

Government Contracting and Certification

By Katie Murray

“Government contracting.” “Small business certification.” You’ve heard the phrases before, but what do they really mean? And does it really matter for your small business? Maybe—and maybe not. Let’s cut through all the noise and define these phrases in a meaningful way for your entrepreneurial endeavors.

What is government contracting?

Government contracting is the process that lets you sell your goods or services to the government and its various agencies. The government has a contract, or agreement, with you whereby it purchases what you do or make. And United States government agencies buy a lot from small businesses—nearly \$100 billion worth of goods and services each year! From market research to janitorial services, if you want to make the government your customer, there’s a good chance there’s a need for what you offer.

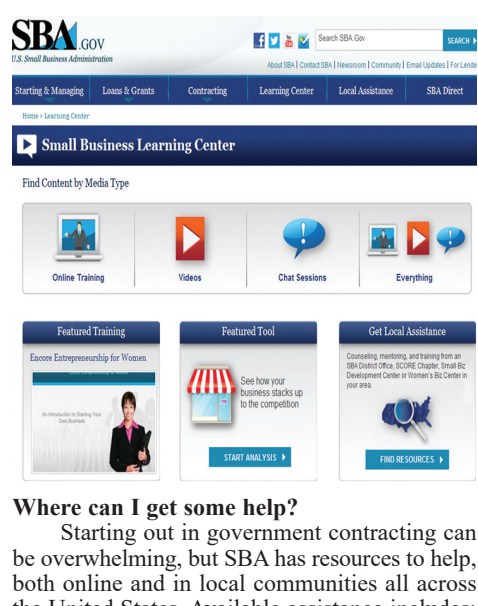
What is being certified as a “small business”?

Being certified as a “small business” is only significant if you’re interested in government contracting. Why? Because there are certain set-asides that the government must adhere to when they’re looking to buy goods or services—there’s a percentage of business set aside for different kinds of companies, including small businesses. (Others include woman-owned, veteran-owned, etc.) So, if you want to be a contender in the federal marketplace, your small business has to meet official criteria to be eligible for government contracts.

How do I certify my business as small?

First, make sure you do, in fact, have a small business. For most industries, SBA defines a “small business” either in terms of the average number of employees over the past twelve months, or average annual receipts over the past three years.

Then, when you know you adhere to the size standards, you register for government contracting. This process also serves the purpose of “certifying” your business as small.



Where can I get some help?

Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

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 CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM

World Trade Center South Bathub Water Intrusion Protection Systems
PANYNJ Contract No. WTC-964.958
Bid Date: September 19, 2017

Description of project:
Furnishing and installation of below-grade water intrusion protection systems (WIPS) for the protection of surface level openings including but not limited to stairwells, sidewalk grates, vents, vehicular and pedestrian entrances, roadway ramps, elevator/ventilation shafts; waterproofing of exterior walls, and related work that includes miscellaneous architectural, mechanical, electrical, and plumbing work at the WTC site Vehicular Security Center (South Bathub), and the vicinities thereof.

Many bidding opportunities available.

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

SKANSKA **Posillico**

SKANSKA POSILICO JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS FOR THE

Mid-Suffolk Electric Yard
MTA LIRR Contract No. 6259
Bid Date: September 18, 2017

Description of project:
Expansion of the LIRR Ronkonkoma Yard by construction of eleven additional tracks, substations, storage buildings, and employee facility.

Many bidding opportunities available.

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

Advertise in our digital EXTRA

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



SKANSKA
SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM M/WBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE DIRECTORY

Enhanced Stations Initiative (ESI) 31 Stations, Package 4 + 7
MTA NYCT Contract No. A-36622D
Bid Date: September 26, 2017

Description of project:
Contract A-36622D, Package 4 + 7, for enhancements at the following stations:

Package 4

- 57th Street Station, Manhattan (6th Avenue Line, IND)
- 23rd Street Station, Manhattan (6th Avenue Line, IND)
- 28th Street Station, Manhattan (Lexington Line, IRT)
- 34th Street—Penn Station—8th Avenue, Manhattan (8th Avenue Line, IND)
- 34th Street—Penn Station—7th Avenue, Manhattan (7th Avenue Line, IRT)

Package 7

- Northern Boulevard, Queens (Queens Boulevard Line, BMT/IND)
- 67th Street Station, Queens (Queens Boulevard Line, BMT/IND)
- Parsons Boulevard Station, Queens (Hillside Avenue Line, IND)

Goals and strategies:
The contractor shall undertake the work so as to achieve all of the following overall goals:

- Enhance the customer experience at each station
- Make the stations cleaner, brighter, and easier to navigate
- Improve the aesthetics of the stations
- Facilitate increased ridership on the New York City Transit System
- Bring the stations to a state of good repair
- Expedite the delivery of the work on the Enhanced Stations Initiative and Contract A-36622D as exemplars for future station enhancements in New York City

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Matthew.DeGudicibus@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 M/WBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE DIRECTORY

