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CHRISTIE ADMINISTRATION CONGRATULATES 17 NEW JERSEY BUSINESSES ON GRADUATING FROM SMWBE CONTRACTOR TRAINING PROGRAM

Eight Week Seminar Provides Small, Minority and Women-Owned Business Enterprises with Tools and Knowledge on How to Do Business with Schools Development Authority



TRENTON – Yesterday marked the culmination of the New Jersey Schools Development Authority’s (SDA) third offering of its SMWBE Contractor Training Program. SDA is pleased to announce that 17 New Jersey small, minority and women-owned business enterprises have successfully completed this year’s program.

“This training program is just one vehicle whereby the Christie Administration is looking to assist in the growth of New Jersey’s small, minority and women-owned businesses,” said SDA CEO Marc Larkins. “As the SDA continues to advance a portfolio of projects that represent more than \$2 Billion in total project costs, I am hopeful that the training these graduates have received will better position them to get involved in school construction projects and other opportunities throughout the state.”

The SMWBE Contractor Training Program culminated with a Graduation Ceremony and Networking Event was held at the SDA’s offices in Trenton. Following a formal presentation of graduation certificates, graduates had an opportunity to network with general contracting firms and representatives of organizations that can further benefit their growth.

The SMWBE Contractor Training Program is designed to provide small, minority and women-owned business enterprises in New Jersey with valuable knowledge on how to do business with the SDA and provide these firms with the tools necessary to successfully compete for SDA construction projects. The program is comprised of eight weeks of seminars taught by SDA personnel and industry professionals. The graduating firms are also taking the steps necessary to become prequalified with the Authority, a requirement to do business with SDA. To date, 45 firms have successfully completed the SDA’s SWMBE Contractor Training Program. Previous graduates of the program have become prequalified with the State to do business, have obtained government contracts and increased their professional network.

Participating firms have consistently expressed overwhelming satisfaction with the program and in its ability to help them grow and improve their business.

“Not only were lectures relevant and appropriate, but they fostered an environment where companies that typically would be competing to earn the public/private(s) business can instead collaborate and develop effective business campaigns,” said Christopher Lyons of Integrated Asset Management Services, in Lumberton, New Jersey. “It was also beneficial to know that throughout the twelve weeks we had access to members of the SDA with years of construction and project management experience at our disposal. The success of this program was the well thought out classroom topics and carefully selected presenters all of whom availed themselves during the course of this program at all times. Upon conclusion of this program, I feel confident in my firm’s readiness for emerging SDA programs and welcome the challenge.”

“The Schools Development Authority’s program gives small businesses opportunities to grow and expand their companies in the larger public business arena,” said Renee Foggia of Asphalt Restoration Enterprises, LLC in Tinton Falls, New Jersey.

The 2013 classes, held in Trenton and Newark and facilitated by SDA staff and industry professionals, covered topics including:

- How to Do Business with the SDA
- Marketing Construction Services
- Construction Cost Estimating
- Basics of Scheduling
- Basics of Budgeting
- Basics of Accounting
- Contract Law
- The Bid Process

“The SDA consistently meets the goals of our SBE program, awarding 25% of the total dollar value of every publicly advertised contract procured by the SDA to small businesses,” said CEO Marc Larkins. “However, we are always striving to provide opportunities for the involvement of even more SMWBE firms throughout the state.”

The 17 graduating firms are:

- Advanced Engineering Group, LLC of Princeton, Mercer
- Alimi Builders, Inc. of Wyckoff, Bergen
- Asphalt Restoration Enterprises, LLC of Tinton Falls, Monmouth
- BABS Engineering, PC of Union, Union
- CMI Architecture & Interior Design of Colonia, Middlesex
- Garden State Commercial Services, LLC of Rahway, Union
- Integrated Asset Management Services, LLC of Lumberton, Burlington
- JEM Contracting, LLC of Lakewood, Ocean
- Kapris, Inc. of Edison, Middlesex
- Lusotech, LLC of Newark, Essex
- Mardel Electrical Contractor, LLC of Montvale, Bergen
- MFS Consulting Engineers, LLC of South Plainfield, Middlesex
- North Star Construction of Newark, Essex

- Rahbari Geotechnical Engineering of Camden, Camden
- Rock Solid Construction of Newark, Essex
- Tripoint Construction & Mechanical, LLC of Cherry Hill, Camden
- Wolfe Painting, Inc. of Millville, Cumberland

For more information about the SMWBE Contractor Training Program and other small business programs and opportunities, visit <http://njsda.gov/Business/Compliance/SBE.html>.

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