



Small, Very Small, Business Week Nears

By Leslie McMillan

Although Tyson was almost six, he still seemed a bit small for his age. No problem. In preparing his efficiently rustic lemonade stand for the local Lemonade Day, he made the wise entrepreneurial decision to hire two skilled, reliable employees also known as Dad and Mom. Rather than diversifying his menu with cookies or other complementary items, Tyson opted for excellence in the basics.

Previously unaware of the yearly event, we were driving along in our van when we spotted the little stand that he and his staff had situated outside a trendy cafe by previous agreement with the owners. The stand had been sturdily constructed a month earlier with assistance from the pros at the nearby Home Depot kids workshop.

Tyson had serious competition from several other lemonade stands in the same few downtown blocks, but his business was brisk enough on a leisurely Sunday afternoon in a small city. Although his price was higher than others we had seen, he

secured our patronage by pouring generous sample portions for each of us. They were delicious. We bought three large cups with domed lids and straws at \$2.00 apiece—a sweet lemonade and tea combo, and two strawberry drinks with fresh fruit and whipped cream. Classic lemonade was also available. Tyson earnestly selected the ingredients from the portable cooler, blended and served the beverages, took the money, and returned the change. Sorry, no checks, no plastic.

Dad and Mom chatted with customers and assisted as needed, without hovering. Tyson knew what he was doing. Encouraged by the national organizers, he had even budgeted his anticipated profits into three categories: some for himself to spend, some for a charitable cause, and some for saving or reinvesting. www.lemonadeday.org

Tyson's story is being repeated throughout America. Lemonade Day for young entrepreneurs of all ages occurs on various local dates—some during this year's National Small Business Week, May 5 to May 11, 2019. The week is sponsored by the United States Small Business Administration and others. Dream big, start small.



Little Tyson started small, but his carefully planned step-by-step preparation over many weeks was evidence of a dream much bigger than his three hours of selling lemonade on a city sidewalk. He was surely inspired by the hundreds of thousands

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

Sub-Bid Requests

George Harms Construction is seeking DBE/SBE vendors, suppliers, subcontractors

[Click for details](#)

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

LENLEASE TURNER A Joint Venture

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

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

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

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

SKANSKA

SKANSKA CIVIL NORTHEAST

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

Design and Construction of the Port Authority Police Department Command and Property Management Facility at World Trade Center
 PANYNJ Contract No. WTC 1805
 Bid Date: April 23, 2019

WTC 1805, Design and Construction of the Port Authority Police Department Command and Property Management Facility at World Trade Center:
Description of Project: This project ("Project" or "Phase II") generally consists of the design and construction of the 65,000 square-foot PAPD Command and PMF in a highly constrained area in the West Bathtub of the World Trade Center site, with additional area of work at Tower 2 level C2 and the southwest corner of the Oculus at a 260' elevation. The PAPD Command and PMF will contain offices, locker rooms, an emergency generator, workstations, break areas, restrooms, showers, control rooms, conference rooms, a police desk, storage areas, communications rooms, and equipment rooms. The project is categorized as Confidential Privileged and will require the design build parties to comply with specific security protocols specific for the WTC. The subgrade facility will be integrated into the existing mechanical, electrical, fire alarm, telecommunications, security, radio, plumbing, and fire protection systems and will require coordination with various stakeholders at the WTC.

Many bidding opportunities available.

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 CIVIL NORTHEAST

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

Harrison Shop Flood Mitigation Project
 PANYNJ Contract No. PAT-784.165
 Bid Date: April 23, 2019

Description of Project: The work under this contract consists generally of removal of existing modular precast concrete block and cast-in-place flood protection walls, furnishing and installation of removable/movable flood protection system, sheet piles, flexible fabric barrier, steel gate, utility encasement, construction of permanent flood protection wall, temporary shoring, relocation of utility lines, and related work at the south and west perimeter of the Harrison Car Maintenance Facility and the vicinity thereof in Harrison, New Jersey.

Many bidding opportunities are available.

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 CIVIL NORTHEAST

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

Line Structural Component Repair Program—Canarsie Line
 MTA NYCT Contract No. C-48719 (NYS MWBE, SDVOB)
 Bid Date: April 30, 2019

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 this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA ETCICIO

SKANSKA ECCO III HPA JV

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS FOR THE

Hunts Point Interstate Access Improvement Project
 NYSDOT Contract No: D900047
 Bid Date: May 8, 2019

Description of project:
 The Hunts Point Interstate Access Improvement Project will provide improved access between the Hunts Point Peninsula and Sheridan Boulevard and the Bruckner Expressway. The project will address structural and operational deficiencies.

Many bidding opportunities are available.

