



SBDC Programs to Help Your Small Business

By Sarah Field

The government is full of acronyms, and sometimes it's difficult to know which ones are most applicable and relevant to your business. One acronym you definitely want to familiarize yourself with as a small business owner is "SBDC."

SBDC stands for Small Business Development Center. SBDCs provide a wide assortment of technical assistance and resources to small businesses and aspiring entrepreneurs. The primary focus of SBDCs? To foster local and regional economic development through job creation and retention. How does it happen? Through SBDCs' support of business growth, sustainability, and the enhanced creation of new business entities.

So what exactly is available to your business? SBDCs offer no-cost, one-on-one, long-term professional business advising, low-cost training, and other specialized services. The SBDC program is one of our nation's largest small business assistance programs within the federal government, made up of a unique mix of SBA federal funds, state and

local governments, and private sector resources. SBDCs are often hosted by leading universities and state economic development agencies, and are funded in part through a partnership with the Small Business Administration.

SBDCs serve all populations and many types of business owners, including women, minorities, and veterans—including reservists, active duty, disabled personnel, and those returning from deployment. They also assist personnel with disabilities, youth and encore entrepreneurs, and individuals in low- and moderate-income urban and rural areas. Your local SBDC can connect you with professional business advisors who can help your business navigate:

- Business plan development
- Manufacturing
- Financial packaging and lending
- Importing and Exporting
- Disaster recovery
- Procurement and contracting
- Market research
- Healthcare information



The best part? SBDCs frequently modify their available services based on client needs, local business trends, and individual business requirements. The centers constantly work to adjust services offered to meet the evolving needs of the hundreds

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

[Click to read more](#)

Sub-Bid Requests

GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

REGISTER NOW

GLX CONSTRUCTORS

GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

FOR REQUESTS OR ASSISTANCE:
Alexandra.Cann@GLXConstruct.com



SKANSKA
SKANSKA KOCH INC.

IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH BUYER SERVICES AT THE NYC DEPARTMENT OF SMALL BUSINESS

Emergency Contract for 181st Street Washington Bridge over Harlem River
NYCDOT Contract No: HBREP6919
Bid Date: October 7, 2020

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

GRANITE

GRANITE CONSTRUCTION NORTHEAST, INC
IS PLANNING TO SUBMIT A PROPOSAL FOR THE

Emergency Contract for 181st Street Washington Bridge over Harlem River Project
NYCDOT Contract No: HBREP6919
Bid Date: October 7, 2020
Quotes Due: Monday, October 5, 2020, by 5:00 pm
MWBE Goal: 8% Combined (NYC Certification, Local Law 1 Applies)

The scope of the project is to restore the bridge to a state of good repair by performing structural steel repairs, concrete repairs, concrete barrier replacement, deck joint replacement, milling and paving or deck overlay, installation and removal of temporary shielding, and cleaning/painting of existing steel. The project will be completed in multiple stages of construction.

The NYCDOT HBREP6919 Emergency Contract for 181st Street Washington Bridge over Harlem River project has MWBE participation opportunities. Granite is seeking qualified New York City certified MWBEs to provide Subcontract/Service Opportunities for categories that potentially include, but are not necessarily limited to: Asphalt Paving, Asphalt Milling, Concrete Repairs, Painting, Protective Shielding, Tow Truck Service (Heavy), CPM Scheduling, Maintenance and Protection of Traffic (MOT), Surveying Services, Engineering Services, QA/QC Inspection Services, Pavement Markings, Concrete Ready Mix, Road, Structural Steel Materials, Sliding Bearings, Expansion Joints, Waterproofing Membrane, Multirotational Bearings, Rebar Supply, Office Trailers, Sawcutting, Rebar Installation, Sanitary Facilities, Erosion/Sediment Control (Materials), Chain Link Fence, Security Services, Fuel Supply, Photography Services, Trucking, Health/Safety Service/Drug Testing, Janitorial Services.

Granite is an Equal Opportunity Employer. We are committed to providing contracting opportunities to eligible and qualified designated classification firms, including but not limited to: disadvantaged, small, minority and/or women owned businesses, and we strongly encourage all qualified firms of any designated classification status to bid on this project.

If you are interested in providing a quote for services on this project please contact Krystal Chang at krystal.chang@gcinc.com

SKANSKA EJCICJO
SKANSKA ECCO III VWE 2

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

Van Wyck Expressway Capacity and Access Improvement to JFK Airport Contract 2
NYSOT Contract No: D900050
Bid Date: October 7, 2020

Description of project:
The project consists of the replacement of one (1) Long Island Rail Road railway bridge, the rehabilitation and retrofit of two (2) additional Long Island Rail Road railway bridges, and the replacement of one (1) vehicular bridge over the Van Wyck Expressway (VWE). The main goals of the project are listed below.

1. Address structural deficiencies on the bridges on or crossing over the VWE within the project limits
2. Construction sequencing to maximize value of the life of the bridges / reduce future maintenance requirements
3. Accommodate for future VWE widening
4. Minimize impacts to the environment and effects on residential neighborhoods and businesses

Many bidding opportunities are available: asphalt paving, concrete base pavement, trucking, fill hauling and disposal, containers, landscaping, excavation, structural concrete, ready-mix concrete supply, concrete reinforcement, utilities, structural steel supply and erection, MPT, electrical, ITS, roadway lighting, signs and guardrail, sign structures, deep foundations (pile driving, micropiles, etc.), line striping, curb and sidewalks, sawcutting, sawcut grooving, bridge demolition, pavement demolition, support of excavation, concrete barrier, precast barrier, cast in place barrier, bridge bearings, bridge expansion joints, fence, concrete retaining walls, asphalt milling, trailers, cleaning, furniture, computer services, clearing, fill material supply, asbestos removal, concrete sealing, contaminated soil, environmental testing, vibration monitoring, settlement monitoring, survey, photography, rodent control, security, BIM modeling, painting, lead abatement, track materials, waterproofing, structural steel repairs, crack and spall repairs, community liaison, SPMTs (self propelled modular transporters).

