



NEWS

**INFO** 

**BIDS** 



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## **Avoiding Crisis Management Plan Failures** management firm nDemand Consulting, offer three

By Merilee Kern, MBA

The COVID-19 pandemic has understandably spurred renewed conversation around hospitality, food, and beverage business crisis management. This pertains to how to better plan for and preempt unforeseen disruptions, as well as to aptly navigate through the mire when perilous challenges present—optimally emerging on the other side

stronger than the business was before.

The problem with much of the current discourse—and be assured there's an overabundance to be found—is that it largely regurgitates mindsets and methodologies that are underwhelming in today's complex macro-economic climate, at best, and that have been rendered entirely antiquated given current conditions at worst. Novel challenges like coronavirus demand commensurately fresh ideation-most certainly that intend to help organizations large and small survive and succeed amid today's brand of chaos.

With this in mind, Kiya Dowdy Frazier and Oscar Frazier, principals at the global crisis

modern crisis management techniques that, while somewhat counterintuitive, are duly compelling and convincingly sensible. Affectionately known as the Mr. and Mrs. Smith of crisis management, team Frazier is revered for designing and implementing leading-edge techniques helping federal government agencies, heads of state, corporations, and entrepreneurial small businesses maneuver through, and beyond, menacing circumstances. This includes countering violent extremism (CVE) across seven countries within the continent of Africa. Gaining trust isn't enough

#### Gaining marketplace trust, building relationships,

and even securing leads require radically different approaches in today's post-pandemic world. People have grown weary of misinformation and contradictory statements from those in positions of authority and are perhaps more jaded and doubtful now than ever before. When there is a lack of understanding, or there are credibility concerns, fear and defensiveness take over as the default



operating system and individuals put their guard up. Here is a reframe: The ability to gain trust isn't entirely futile, but rather it's the method of connecting with people that requires change. The first step now begins with "me, too." Far beyond trust, today's

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## IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED,

M/WBE and SDVOB CONTRACTORS, SUPPLIERS AND VENDORS Construction Services for High Line x Moynihan Connector Project **Description of Project:** The work under this contract consists of an elevated pedestrian walkway

connecting the existing High Line Spur at 10th Avenue and 30th Street to the intersection of Dyer Avenue and 31st Street. The walkway will connect the existing High Line to Manhattan West Plaza. It is approximately 600 linear feet and 14,000 square feet. Skidmore, Owings & Merrill (SOM) is the design architect for the project. Thornton Tomasetti (TT) is the structural engineer for the project. The proposed connector design includes steel, precast, and timber elements with immersive plantings, lighting, drainage, and finishes along the walkway. The timber structure is a Warren Truss design, running north-south along Dyer Avenue. **Available Opportunities and Bidding Dates:** 

The following bid opportunities are becoming available: • Site Work—bids due 12/23/21

• Ornamental Metals—bids due 1/7/22

- Miscellaneous Metals—bids due 1/5/22
- Waterproofing—bids due 1/12/22Landscaping—bids due 1/14/22
- If you are interested in Turner Construction's prequalification process and bidding information on this project, please contact Turner's Project Manager Adam Bukberg via email at abukberg@tcco.com

and Purchasing Agent Glenn Dickerson via email at gdickerson@tcco.com. Building the Future



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### Tutor Per **EXPRESSION OF INTEREST FOR M/W/SDVOB/LBE FIRMS TUTOR PERINI / PARSONS JV**

IS CURRENTLY INVITING ALL CERTIFIED PORT AUTHORITY OF NEW YORK

AND NEW JERSEY MBE, WBE, AND SDVOB, AND ALL LBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS To complete and submit their EXPRESSION OF INTEREST for the

AirTrain Newark Replacement Project in the cities of Newark and Elizabeth, New Jersey PANYNJ RFP No. 70027 All interested firms are asked to contact us at EWRAIRTRAIN@TUTORPERINI.COM to receive a copy of our business registration form as well as answer any questions that you may

have. Come and join our team!

## INVITATION TO BID FOR SBE/DVOB FIRMS AND NON-SBE/DVOB FIRMS

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED SBE/DVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

City of New Brunswick and Township of Edison, Middlesex County, New Jersey

New Jersey Turnpike Authority Contract No: T100.523 Bid Date: December 9, 2021 ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, December 3, 2021. 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 Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA *E/C/C/* 



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# Tutor Perin

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Bridge Deck Reconstruction, Milepost 83 to 88 Project in the

JOINT

#### **SKANSKA ECCO III VWE 3 JV** IS SOLICITING COST PROPOSALS FROM NEW YORK **DBE SUBCONTRACTORS AND VENDORS** Van Wyck Expressway Capacity and Access Improvement to JFK Airport Contract 3 **NYSDOT Contract No: D900053**

VENTURE

Bid Date: December 15, 2021 Project overview: The project involves design-build services for the Van Wyck Expressway (VWE) Capacity and Access Improvements to JFK Airport—Contract 3. The project is located

in Queens County, New York. The project will consist of constructing one additional travel lane, with high-occupancy vehicle (HOV) restrictions, in each direction of the Van Wyck Expressway (VWE)

between Kew Gardens Interchange and JFK Airport, reconstructing and/or relocating the exit and entrance ramps within the project limits, constructing or reconstructing nine (9) bridges to accommodate the mainline widening, retaining wall reconstruction, noise barrier installation, and various utility work such as ITS (Intelligent Transportation System), drainage, and sewer. Bidding opportunities: asphalt paving, concrete base pavement, trucking, fills, hauling and disposal, containers, landscaping, 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/micropiles, etc.), line striping,

curb and sidewalks, sawcutting, sawcut grooving, bridge demolition, pavement demolition,

support of excavation, precast barrier, cast in place barrier, bridge bearings, bridge expansion joints, fence, concrete retaining walls, asphalt milling, trailers, cleaning, furniture, computer services, clearing, hazardous material remediation (asbestos, lead, etc.), concrete sealing, contaminated soil disposal, environmental testing, vibration monitoring, settlement monitoring, survey, photography, rodent control, security, BIM modeling, painting, waterproofing, structural steel repairs, crack and spall repairs, community liaison, bird deterrent system, noise barriers, ornamental fence. If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled HEAST EVENTS FOR YOUR BUSINESS

Fee: Free: registration required To help provide a level playing field for woman business owners, the federal government's goal is to award at least five percent of all federal

#### Thursday, December 9, 2021, 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 at https://www.

Selling to the Federal Government Webinar

eventbrite.com/e/how-to-sell-to-the-federalgovernment-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 correctly prior to attending the scheduled class. How to Access the Woman-Owned Small Business Federal Contract Program Repository Webinar

Tuesday, December 14, 2021, 2:00 pm-3:00 pm Main Sponsor(s): US Small Business Administration Contact: Patrice Dozier, 404-331-0118,

SBA and SOS Monthly Webinar

Thursday, January 6, 2022, 9:00 am-11:00 am Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation

contracting dollars to woman-owned small businesses (WOSB) each year. This webinar

Before you can participate in the women's

contracting program, you must either use the

will provide you information on the certification

process for the WOSB federal contract program.

SBA FREE online application or be third-party

beta.certify.sba.gov new portal. Once you register, you will be sent the link for the webinar.

certified. Both methods require you to use the

miguel.moralez@sba.gov Fee: Free; registration required Starting a new business? Looking for capital

Contact: Miguel Moralez, 603-225-1601,

and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office

and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. https://www.eventbrite.com/e/monthlyworkshop-on-sba-programs-resources-at-sostickets-138501643143

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