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 CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM MBE/WBE SUBCONTRACTORS AND VENDORS

Danbury Water Pollution Control Plant Upgrade
 City of Danbury Contract No. 02-18-19-02
 Bid Date: May 9, 2019

Description of Project: A complete upgrade and expansion (from 9mgd to 12mgd) of the existing Danbury WPCP. The work generally consists of the following: building and structural demolition, site work (excavation/piles/grading/paving/drainage/piping/erosion control/dewatering/fence/landscaping), structural (concrete/precast/steel/concrete repairs), architectural (masonry/miscellaneous metals/doors/roofing/tanks/panels/insulation/waterproofing/finishes/process mechanical (pipe/equipment/tanks/pumps/bridge cranes/hoists), domestic plumbing, fire protection, building mechanical/HVAC, insulation, electrical, and instrumentation and controls.

Many bidding opportunities available: instrumentation, demolition—mechanical, demolition—structural, demolition—electrical, demolition—architectural, mechanical, pipe/HVAC insulation, pump supply, valve supply, piping supply, HVAC, plumbing, fire suppression, fire alarm, electrical, switch gear supply, concrete surface repair, concrete joint repair, concrete crack repair, structural concrete, concrete reinforcing, container services, doors, louvers, concrete topping, CPM, masonry, miscellaneous metals, railings, roofing, painting, dewatering, asphalt paving, fencing, landscaping, structural steel, fill materials, hauling and disposal, signs, cleaning, system integration, material testing, soil sampling and analysis, geotechnical monitoring, hazardous material management, survey, cleaning, scheduling, progress photos/videos.

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



Advertise in our digital EXTRA

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

Work Begins on \$550 Million Kovelzko Bridge Project

Sub-Bid Requests

YOU ARE INVITED
 • NEWS
 • INFO
 • BIDS

Tutor Perini

INVITATION TO BID FOR M/WBE FIRMS

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

CBTC 8th Avenue Line (59th Street to High Street) "B" Service (IND) Project in the Boroughs of Manhattan and Brooklyn
 MTA NYCT Contract No: S-48006
 Bid Date: May 9, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, May 3, 2019.
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations at solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA

SKANSKA KOCH INC.

IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS

Mechanical, Electrical, and Structural Rehabilitation on Raritan River Draw, Undergrade Bridge 0.39
 New Jersey Transit Contract No: IFB 19-035X
 Bid Date: May 16, 2019

Subcontracting opportunities include but are not limited to Field Office, CPM Scheduling, Civil General Contracting, Construction Engineering, Machinery, Electrical, Controls, Hydraulic Systems, Tug Boat, Personnel Boat, Barge, and Paint. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SMALL BUSINESS EXCHANGE NORTHEAST

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

2019

Programa 8(a) de Desarrollo Empresarial
 Friday, April 26, 2019, 11:00 am–12:30 pm
 New Jersey Small Business Development Center at William Paterson University, 131 Ellison Street, Conference Room, Paterson, NJ
 Main Sponsor(s): US Small Business Administration, New Jersey Small Business Development Center
 Contact: Sonia Mueda, 973-321-1378, musas@wpunj.edu

Fee: Free; registration required
 Reservas para las pequeñas empresas, tipo de certificación, requisitos y objetivos, elegibilidad para la desventaja social, elegibilidad del propietario, control de elegibilidad, criterios adicionales de elegibilidad. Es requerido que la empresa en esta mesa de los años para participar en este programa.

Boots to Business Reboot
 Wednesday, May 8, 2019, 8:30 am–4:45 pm
 Connecticut Center for Advanced Technology, 222 Pitkin Street, East Hartford, CT
 Main Sponsor(s): US Small Business Administration, Connecticut Center for Advanced Technology
 Contact: Kate O'Neill, 860-240-4700, koneill@cweonline.org
Fee: Free; registration required
 Sign up for Boots to Business Reboot, a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive an overview of

Explore Small Business Administration Resources
 Tuesday, May 21, 2019, 11:00 am–1:00 pm
 Center for Women and Enterprise Eastern Massachusetts, 24 School Street, Suite 700, Boston, MA
 Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise (CWE) Eastern Massachusetts
 Contact: Edwidge Lafleur, 617-532-0254, ELafleur@cweonline.org
Fee: Free; registration required
 This workshop is presented by a member of the local US Small Business Administration (SBA) team and is designed to help entrepreneurs understand the various SBA programs and services available to help them start or expand a business. Topics covered include: Technical Assistance Program; SBA Loan Guarantee Program; 8(a) Business Development Program; HUBZone (Historically Underutilized Business Zones) Program; Government Contracting Opportunities. CWE provides opportunities for women entrepreneurs and women in business to increase professional success, personal growth, and financial independence.

NORTHEAST EVENTS FOR YOUR BUSINESS

2019

business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the United States Small Business Administration (SBA). The SBA was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation.