



NEWS

INFO





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Benefits of Networking as a Trade Contractor The Networking Company to Keep

By Kaiya Barrett

We've all heard the saying, "It's not always about what you know but who you know." As a trade contractor, in an unpredictable economy, it may make more sense to say," It's always about what you know and who you know."

Your ability to network with other construction industry professionals should be as detailed and precise as your skilled trade. There are several ways to network and discuss business, face-to-face or digitally. Attending conferences, professional events, and webinars are just a few ways to meet your peers and exchange information. Once you reach a certain level of success, your reputation will garner positive or negative word of mouth to pass around the industry. So, treat every meet-up as a future opportunity.

Think of networking as a key pillar of your business and its overall success. There are many ways to build and maintain relationships in the construction industry, and we will go over the how and why behind it.

Former employers, coworkers, and contractors

are all people you can come across again in future projects. In an industry where everyone knows everyone, maintaining healthy relationships with contacts from the past could become a benefit for the future Another tip is to think of networking outside

of work. You could make great contacts standing in line for coffee, waiting for an oil change, or at your child's school function. It's not a bad idea to have an elevator pitch ready to go for a brief interaction. The elevator pitch is a to-the-point, high-level view of what you do and how your services make a difference in construction projects. **Networking Has Its Benefits**

Going through the process to attract and win

new business involves a large amount of networking and building relationships. Outside of growing your project pipeline, there are several reasons to improve your networking skills. 1. Let people get to know you. Taking a

construction project from start to finish is a team



and relationship building is required. People must learn about your brand and company history to establish a good working relationship from the start. Let the industry see who you are and what sets

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You're invited to the **2025 MWBE REGIONAL** OPPORTUNITIES EXPO SERIES QUEENS NEW YORK EXPO July 23, 2025 - Syracuse August 2025 - Queens The New York State Minority and Women-

owned Business Enterprise (MWBE) Regional Expo Series brings together various New York State Agencies and Authorities and prime contractors that have a significant presence in all 10 NYS regions to provide MWBE firms with information on contracting opportunities.

charge. Registration will be required for all attendees.

Description of project:

NEW YORK Division of Minority

A Division of Empire State Development

and Women's Business Development

private companies, listen in on panels and presentations on contracting opportunities and participate in capacity building workshops. And for the first time, the expo series will feature live matchmaking sessions where MWBEs can connect directly to contract opportunities that align with their business goods/services! The NYS Regional MWBE Expo Series will be held in person only and is free of

MWBEs will be able network with state procurement officers, MWBE liaisons and

Register at https://esd.ny.gov/2025-mwbe-regional-opportunities-expo-series

SKANSKA

IS SOLICITING COST PROPOSALS FROM PANYNJ CERTIFIED MBE/WBE/SDVOB AS WELL AS LBE SUBCONTRACTORS AND VENDORS

SKANSKA USA CIVIL

AirTrain Newark Replacement Program-Maintenance and Control Facility (MCF) Project PANYNJ Contract No. EWR-154.946 Bid Date: July 31, 2025

Construction of the maintenance, control and operations building and the elevated maintenance yard, as part of the program to replace the AirTrain Newark system. Project will be required to coordinate and interface with Guideway and Stations Contractor and System Technology Contractor, including phased construction.

Many bidding opportunities are available: geotechnical instrumentation and monitoring, material inspection and testing, sitework, curb, sidewalk, asphalt, pavement, pavers, landscaping,

fence, signs, guardrail, utilities, watermain, drainage, sewer, storm, precast, electrical, communications, fire alarm, site electric, sanitary, striping, pavement marking, concrete, rebar, reinforcing, formwork, structural steel, plumbing, fire protection, HVAC, elevator, miscellaneous metals, railings, stairs, MPT, lockers, acoustical ceiling, exterior walls, doors, windows, metal decking, painting, drywall, tile, carpet, vinyl base, acoustic panel, metal panel cladding, metal panels, roofing, insulation, waterproofing, trailers, cleaning, overhead doors, flooring, earthwork, dewatering, haul and dispose, contaminated soil, trucking, fills, stone, sewer cleaning, site clearing, trailers, cleaners, fireproofing, glass and glazing, concrete masonry unit, concrete block, disposal, containers, flagging, piles, groundwater treatment. If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Aislinn.Speranza@skanska.com • EOE/Vet/Disabled

SKANSKA USA CIVIL IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS AND VENDORS

SKANSKA

MTA Construction and Development Contract No. 6401 Bid Date: August 22, 2025 Design, furnish, construct, and install concrete perimeter flood walls, seepage cut-off barriers

Design-Build Services for LIRR West Side Yard Flood Mitigation Measures

below the concrete flood walls, flood gates, deployable flood barriers, sump pumps, a tide gate

chamber, drainage system improvements, workable aisles and a diesel generator, an automatic transfer switch, ancillary electrical equipment, and required communications. This project will develop flood protection solutions for the West Side Yard in order to prevent

and mitigate flooding of the LIRR Tunnels. The flood protection along the WSY perimeter will be accomplished via a combination of permanent flood walls and deployable flood barriers.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach

Many bidding opportunities are available: deep foundations, minipiles, jetgrout, sheeting, rebar installation, concrete supply, site work, electrical work, painting, paving, curb and sidewalk,

Coordinator: Aislinn.Speranza@skanska.com • EOE/M/F/Vet/Disabled

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- For more info contact Valerie Voorhies at
- vvv@sbeinc.com
- dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB)

to qualify for federal contracting opportunities. The monthly sessions include an overview of the self-certification process, and a discussion of the NAICS codes that qualify as WOSB or

illinois.do@sba.gov

com/e/woman-owned-small-business-wosbcertification-program-tickets-1123667883889 8(a) Orientation and SAM Registration Webinar

Fee: Free; registration required Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer addional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. For this and other events, one goal is to better address the needs of attending current and soon-to-be business owners. To register for this free webinar, visit https://www.sba.gov/event/65188

Wednesday, August 20, 2025, 10:30 am-12:00 pm

Main Sponsor(s): US Small Business Administration

Contact: SBA Illinois District Office, 312-353-4528,

Contact: George Tapia, 610-382-3086, george.tapia@sba.gov EDWOSB. Register at https://www.eventbrite. Fee: Free; registration required Did you know that the federal government is the largest purchaser of goods and services in the

ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing

world? Interested in learning how your business

can market your services or goods to the federal government? Register online at https://www. eventbrite.com/e/how-to-sell-to-the-federal-

government-tickets-21790713611 SBA helps to

Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are

Federal Contracting: Woman-Owned Small

held via Microsoft Teams Meeting.

Business (WOSB) Certification Program Webinar Tuesday, August 19, 2025, 2:00 pm-4:00 pm

Main Sponsor(s): US Small Business Administration Contact: Patrice Dozier, patrice.dozier@sba.gov

Small Businesses, via WOSB certification! **CORPORATE OFFICE**

Fee: Free; registration required SBA is creating a space for Woman-Owned

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