

Find Private Projects Before They Go to Bid

By Maila Kim

Most contractors hear of private commercial projects at bid time, when relationships and specs are already set. Private projects move through concept, design, and permitting six to eighteen months before a bid ever goes out. The contractors winning consistently are finding opportunities at the planning stage.

opportunities for private projects early in the game, you're missing out on sixty percent of commercial projects in the United States.

Most contractors enter the game at the bidding stage, often too late to influence key decisions. By accessing projects during the planning or design phases, you can build relationships with architects and developers; position your company as a preferred contractor; and gain insights into project scope and requirements before they're locked in.



location, and scope; and real-time updates and alerts so you see changes as they happen.

2. Building Permit Databases
When a developer files for a commercial building permit, that's a public record even if the

Why Most Contractors Show Up Too Late

If you're learning about a private commercial construction project when the bid invitation hits your inbox, you're already behind.

Private projects don't follow the same public posting rules as public commercial work. There's no mandatory advertisement period, no required notice, and no central bulletin board. The owner decides who gets invited, and the general contractor decides which subs make the list.

By the time a project shows up on a bid board, chances are key relationships for the project have already been formed. If you're not getting

Where Are Private Projects Listed?

Private projects, by definition, aren't required to be publicly posted. But that doesn't mean they're invisible. Here are top sources for discovering private commercial construction projects early:

1. Construction Intelligence Platforms
Tools such as ConstructConnect Project Intelligence provide access to over 825,000 active projects with more than 100,000 private commercial projects published within the last twelve months. Using a data platform replaces time-consuming manual searches and offers verified leads at the planning and design stages; filters for project type,

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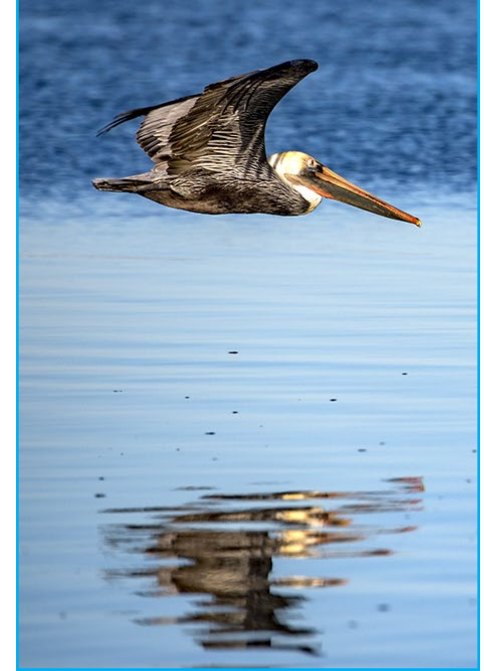
2026

Federal Contracting for Small Businesses Webinar
Tuesday, May 12, 2026, 11:00 am–12:30 pm CDT Online
Main Sponsor(s): US Small Business Administration
Contact: Irene Gonzalez, 208-334-1673, irene.gonzalez@sba.gov
Fee: Free; registration required
Learn the essentials of federal contracting for small businesses. This event will cover the basics of navigating the federal contracting process, as well as the various certifications available to help your small business succeed in the government marketplace. Certifications include: 8(a) Business Development Program, HUBZone Certification, Woman Owned Small Business (WOSB/EDWOSB), and Veteran Owned Small Business (VOSB). Don't miss this opportunity to gain valuable insights and resources to help your small business. Register at <https://www.eventbrite.com/e/federal-contracting-basics-and-certifications-for-small-businesses-tickets-1977729720834>

SBA 101: Introduction to SBA Programs Webinar
Monday, May 18, 2026, 8:00 am–9:00 am CDT Online
Main Sponsor(s): US Small Business Administration, Rhode Island District Office
Contact: Brian Hopkins, 401-528-4575, brian.hopkins@sba.gov
Fee: Free; registration required
This free workshop, presented by the Rhode Island

District Office, is designed to help entrepreneurs understand the various SBA programs and services available to help them as they start, expand, grow, and recover their businesses. This overview presentation covers: Introduction to the SBA; SBA Resource Partner Network—Business Training and One-on-One Counseling; Selling to the Federal Government—SBA Contracting Certification Programs; Access to Capital—Loan and Surety Bond Programs; International Trade Assistance; Emergency Preparedness and Disaster Assistance Loans. Register online for the free workshop webinar at <https://www.sba.gov/event/80669>

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
Tuesday, June 16, 2026, 1:00 pm–3:00 pm CDT Online
Main Sponsor(s): US Small Business Administration
Contact: Patrice Dozier, patrice.dozier@sba.gov
Fee: Free; registration required
SBA is creating a space for Woman-Owned Small Businesses, via WOSB certification! 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 include an overview of the self-certification process, and a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-certification-program-tickets-1986913543896>



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