



SCORE Supports Small Business Success

By SCORE

WASHINGTON—Black-owned businesses generate more than \$183 billion in annual revenue, according to United States Census data. To contribute to this ongoing success, SCORE—mentors to America's small businesses and a resource partner of the United States Small Business Administration—encourages Black entrepreneurs to seek out a mentor who can support them on their business journey.

Mentorship boosts business

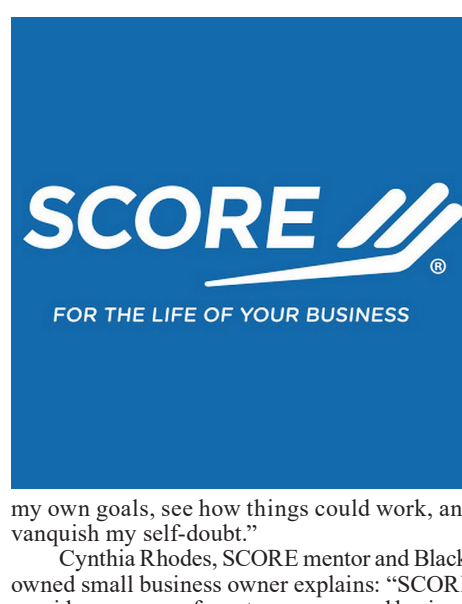
Entrepreneurs who work with a mentor are five times more likely to start a business—and report higher revenues and increased business growth. When Christopher Gauthier founded Health Sitter Solutions in 2021, he turned to SCORE for guidance and was matched with mentor Jim Madormo. "Jim's background as an accountant and a business owner was essential to revamping our business plan and improving our communication with investors and banks," said

Gauthier. "He introduced us to SCORE mentor Deborah Newkerk, who worked with us to give our client presentation a well-deserved upgrade and clear message."

Resources and advice

SCORE provides specific resources for Black entrepreneurs to overcome challenges and obstacles on the path to small business success. In addition to free expert small business mentoring, SCORE offers on-demand webinars and training, including a five-part financial literacy course focused on how to effectively manage business finances, develop plans for growth, and navigate the complexities of accessing capital.

In 2020, SCORE client Andrea Durham founded a consulting firm, the Durham Research Collective, when she saw a need for more diversity in the clinical research field. "SCORE workshops helped me learn about government contracting, consulting, and how to form my LLC," said Durham. "Most importantly, I've had a SCORE mentor since I started taking clients. My mentor, James Lewis, has helped me stay on track with



my own goals, see how things could work, and vanquish my self-doubt."

Cynthia Rhodes, SCORE mentor and Black-owned small business owner explains: "SCORE provides an avenue for entrepreneurs and business

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 vendors, suppliers, subcontractors

[Click for details](#)

American Bridge

American Bridge Company is seeking DBE/MBE/SDVOB subcontractors, suppliers

[Click for details](#)



Small Business Exchange Northeast DEI

- Advertise
- ITB to Targeted (NAICS/SIC/UNSPSC) Certified Businesses
- Telephone Follow-Up (Live)
- Agency/Organization Letters
- Computer Generated Dated and Timed Documentation
- Customized Reports Available

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



GSA Silvio J. Mollo Project

ATTENTION:
 All Small Businesses, VOSB, SDVOB, HUBZone, SDB and WOSB (including Vendors & Suppliers)

Turner

IS HOSTING INFORMATION SESSIONS FOR THE GSA SILVIO J. MOLLO FEDERAL BUILDING PROJECT. JOIN US FOR A VIRTUAL SESSION AND IN-PERSON SESSION TO LEARN ABOUT THE PROJECT, UPCOMING BID PACKAGES AND SCHEDULE.

SAVE THE DATE	Virtual Session: Tuesday, 2/13/2024 11AM - 12PM EST Click to register	Scan to register: 	In-Person Session: March 2024 Location and Time TBD Click to register	Scan to register:
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Description of Project:
 The GSA Silvio Mollo modernization project will renovate and provide new offices for the Criminal Division of the United States Attorney's office (USAO) for the Southern District of New York. The scope of the project includes a major rehabilitation of the existing 10 story building. This will also include demolition of all existing components down to the base structure, new MEP systems, a full interior fit-out, a new curtain wall and metal panel facade, enhanced security measures, and expansion of the existing building floor plates. The project is also pursuing LEED Platinum certification.

If you are interested in Turner Construction's Prequalification process and bidding information on this project, please email gsalivioollo@tcco.com.