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 Posillico MICHELS
SKANSKA POSILICO MICHELS BP JOINT VENTURE

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

Bay Park Conveyance Project
NYSDEC and Nassau County Department of Public Works Contract
Bid Date: September 28, 2020

Description of project:
This innovative project will divert treated effluent from the Bay Park Sewage Treatment Plant (STP) which currently discharges an average of fifty million gallons per day (50 MGD) of treated effluent into Reynolds Channel. This treated effluent will be conveyed via the construction of a 2-mile-long force main from the Bay Park facility to an existing aqueduct under the Sunrise Highway, whereby rehabilitation of a 7.3-mile stretch of the aqueduct, and construction of an approximately 1.6-mile-long force main will connect to the existing Cedar Creek Water Pollution Control Plant (WPCP) outfall. The project will utilize the existing outfall to diffuse the treated effluent three miles offshore into the Atlantic Ocean. The project will include construction of a new pump station at Bay Park STP, modifications to the Cedar Creek WPCP, 15 microtunnel support shafts, and a series of access pits along Sunrise Highway.

Many bidding opportunities available: microtunnel, slip line, rebar, concrete redmix, concrete pumping, curb and sidewalks, paving, landscaping, parkwork, clear and grubbing, utilities, soil testing, concrete demolition, miscellaneous metals, CMU, electrical, plumbing, HVAC, mechanical, jet grout, piles, secants, painting, skylight, insulation, structural steel, roofing, doors, steel tank, geotech monitoring, vibration monitoring, trucking, containers, cleaning, trailers, security guard, dewatering, MPT, excavation, support of excavation, instrumentation and controls, testing and commissioning, fire protection, precast, castings, pipe, valves, ground improvement, and ladders.

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

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 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 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

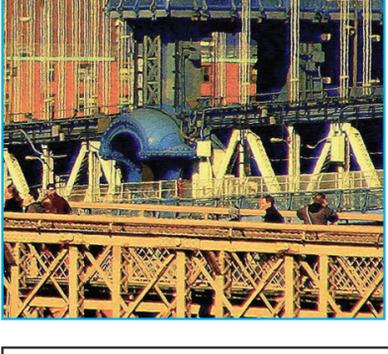
1984 **36** Years 2020

Advertise in our digital EXTRA

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

SMALL BUSINESS EXCHANGE NORTHEAST

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



NORTHEAST EVENTS FOR YOUR BUSINESS

2020

PPP and EIDL Webinar Wednesdays
Wednesday, September 30, 2020, 9:00 am–10:00 am
Online
Main Sponsor(s): US Small Business Administration
Contact: Brian DeClue, 802-828-4422, brian.declue@sba.gov
Fee: Free; registration required

In response to the COVID-19 pandemic, the SBA Vermont District Office hosts a free webinar from 9:00 am to 10:00 am on Wednesday to discuss the Paycheck Protection Program, the Economic Injury Disaster Loan and Advance, and any pertinent updates. To join the webinar, visit <https://meet.lync.com/sba123/sbmazza/6F6N4YK6>. To join by phone, call 202-765-1264 and when prompted enter the code 470177937#. Upon joining the call, mute the phone to cut down on the background noise and please do not place the call on hold. For more information, email brian.declue@sba.gov or chris.herriman@sba.gov.

E-Commerce Basics (Marketing Toolbox) Webinar Tuesday, October 13, 2020, 1:00 pm–2:30 pm
Online
Main Sponsor(s): US Small Business Administration, Massachusetts Small Business Development Center
Contact: Lynett Shedd, 413-545-6301, lshedd@msbdc.umass.edu
Fee: Free; registration required

Learn the basics of selling online using e-commerce. eBay, Etsy, Shopify, Amazon, and other platforms will be discussed. There are many topics covered

in separate webinars associated with the Marketing Toolbox. Please feel free to register for any or all that appeal to you. Once you register, you will be in our database and future registrations will be easy. Brought to you by Western Massachusetts Means Business and Stakeholders: Center for Women and Enterprise, Common Capital, Franklin County Community Development Corporation, Massachusetts Small Business Development Center, SCORE of Western Mass, Valley Community Development Corporation, University of Massachusetts Amherst, Clark University, and Salem State University.

Marketing Your Business to the Federal Government Webinar
Wednesday, October 21, 2020, 11:00 am–12:30 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: Lonnie Koyama, 772-466-3176, leon.koyama@sba.gov
Fee: Free; registration required

This online class focuses on improving your probability of being "found" by federal contracting offices and large federal prime contractors. The discussion includes: which website is used by contracting entities to source contractors; which NAICS codes and how many should you use; what is a good Capability Statement; what is most important to a contracting officer and selecting official; how to improve your website. Lonnie Koyama is a Lead Economic Development Specialist for the US SBA's South Florida District Office. Lonnie is an accomplished business developer with extensive experience in both the private and public sectors. He has wide-ranging proficiency as a business owner, corporate multi-unit manager, general manager, and consultant.