



SCORE Supports Small Business Success

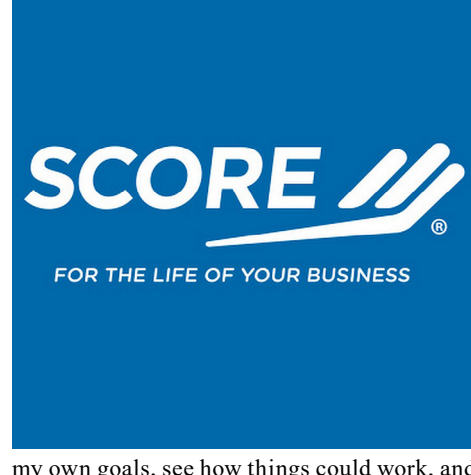
By SCORE

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 Collaborative, 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

MAKING CONNECTIONS

INCREASING AWARENESS & ELEVATING CONSTRUCTION TRADE OPPORTUNITIES

Turner Construction and New York City Football Club is building the first and only stadium dedicated to soccer in your hometown in Queens NY!!!

Join us for a Workforce Informational Expo to learn more about one of NYC's leading industries. Workforce experts will share their knowledge on how to enter pre-apprenticeship programs and join the union.

NYCFC Workforce Expo

Scan QR Code & Register to confirm your spot!

WHERE
 Bulova Corporate Center
 75-20 Astoria Blvd S.
 East Elmhurst, NY 11370

WHEN
 Thursday, February 20, 2025
 3:30 PM to 6:30 PM
 Free Parking Available at Bulova Center

For more information about this event, email nycfc@tcco.com

Please join Turner and the NYC Football Club for a Workforce Resource Expo at the Bulova Corporate Center in Queens as part of the NYCFC Project. The outreach initiative’s goal is to inform the community and raise awareness about the trades. The message will come directly from unions, trade partners, and organizations that offer pre-apprenticeship programs.

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 three 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

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 Targeted mailings sent to businesses chosen according to your criteria

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 Telephone follow-up calls using a script of five questions that you define

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 Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

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 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

Tutor Perini COWI

DESIGN-BUILD JOINT VENTURE
 TUTOR PERINI CORPORATION DESIGNER, AN EEO EMPLOYER, AND COWI CONSULTING INC.

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

Design-Build Services for the Main Cable Dehumidification at the Verrazano Narrows Bridge in the Borough of New York Project
 MTA Construction and Development Contract No. VN-8Q
 Bid Date: April 18, 2025

Description of work:

1. Installation of a main cable dehumidification system on the four cables of the Verrazano Narrows Bridge;
2. Replacement of the cable band bolts throughout all four main cables;
3. Internal main cable inspection of 12 panels;
4. Internal inspection of four additional main cable panels as directed by the PCEO;
5. Replacement of the messenger cables on the main cables;
6. Replacement of the aerial obstruction lights and supports on the main cables;
7. Installation and removal of temporary main cable access platforms necessary to perform the work;
8. Provide maintenance and protection of traffic throughout the project;
9. Installation of an acoustic monitoring system on all four cables;
10. Replacement and painting of all hand ropes and stanchions on all four cables;
11. Maintenance and monitoring of the main cable dehumidification system for five (5) years after commissioning and system acceptance; and
12. Maintenance and monitoring of the acoustic monitoring system for 5 years after commissioning and system acceptance.

Goals: 15% MBE, 15% WBE, 6% SDVOB

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, April 11, 2025. Proposal bid date April 18, 2025. 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!

SKANSKA

SKANSKA USA CIVIL

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

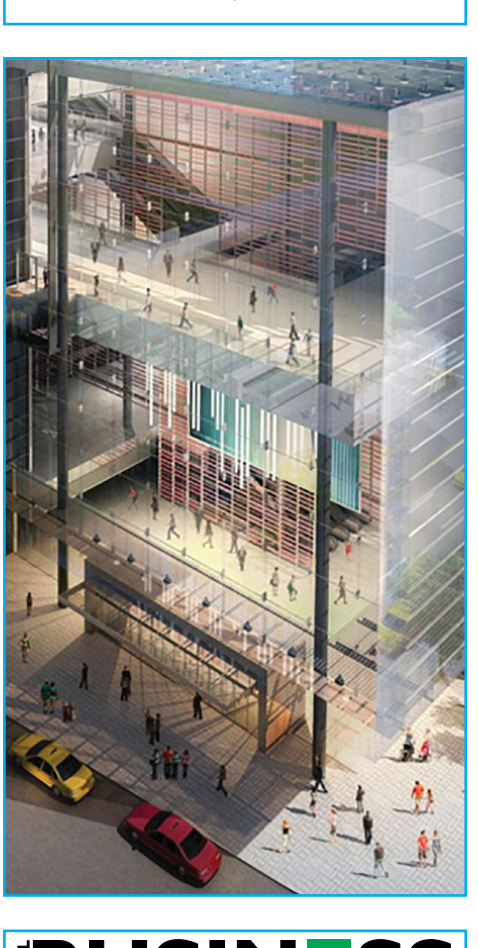
Design-Build Services for LIRR West Side Yard Flood Mitigation Measures
 MTA Construction and Development Contract No. 6401
 Bid Date: April 3, 2025

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 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

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2025

Selling to the Federal Government Webinar
 Thursday, February 27, 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-1013616774057> 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.

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
 Tuesday, March 18, 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!

8(a) Orientation and SAM Registration Webinar
 Wednesday, March 19, 2025, 10:30 am–12:00 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. To register for this free webinar, <https://events.gcc.teams.microsoft.com/event/ec626876-b580-460c-aa0e-dc00f8bfdb2e2@3c89fd8a-7f68-4667-aa15-41ebf2f08961>

SMALL BUSINESS EXCHANGE NORTHEAST

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