J.F. Shea Construction, Inc.
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BIDDING OPPORTUNITY

City of Valhalla, New York, with the following certifying authority: SBA, DOT, New York State, New Jersey, Connecticut

Inviting qualified contractors, specifically firms within New York State, to contact J. F. Shea Construction, Inc. (prime contractor listed below) regarding subcontracting services and material supply opportunities in connection with Tunnel and Shafts Project in the City of Valhalla, New York NYC DEP Contract No. KENS-EAST-1 Bid Date: March 28, 2024

Opportunities to participate exist in the following specific areas of soil/rock excavation, hauling, excavation support systems, deep foundation system (slurry walls or secant piles, soldier beams), dewatering systems, structural steel, engineering, survey, geotechnical instrumentation and monitoring services, materials testing, demolition and site preparation, tree removal, aggregates and fill, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, cured in-place concrete structures, cast-in-place pipe lining, reinforcing steel, ground stabilization, shotcrete, concrete finishing, miscellaneous metals, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, temporary electricians, waterproofing, service utilities, grouting, electrical/I&C, river bank stabilization, drilled shaft, pest control, IT services, waste disposal, cleaning services, and security.

Any business seeking to participate as a DBE in the contract that is not currently certified as set forth above is encouraged to contact the certifying authority for SBA, New York State, State DOT, New Jersey, or Connecticut to obtain current certification.

NYC DEP has an FTP site where you can view all plans, specifications, and addendums for your convenience. Please contact Aimee Remo at (909) 594-0990, aimee.remo@jfshea.com, to receive instructions on accessing the FTP site.

J. F. Shea Construction, Inc.
 667 Brea Canyon Road, Suite 22
 Walnut, CA 91789
 Phone: 909-594-0990 Fax: 909-869-0827
 Send Inquiries/Certifications to Aimee Remo: aimee.remo@jfshea.com

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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.

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 Placed in various Small Business Exchange Northeast digital publications each month, and at www.sbenortheast.com

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Call for more information: 800-800-8534

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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: April 15, 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

J.F. Shea Construction, Inc.
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J. F. SHEA CONSTRUCTION, INC.
BIDDING OPPORTUNITY

Gateway Development Commission (GDC), with the following certifying authority: UCP of New York and New Jersey

Inviting qualified contractors, specifically firms within New Jersey and New York State, to contact J. F. Shea Construction, Inc. (prime contractor listed below) regarding subcontracting services and material supply opportunities in connection with Palisades Tunnel Project in North Bergen and Hoboken, New Jersey GDC Contract Bid Date: April 25, 2024

Opportunities to participate exist in the following specific areas of soil/rock excavation, hauling, excavation support systems, deep foundation system (slurry walls or secant piles, soldier beams), dewatering systems, structural steel, engineering, survey, geotechnical instrumentation and monitoring services, materials testing, demolition and site preparation, tree removal, aggregates and fill, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, cured in-place concrete structures, cast-in-place pipe lining, reinforcing steel, ground stabilization, shotcrete, concrete finishing, miscellaneous metals, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, temporary electricians, waterproofing, service utilities, grouting, electrical/I&C, river bank stabilization, drilled shaft, pest control, IT services, waste disposal, cleaning services, and security.

Any business seeking to participate as a DBE in the contract that is not currently certified as set forth above is encouraged to contact the Unified Certification Programs (UCPs), New York UCP—https://nysucp.newyorkcontracts.com and New Jersey UCP—https://njucp.dbesystem.com to obtain current certification.

J. F. Shea Construction, Inc., has an FTP site where you can view all plans, specifications, and addendums for your convenience. Please contact Aimee Remo at (909) 594-0990, aimee.remo@jfshea.com, to receive instructions on accessing the FTP site.

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TUTOR PERINI CORPORATION, AN EEO EMPLOYER
IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED MBE, WBE, AND SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

George Washington Bridge—Rehabilitation of Structural Steel PANYNJ Contract No. GWB-244.287 Bid Date: February 21, 2024

Brief description of work:
 The work under this contract consists generally of rehabilitating of structural steel and concrete, removal of lead and asbestos-containing paint, repainting the underside of the lower level, replacement of maintenance travelers, center median upgrades, and related work at the George Washington Bridge lower level, and above the Hudson River, the New York City Park area, the New Jersey Palisades Interstate Park, and the vicinities thereof in New York and New Jersey. The work under Contract GWB-244.287 consists generally of bridge maintenance, travelers' maintenance, repairs, testing, and system upgrades. GWB-244.287M—Agreement to Perform Maintenance of the George Washington Bridge Maintenance Travelers and Associated Systems.

Participation goals: 20% MBE, 10% WBE, and 3% SDVOB

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Wednesday, February 14, 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!

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 2024

SBA and SOS Monthly Webinar
Thursday, March 7, 2024, 9:00 am–11:00 am Online
Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division
Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
Fee: Free; registration required
 Starting a new business? Looking for capital 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/secretary-of-state-quickstart-and-small-business-administration-programs-tickets-262004180557

8(a) Orientation and SAM Registration Webinar
Wednesday, March 20, 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 free webinar, visit https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947

Selling to the Federal Government Webinar
Thursday, March 28, 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 at https://www.eventbrite.com/e/how-to-sell-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.

