



# SCORE and Diverse Supplier Certification

**By SCORE**

WASHINGTON—Of the 1.1 million minority-owned employer businesses in the United States, 99.9 percent are small businesses. But not all of these businesses are certified as diverse suppliers, despite being eligible. Getting certified as a diverse supplier offers small business owners the opportunity to expand market share, grow their companies, discover new partners, and create new revenue streams, according to SCORE, a resource partner of the United States Small Business Administration. To take advantage of these benefits, SCORE encourages diverse supplier certification for those that qualify.

it exceeds this allocation. For example, in 2019, it awarded up to \$132.9 billion in federal contract dollars to small businesses, representing 26.5 percent of prime contract dollars.

“Supplier diversity is a strategic way of making your supply chain more inclusive,” explains Towanda Livingston, a SCORE mentor and expert in DEI and supplier diversity. “Organizations diversify their purchasing and contracting activities by facilitating pathways for minorities, women, and marginalized groups to not only gain access, but actually win contracts and opportunities.”



**What is a diverse supplier?**

A diverse supplier is a business that is at least 51 percent owned and operated by an individual or group that is part of a traditionally underrepresented or underserved group. The federal government aims to award up to 23 percent of its prime contract dollars to certified small businesses. In some cases,

**How can small business owners get certified?**

To qualify as a diverse supplier, in most cases, a small business must be in business for a minimum of two years. Any company that wants to do business with the federal government must register on the System for Award Management (SAM) and keep its account active. A SCORE mentor can help small business owners to navigate the certification process, including how to get started and find potential opportunities.

“The first thing to do is look at who is buying your product or service today,” said SCORE mentor Karen Williams. “Because if they’re a larger business and have some social responsibility they will have a supplier diversity program.”

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

# Sub-Bid Requests

**George Harms Construction** is seeking SBE/DVOB vendors, suppliers, subcontractors

[Click for details](#)

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## 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.

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**SKANSKA**  
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**IS SOLICITING COST PROPOSALS FROM NEW YORK AND NEW JERSEY DBE SUBCONTRACTORS AND VENDORS**

**Manhattan Tunnel Project**  
 Gateway Development Commission RFP No. GDC23-005  
 Bid Date: November 7, 2024

**Description of project:**  
 The Manhattan Tunnel consists of two separate mined tunnels to be constructed utilizing Sequential Excavation Methods (“SEM”) tunneling techniques in combination with in-situ ground improvements (e.g., ground freezing and jet grouting) from about 50 feet west of the Manhattan Bulkhead (“Bulkhead”) to an interface with the HYCC-3, within the Hudson Yards. The construction of two sets of shafts for support of tunnel excavation: the Temporary Shafts (located by the Manhattan bulkhead) and the 12th Avenue Shaft.

**Many bidding opportunities are available:** geotechnical instrumentation, haul and dispose soil, rodent control, photography, rebar fabrication, electrical sub, soil and water sampling, park restoration, office trailers, fencing, curbs and sidewalks, site work, security guard service, utility work, QA/QC inspections.

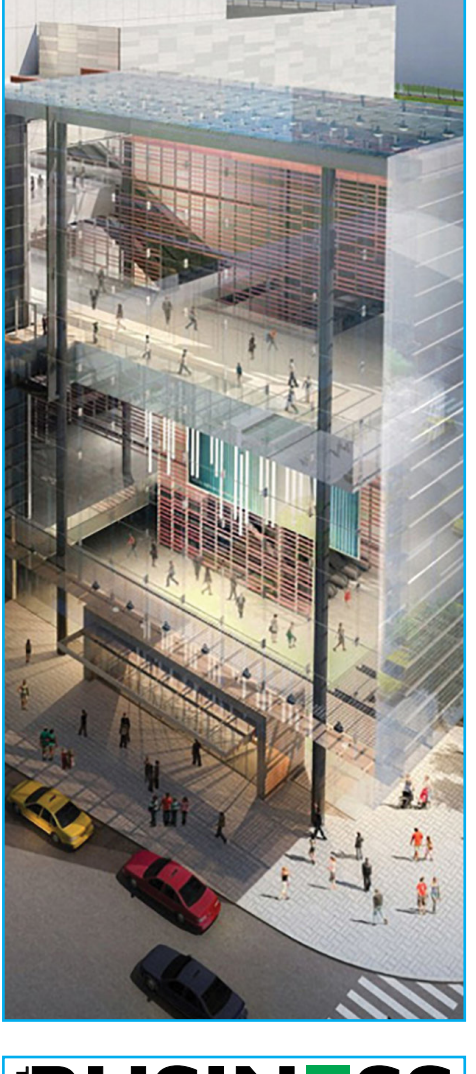
If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: [Aislinn.Speranza@skanska.com](mailto:Aislinn.Speranza@skanska.com) • EOE/M/F/Vet/Disabled