Coney Island Wastewater Treatment Plant Level 1 BNR Upgrade
NYC DEP Contract No. SF-BNR-CI
Bid Date: September 26, 2017

Description of project:
This project, to construct a Level 1 BNR upgrade, is being implemented in order to meet specific total nitrogen (TN) limitations for discharges to Jamaica Bay. The work required includes, without limitation, the following:


1. Aeration system improvements, including the addition of baffle walls and mixers to the aeration tanks,
2. Construction of a new froth control system that provides a combined surface wasting of activated sludge (SWAS) and froth collection and transfer system in the aeration tanks, including tote based polymer systems, the rehabilitation of existing aeration tank plant effluent spray water system, and extension of spray water system to serve new SWAS wet wells,
3. New aeration grids including drop legs, grid distribution piping, and find bubble membrane diffusers in the aeration tanks,
4. Ancillary structural, civil, electrical, instrumentation, and control work required to implement the above referenced Level 1 BNR upgrade improvements.

Many bidding opportunities available.

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

SMALL BUSINESS EXCHANGE NORTHEAST

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



SKANSKA
SKANSKA KOCH INC.

IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE USDOT CERTIFICATION PROGRAM

Construction Services for Mechanical/Electrical Rehabilitation of the Spuyten Duyvil Bridge, and All Associated Work as Described in the Specifications, Drawings, and Solicitation Documents
Amtrak Contract No: X138-17220
Bid Date: September 2017

Subcontracting opportunities include but are not limited to painting, electrical wires and controls, barges, safety boats, miscellaneous steel fabrication, strain gage and load testing, core drilling, and fiberglass grating. 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
SKANSKA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM

Flood Mitigation and Resiliency 148th Street Yard
MTA NYCT Contract No. C-34839
Bid Date: September 27, 2017

Description of project:
The work consists of construction of perimeter flood protection wall, portal flood protection, and replacement of power cables and switches at the 148th Street Yard in the Borough of Manhattan. The work includes: extension of existing sheet pile wall along Harlem River, land side perimeter wall, replacement of track, providing stop log flood gate, new drainage and track work at portal, signal work, removal and disposal of power cables, third rail hand switches, duct banks, and installation of new power cables in new duct banks and new third rail hand switches.

Many bidding opportunities available.

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

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

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

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

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



NORTHEAST EVENTS FOR YOUR BUSINESS

2017

Boots to Business ReBoot Workshop
Thursday, September 21, 2017, 8:00 am–5:00 pm
US Custom House, 312 Fore Street, Portland, ME
Main Sponsor(s): Small Business Administration, US Custom House
Contact: Bradley Currie, 207-622-8551, bradley.currie@sba.gov
Fee: Free; registration required

Boots to Business Reboot is a one-day training program that provides participants an overview of business ownership as a career vocation. There are eight modules instructed by your SBA resource partners and future business counselors. The modules consist of: Introduction to Business; Opportunity Recognition; Market Research; Economics of Small Business Startup; Picking the Correct Venture for Your Business; Financing the Entity; Next Steps: Introduction to Business Planning; Moving Forward: Resources to Support You.

Managing Your Company’s Finances
Monday, September 25, 2017, 6:00 pm–8:00 pm
Baruch College, 55 Lexington Avenue, Suite 2-140, New York, NY
Main Sponsor(s): Midtown Manhattan Small Business Development Center (SBDC)
Contact: Gernely Almonte, 646-312-4790, sbdc@baruch.cuny.edu
Fee: Free; registration required

Seminar by Mary Anne Holley, lecturer, this seminar offers practical do-it-yourself methods of managing the finances of start-up companies. Participants will explore simple ways to set up recordkeeping systems, develop budgets, and generate reports that will help them control costs, improve cash flow, and contribute to the ongoing strategic planning for their businesses. Basic techniques and a quick look at QuickBooks will be discussed. The expert advisors at Midtown Manhattan SBDC, established in 1993, provide a variety of helpful services to New York County small businesses, free of charge. You may contact them at 646-312-4790.

Modern Networking
Tuesday, September 26, 2017, 6:00 pm–8:00 pm
Darlen Library, 1441 Post Road, Darien, CT
Main Sponsor(s): SCORE Fairfield County
Contact: 203-831-0065, score.fairfieldcounty@gmail.com
Fee: Free; registration required

This workshop provides a roadmap on how to build meaningful relationships, leveraging (free) digital resources based on tried and tested techniques and templates from the highly acclaimed *Build Your Dream Network* book by networking expert J. Kelly Hoey. Learn top networking tools of the digital age; how and where to start; how to create your own networking roadmap for your business, career, or your next social or non-profit project; dos and don’ts of digital networking. Presenters at this workshop include nationally known networking experts J. Kelly Hoey and Varelie Croes. SCORE, America’s premier source of free and confidential small business advice for entrepreneurs and small businesses, is a nonprofit resource partner with the Small Business Administration.