

Why Ads Are Worth Reading Every Time

By Leslie Ann McMillan

Your mission in life is to fulfill your purpose. Certainly, that is true on a personal level. It can also be true in your business or community enterprise. You are receiving this instrument of communication—and others like it—from Small Business Exchange Northeast because somehow, sometime, somewhere, you took concrete steps to participate in the great and worthy purpose of public involvement through business or service, including building or supplying public projects or institutions.

We have walked that road, too. For more than forty-one years, Small Business Exchange has existed to help connect small businesses, prime contractors, large businesses, agencies, groups, organizations, and institutions in the valuable fulfillment of specific projects and opportunities.

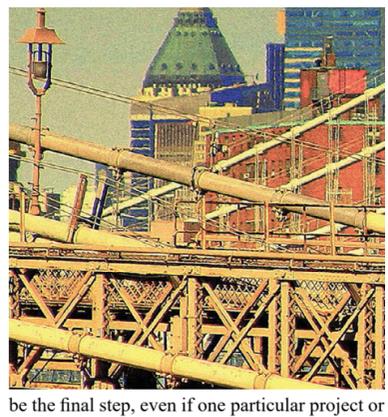
When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

From the basic value of expanding worthwhile knowledge to the potential gain of landing a great contract, you will truly benefit from a few minutes of reading not only the headlines and articles, but especially the advertisements regarding specific projects and active companies with which you might connect.

If you have seen an advertisement before, read it again! The latest edition might have some new details—or you might be in a new situation that warrants another look at a familiar opportunity.

You will find pertinent information on enormous projects that must have small business participation in order to move forward. Most of the readers of these words are small business people. Some of these people and their enterprises are excellent matches for the projects or companies presented here. You might be one of them.

If you think there is a potentially suitable connection between your enterprise and one of the advertised projects or companies, you are just a call or email away from entering a conversation that might prove to be an excellent step forward either now or in the future. The first step need not



be the final step, even if one particular project or company is not a good fit right now.

One of our key purposes at Small Business Exchange Northeast is to encourage small diversity businesses to keep walking a little further and

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 Click to read more

Sub-Bid Requests

American Bridge
American Bridge Company is seeking DBE subcontractors, suppliers

[Click for details](#)

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

Design-Build Services for Second Avenue Subway, Phase 2— Tunneling and Structural Shell Project
MTA Construction and Development Contract No. C-26202
Bid Date: July 16, 2025

Description of project:
This contract is the second contract of Phase 2 of the Second Avenue Subway Program. Phase 1 of the program extended the Q Line subway service from 63rd Street and Lexington Avenue to 96th Street and 2nd Avenue and has been open to the public since 2017.

Phase 2 of the program will extend the Q Line subway service from the 96th Street Station to 125th Street and Lexington Avenue. This contract will be for the rehabilitation of an existing MTA tunnel constructed in the 1970s, the construction of two bored running tunnels and associated cross passages, and for the construction of the structural shells for the 116th Street and 125th Stations and associated construction of shafts and adits at the future ancillary and entrance sites, and for the construction of the shaft and adits at the end of tail-track tunnels.

Many bidding opportunities are available: geotechnical instrumentation, haul and dispose soil, rodent control, photography, rebar fabrication, electrical sub, soil and water sampling, office trailers, fencing, curbs and sidewalks, site work, security guard service, utility work, QA/QC inspections, CPM, MPT, road paving, striping, survey, landscaping, building demo, SOE/ground improvements, lead and asbestos abatement.

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

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 four 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

1984 **41** Years 2025



LaGuardia Business Services

Embracing Innovation
Government & Business
Expo

REGISTER HERE

FRIDAY
JUNE 27, 2025
8:30am - 2:00pm

Celebrating 25 YEARS of Client Success!

LaGuardia Community College
E Building Atrium
31-10 Thomson Avenue, Queens, NY 11101

Logos for LaGuardia Community College, CUNY, U.S. Department of Commerce, Goldman Sachs 10,000 small businesses, SBTRC Northeast Region, and ny1 sbdc.

SMALL BUSINESS EXCHANGE NORTHEAST

PUBLIC LEGAL NOTICES

With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

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

Special Follow-Up 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

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SKANSKA
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Design-Build Services for LIRR West Side Yard Flood Mitigation Measures
MTA Construction and Development Contract No. 6401
Bid Date: June 27, 2025

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

SMALL BUSINESS EXCHANGE NORTHEAST

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

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

Advertise in our digital EXTRA

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2025

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
Tuesday, June 17, 2025, 2:00 pm–4:00 pm 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-1123663631169

8(a) Orientation and SAM Registration Webinar
Wednesday, June 18, 2025, 10:30 am–12:30 pm 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. For this and other events, one goal is to better address the needs of attending current and soon-to-be business owners. To register for this free webinar, visit https://www.sba.gov/event/651168

Selling to the Federal Government Webinar
Thursday, June 26, 2025, 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 online 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 Information. All training sessions are held via Microsoft Teams Meeting.