; repair tower electrical conduits at lamp posts on suspended spans; refurbishment of tower deteriorated electrical panels; repair of traveler track beam; replacement of stringer bearings; repairs to fairing gratings; replace drainage pipe at towers lower struts; and electrical conduit restoration at spans 12 and 13 (two locations); incidental lead abatement; and maintenance and protection of traffic.

Please contact Brandon Rosado at brsado@americanbridge.net or 201-592-1217 for plans and specifications.

American Bridge Company is an Equal Opportunity Employer

Tutor Perini

INVITATION TO BID FOR DBE FIRMS AND NON-DBE FIRMS

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

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

Brooklyn Bridge Rehabilitation of Approach Arches, Towers, Miscellaneous Rehab in the Boroughs of Manhattan and Brooklyn, New York
NYC DOT Contract No: BRC270D
Bid Date: February 7, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, February 1, 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!

NORTHEAST EVENTS FOR YOUR BUSINESS

2018

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
Thursday, January 3, 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
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.

Selling to the Government, 8A, Hubzone, and WOSB Certification
Thursday, January 17, 2019, 10:00 am–12:00 pm
Minority Business Development Agency Manhattan Business Center, 48 Wall Street, New York, NY
Main Sponsor(s): US Small Business Administration, US Minority Business Development Agency, Business Outreach Center Network
Contact: Women's Business Center, 718-624-9115, wbc@wbcnet.org
Fee: Free; registration required

Maximizing LinkedIn for Your Business
Thursday, January 17, 2019, 5:30 pm–7:00 pm
Acton Public Library, 60 Old Boston Post Road, Acton Saybrook, CT
Main Sponsor(s): SCORE Southeastern Connecticut
Contact: Anne Driscoll, 860-388-9508, anne.driscoll@scorevolunteer.org
Fee: Free; registration required
Award-winning brand manager Maria Miranda of Miranda Creative will show you how to set up an effective, content-rich LinkedIn profile, how to utilize LinkedIn for networking, promote your business to achieve engagement, recruit employees, and more. SCORE is a non-profit resource partner of the US Small Business Administration (SBA). The SCORE Southeastern Connecticut offers free business counseling and sixty workshops a year, covering topics from business basics, managing your finances, digital marketing and social media, to franchising, preparing business plans, and more.