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

**AirTrain Newark Replacement Program—Guideway and Stations Project**  
 in the City of Newark, New Jersey  
 PANYNJ RFP No. 6000001763  
 Bid Date: August 29, 2024

**Brief description of work:**  
 The New AirTrain will replace the existing AirTrain, which opened in 1996, has outlived its useful life, and does not currently provide customers with the modern customer service amenities and service reliability expected of a world-class automated people mover (APM) system. The New AirTrain will include three new stations, and connect to the new modern Terminal A, the future Terminal Two (currently Terminal B), the Airport’s new ConRAC facility, and the Northeast Corridor Rail Link Station, linking AirTrain customers to regional rail and light rail networks, and thereby encouraging customers and Airport employees to use public transit to and from the Airport. The New AirTrain will be designed to maximize customer convenience with seamless connections to other forms of transportation and provide modern amenities in AirTrain stations and in vehicles (e.g., high-speed Wi-Fi, count-down clocks, and real-time flight information) to enhance the customer’s end-to-end journey.

**Invitation to Bid for M/W/SDVOB/LBE Firms: MBE 20%, WBE 10%, SDVOB 3%, and LBE 10% ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Thursday, August 22, 2024.** Administrative and technical proposal bid date August 29, 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!



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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: October 11, 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](mailto:Aislinn.Speranza@skanska.com) • EOE/M/F/Vet/Disabled



**Turner**  
**IS SOLICITING COST PROPOSALS FROM NEW YORK CITY CERTIFIED, MWBE and LOCAL CONTRACTORS AND CONSTRUCTION SUPPLIERS. PLEASE NOTE THIS IS A UNION PROJECT.**

**Construction Services for the New York City Football Club Stadium Project**

**Description of Project:** The project consists of an over 600,000 GSF open-air soccer stadium with an approximate 25,000-seat capacity including State-of-the-art video, scoreboards, & sound system. The stadium will be located adjacent to Citi Field in Flushing Queens, NY. The Stadium will also be the location of the NYCFC and City in the Community Non-Profit Headquarters. This project will include concrete, structural steel, HVAC, Electrical, Fire Protection, and much more.

**Available Opportunities and Bidding Dates:**  
 -Exterior Wall Trades – Package to be released April 2024  
 -MEP Trades – Package to be released 3rd Quarter 2024  
 -Architectural Trades – Packages to be released 3rd and 4th Quarter 2024

If you are interested in getting involved in the construction portion of this project, please scan the below QR code and fill out the attached form. All questions should be directed to [NYCFC@TCCO.COM](mailto:NYCFC@TCCO.COM)

*Building the Future*

**Turner PROJECT INTEREST**

If you have any interest in working on the New York City Football Club Stadium Project, please scan the QR Code and fill out the form.

**Prime Contractor**

- Large volume contractor
- Prior experience handling packages of this size and complexity

**Sub-Tier**

- Lower volume contractor
- Contractor looking to perform work under a prime contractor

**Supplier**

- Construction supplier that can deliver materials to Queens New York

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For more info contact Valerie Voorhies at [vvv@sbeinc.com](mailto:vvv@sbeinc.com)

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

**NORTHEAST EVENTS FOR YOUR BUSINESS 2024**

**Selling to the Federal Government**  
 Thursday, September 12, 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](mailto: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.

**Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar**  
 Tuesday, September 17, 2024, 2:00 pm–3:30 pm  
 Online  
**Main Sponsor(s): US Small Business Administration**  
 Contact: Patrice Dozier, [patrice.dozier@sba.gov](mailto:patrice.dozier@sba.gov)  
**Fee: Free; registration required**  
 Welcome to the WOSB webinar series! 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 will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Eventbrite for this free webinar at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-program-tickets-817459181417>

**8(a) Orientation and SAM Registration Webinar**  
 Wednesday, September 18, 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](mailto: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>