

Employee to Entrepreneur: Taking the Leap

By Jackie Zimmermann

After two decades in the workforce, Ohio businesswoman Deborah Wasyloko found herself faced with the prospect of having to move to keep her job while dealing with challenges in her family life. Wasyloko concluded that she had a choice: continue her corporate career or become an entrepreneur.

"I decided to start a corporate gift company, because that's what I love to do," says Wasyloko, the founder and president of Baskets Galore, which creates gift baskets for corporate clients. She had long been enthusiastic about visual design and making people feel cared for, she says, and her new venture touched on both interests. "It was my opportunity to re-engineer my career and follow my passion."

The allure of becoming your own boss seems strong: As of 2014, there were more than twenty-nine million small businesses in the US, up six percent from 2010, according to the US Small Business Administration.

But excelling in an office doesn't mean you're bound for entrepreneurial success. In addition to many logistical and financial challenges, the transition from employee to entrepreneur involves a distinct shift in mentality. Before you make the leap, take these steps to make sure you're ready beyond the numbers.

- 1. Talk with Other Entrepreneurs**
The best way to prepare for the jump from a corporate job to calling the shots is to talk with those who have made the transition. "You don't want to reinvent the wheel every single time," says Cathy Posner, a small business coach in Ohio. "You don't have to do it alone." Ask other entrepreneurs how their roles in corporate America prepared—or failed to prepare—them to run a small business. What do they wish they had done differently? What do they wish they had known ahead of time? And, most importantly, would they do it again?
- 2. Identify Your Resources**
A small business mentor from SCORE is invaluable to entrepreneurs, Posner says. This free



program, which is supported by the SBA, connects seasoned professionals with small business owners. A mentor can help you turn your understanding of corporate goals into a business strategy by clarifying your vision. They also can help you define your

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Subcontracting opportunities include but are not limited to asbestos removal, borings, concrete, demolition, electrical, engineering, fence and guardrails, hazardous materials haul and dispose, inspection and testing, landscaping, miscellaneous metals, pavement striping, pile driving, plumbing, rigging, saw cutting, scaffolding, sign erection, structural steel erection and fabrication, trucking, and welding. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com

SKANSKA Kiewit Posillico
SKANSKA KIEWIT POSILLICO JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE Long Island Railroad Expansion Project from Floral Park to Hicksville MTA LIRR Contract No. 6240 Bid Date: August 10, 2017

Description of project:
The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

Subcontracting opportunities include, but are not limited to:
Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposillico.com

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Shea McNally JV BIDDING OPPORTUNITY
MBE/WBE/DBE Certified with the following certifying authority:

A DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.

Inviting qualified contractors, specifically MBE/WBE/DBE firms certified/eligible as listed above, to contact Shea McNally JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is located in Long Island (Babylon), New York. The Work consists of:

Southwest Outfall Replacement, Capital Project No. 8108
Owner: County of Suffolk – Dept. of Public Works-Yaphank, NY
Capital Project No. 8108
BID DATE: July 26, 2017 at 11:00 AM

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE/WBE/DBE in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review 40 CFR 33.204-33.205 or certified by EPA shown above to obtain current certification.

Shea McNally JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiore at (909) 595-4397, Steven.Fiore@jfshea.com, to receive instructions on accessing the FTP Site.

Shea McNally JV
An EEO Employer
(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
909-594-0990 • 909-869-0827 (fax)
Attn: Dennis Poulton, Chief Engineer

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE SUBCONTRACTORS/VENDORS Morris Locomotive Shop and Employee Facility MTA LIRR Contract No. 6241 Bid Date: June 2017

Description of project:
The LIRR intends to construct a new locomotive repair shop to replace the existing 125-year-old Morris Park Round House, which has outlived its useful life and is presenting an additional maintenance burden on operating resources. The new facility will be better equipped to maintain the LIRR's current fleet of diesel locomotives used in revenue service, as well as the fleet of diesel work locomotives. In addition, the project will provide new electrical service to the facility for lighting and shop equipment. The work shall include, but is not limited to: Shop Facilities—Front Shop Which Includes the Following: Four Service Tracks, One Release Track, Drop Table Tracks, and Inspection Pits.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

NORTHEAST EVENTS FOR YOUR BUSINESS

2017

Contact: Kimberly Mace, kimberly.mace@sba.gov
Fee: Free; registration required
Join Nashua-area small business owners for a conversation with the acting Small Business Administration national ombudsman and assistant administrator for regulatory enforcement fairness, along with other regional and local SBA officials. Learn how the SBA's Office of the National Ombudsman and other federal partners can help your small business save time and money resolving complex regulatory compliance and enforcement issues. Provide real-time input on regulatory fairness issues impacting your small business, and discuss ways the federal government can help small businesses to grow and thrive. Roundtables, event pre-brite at <https://nhroundtablesba.eventbrite.com>

Developing a Great Elevator Pitch
Tuesday, August 8, 2017, 6:00 pm–8:00 pm
Boston Public Library, 700 Boylston Street, Commonwealth Square, Boston, MA
Main Sponsor(s): SCORE Boston
Contact: Laura Colcord, Kris Polito, 617-565-5591, workshops@scoreboston.org
Fee: Free; registration required
An elevator pitch is a brief speech, one minute or less, that outlines an idea you have for a product, service, or project. This workshop will cover the meaning of an elevator pitch, why it is important to your business, what you want to communicate about your business, defining who your audience is, promoting your value proposition, how you can generate a call to action, and what the short "commercial" look like. The workshop will also include breakout time to allow participants the chance to create and present their own elevator pitches.

(In Chinese) Expand Your Business to Government Contracting and Global Markets
Thursday, July 27, 2017, 2:00 pm–4:00 pm
Affinity Health Plan Community Service Center, 41-46 Main Street, Second Floor, Flushing, NY
Main Sponsor(s): Small Business Administration
Contact: Man-Li Lin, man-li.lin@sba.gov
Fee: Free; registration required
The United States Small Business Administration is offering this useful information session in the Chinese language. Learn how and what the federal government buys, certification for set asides, marketing to government agencies, subcontracting, and learn why, what, where, and how to expand your business to global markets. SBA Economic Development Specialist Man-Li Lin will discuss how the government buys; what the government buys; certification of your business to qualify for government set aside opportunities; subcontracting; marketing to the government; and other contracting assistance and resources. In addition, she will discuss why to export; exporting advantages; federal government export assistance; international markets resources; three SBA loan guarantee programs; and other export assistance and resources.

Regulatory Enforcement Roundtable
Monday, August 7, 2017, 1:30 pm–3:30 pm
Rivier University, The Learning Commons, 420 South Main Street, 2 Robinson Road, Nashua, NH
Main Sponsor(s): Small Business Administration

