

Benefits of Networking as a Trade Contractor

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.

The Networking Company to Keep

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.



effort, where top-notch attention to communication 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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Sub-Bid Requests

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

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For more info contact Valerie Voorhies at vvv@sbeinc.com



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IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS

Amtrak CMAR Services for Sawtooth Bridges Replacement Project

Amtrak Contract No. X036-24084

Bid Date: July 24, 2024

Description of project:
The Sawtooth Bridges are located in Kearny, New Jersey, between Newark Penn Station and Secaucus Junction and include an approximately 1.9-mile-long segment of right-of-way along Amtrak's Northeast Corridor (NEC). The bridges carry NEC tracks 2 and 3 over the New Jersey Transit (NJ TRANSIT) Morris and Essex Line, the Conrail Center Street Branch, and the Port Authority Trans-Hudson Corporation (PATH) Newark-World Trade Center (WTC) line on staggered viaduct structures, giving the bridges their "sawtooth" appearance when viewed from above.

The project, a key element of the Gateway Program, will construct three (3) new bridges, referred to as the following:

- Bridge #1, which will be built to realign NJ TRANSIT's Morris & Essex (M&E) Track 5 further north allowing the construction of Bridge # 2.
- Bridge #2 will be built adjacent to the existing Sawtooth bridges for two (2) additional NEC tracks.
- Bridge #3 will replace the existing structures and carry the two (2) existing NEC tracks.

By replacing the existing Sawtooth Bridges and introducing two (2) additional tracks to this critical section of the Northeast Corridor, the project will provide a continuous, reliable, and resilient rail connectivity along the NEC. The project will reduce service disruptions and restore maximum authorized speed to 90 MPH. This improvement will not only enhance on-time performance, but also elevate the overall customer experience. The project will help in increasing capacity along the NEC to meet current and future demands, aligning with Amtrak visionary ridership goals of reaching 66 million passengers by 2040. This forward-looking initiative ensures that the rail infrastructure is poised for sustained growth and efficiency in the years to come.

Many bidding opportunities are available: soil borings, crane engineering, survey, dewatering, utility relocations, soil disposals, and geotechnical work.

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

SKANSKA

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

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

MTA Construction and Development Contract No. 6401

Bid Date: July 26, 2024

Description of project:
Design, furnish, construct, and install concrete perimeter flood walls, seepage cut-off barriers 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.

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

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

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IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

NJ TRANSIT—Delco Lead, County Yard Improvements, Storage and Inspection Facility GC.02 Superstorm Sandy Recovery Program Project

NJ TRANSIT IFB No. 0000004

Bid Date: August 8, 2024

Brief description of work:
The Delco Lead and County Yard Expansion is a multifaceted project that would address the operations, storage, and resiliency needs along the NEC and provide a safe haven for cars in the event of a major storm or flooding event. The project is the reconstruction of the existing Delco Lead track and the construction of adjacent track from County Yard to North Brunswick for the storage of NJ TRANSIT trains in the event of severe weather.

The project consists of 3.20 miles of rail and catenary construction in an area adjacent to the Northeast Corridor called the Delco Lead ("Delco") and another 1.27 miles containing a new electrified rail yard with five 2,200-foot-long storage and inspection tracks along with a 1,250-foot-long Service and Inspection facility building called County Yard ("Yard").

Invitation to Bid for DBE Participation 12%

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Thursday, July 25, 2024.

Administrative and proposal bid date August 8, 2024, time 2:00 pm. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Arlene McBayne at (914) 739-1908. Come and join our team!

Tutor Perini

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED MBE, WBE, SDVOB, AND ALL LBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

AirTrain Newark Replacement Program—Guideway and Stations Project in the City of Newark, New Jersey

PANYNJ RFP No. 6000001763

Bid Date: August 9, 2024

Brief description of work:
The New AirTrain will replace the existing AirTrain, which opened in 1996, has outlived its useful life, and does not currently provide customers with the modern customer service amenities and service reliability expected of a world-class automated people mover (APM) system. The New AirTrain will include three new stations, and connect to the new modern Terminal A, the future Terminal Two (currently Terminal B), the Airport's new ConRAC facility, and the Northeast Corridor Rail Link Station, linking AirTrain customers to regional rail and light rail networks, and thereby encouraging customers and Airport employees to use public transit to and from the Airport. The New AirTrain will be designed to maximize customer convenience with seamless connections to other forms of transportation and provide modern amenities in AirTrain stations and in vehicles (e.g., high-speed Wi-Fi, count-down clocks, and real-time flight information) to enhance the customer's end-to-end journey.

Invitation to Bid for M/W/SDVOB/LBE Firms: MBE 20%, WBE 10%, SDVOB 3%, and LBE 10%

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 2, 2024.

Administrative and technical proposal bid date August 9, 2024. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Arlene McBayne at (914) 739-1908. Come and join our team!

New York City Football Club Stadium Project

Turner

IS SOLICITING COST PROPOSALS FROM NEW YORK CITY CERTIFIED, MWBE and LOCAL CONTRACTORS AND CONSTRUCTION SUPPLIERS. PLEASE NOTE THIS IS A UNION PROJECT.

Construction Services for the New York City Football Club Stadium Project

Description of Project: The project consists of an over 600,000 GSF open-air soccer stadium with an approximate 25,000-seat capacity including State-of-the-art video, scoreboards, & sound system. The stadium will be located adjacent to Citi Field in Flushing Queens, NY. The Stadium will also be the location of the NYCFC and City in the Community Non-Profit Headquarters. This project will include concrete, structural steel, HVAC, Electrical, Fire Protection, and much more.

Available Opportunities and Packaging Dates:

- Exterior Wall Trades – Package to be released April 2024
- MEP Trades – Package to be released 3rd Quarter 2024
- Architectural Trades – Packages to be released 3rd and 4th Quarter 2024

If you are interested in getting involved in the construction portion of this project, please scan the below QR code and fill out the attached form. All questions should be directed to NYCFC@TCCO.COM

Building the Future

Turner PROJECT INTEREST

If you have any interest in working on the New York City Football Club Stadium Project, please scan the QR code and fill out the form.

Prime Contractor

• Large volume contractor

• Prior experience handling packages of this size and complexity

Sub-Tier

• Lower volume contractor

• Contractor looking to perform work under a prime contractor

Supplier

• Construction supplier that can deliver materials to Queens New York

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2024

Selling to the Federal Government Webinar
Thursday, July 25, 2024, 1:00 pm–4:00 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required

Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on-line to the federal-government-tickets-21790713611 SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar
Thursday, August 15, 2024, 10:00 am–11:00 am
Online
Main Sponsor(s): US Small Business Administration
Contact: webinars@eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537
Fee: Free; registration required

Welcome to the WOSB webinar series! Are you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>

8(a) Orientation and SAM Registration Webinar
Wednesday, August 21, 2024, 10:30 am–11:30 am
Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
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 additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

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