



NEWS

INFO

BIDS



Volume 34, Edition 9E • March 13, 2018

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B2B Bartering to Optimize Business Cash personal nature of doing business nearby facilitates Editor's note: As a free service, the Union

Bank Small Business Resource Center provides articles and general information offering helpful tips, best practices, and tools. The following is one article on their website. You can find more here: www.unionbank.sbresources.com One of the oldest forms of exchange still

works for businesses looking to optimize their cash flow while providing and receiving value for their products and services. Here's how bartering can legitimately help you grow your business.

For many small enterprises, cash is the

lifeblood that keeps the heart of the business pumping. For business owners looking to optimize their use of cash, bartering with other businesses can be a winning solution. Barter creates win-win situations by allowing products or services to be exchanged for equivalent products or services from another business, all with minimal or no cash consequences. There is a variety of credible ways to establish

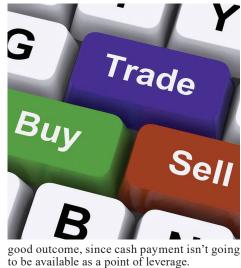
barter relationships with other businesses. Tapping into the local business community is a method that allows for a high degree of certainty, as the

trust and reputation-building. There are also online tools available to extend the reach of businesses looking to barter their services across geographic regions. Whether you are considering bartering in your local or digital community, keep in mind

the following best practices. Fairness Is Rule Number One. It may be tempting to heavily "discount" barter or otherwise

reduce the value in work done without cash payment, but the reality is cash is just one of many ways of paying for products and services. Don't allow the method of payment to determine the value you put on your time and effort. When both businesses in a bartering arrangement are giving and getting fair value, everyone comes away the better for it. Keep It Formal. Just because money isn't changing hands doesn't mean the expectations

should be any different. Follow your normal practices around contracting and follow-up. If anything, apply extra diligence to the process of establishing a relationship to make sure of a Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984



Maintain Your Requirements. It isn't worth

saving a little cash if it puts your business in a bad spot. Setting the bar lower for a business providing Click to read more

SKANSKA



MWBE/SBE/SED vendors, suppliers, subcontractors



on this project **Contracting Goals are as follows:** Hire local Vendors and Subcontractors from qualified New York State certified: Minority Business Enterprise (MBE)

Women's Business Enterprise (WBE) New York State Service-Disabled Veteran-Owned Business (SDVOB)

Scope of Work This project consists of the following Subcontractor Trades:

Union Labor is required for Electrical Subcontractor

Dirt Road Construction, SWPPP Electrical: AC and DC electrical system installation, Substation installation This project consists of procuring

the following equipment:

Subject to Swinerton Prequalification Process

Site Work: Surveying, Clear and Grub, Earthwork,

Foundations **Flectrical Material**

Prior Utility-Scale PV experience is required (Subcontractor shall have completed a minimum project size of 5 MWac within the last 3 years)

If interested in bidding, please contact Andrew Johnson for Pregualification, Bid Documents, and formal Scope of Work. Bid Date is April 13, 2018, at 2:00 pm

Bids to be received at: **Swinerton Builders** 16798 West Bernardo Drive • San Diego, CA 92127 Attention: Andrew Johnson

Or via email to: anjohnson@swinerton.com

Phone (858) 815-2471 • Fax: (858) 622-4044 We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a US Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter

separate term. At our discretion, a pio doita almon letter of bondability from a US Treasury-listed surety may be required within 48 hours of demand. Swinerton Builders is an equal opportunity employer requesting subcontractor bids from all interested firms including disadvantaged, minority, veterans, and emerging small business enterprises. BUSINES! SBE OUTREACH SERVICES

With over 1.6 million businesses in our

active database-the country's largest nonpublic diversity database—SBE sets the professional standard for diversity outreach across the nation. For 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 Fax, Email, and Postal Solicitations Targeted mailings sent to businesses chosen according to your criteria

Telephone follow-up calls using a script of

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

Live Call Center Follow-Up

five questions that you define

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



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Special Follow-Up Services

Custom design and development of services that you need for particular situations such as small business marketing, diversity goal

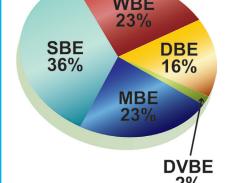
Serving CT, ME, MA, NH, NJ,

NY, RI, VT, or any other states

that you need to reach









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San Francisco, California 94107

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CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM **West End Connection, Amtrak Empire Tunnel** Bid Date: March 22, 2018

SKANSKA USA CIVIL

IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS

Amtrak Contract No: X036-18030

Description of project: The rehabilitation of the track infrastructure along the AE Line in Manhattan between MP 0.00 and MP 11.0 and the construction of a new storage yard at 72nd Street. Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator:



How To Get Involved: LLTJV Issues Notice of Interest (NOI) emails to all LLTJV registered vendors notifying them of upcoming 1st tier

Jacob K. Javits Convention Center Expansion Project

Owner: New York Convention Center Operating Corporation (NYCCOC) located in New York City, NY

opportunities on the project. To Register as a Vendor with LLTJV (copy and paste the link below in your browser to complete the online short registration form)

Julia.Omanoff@skanska.com

https://goo.gl/forms/jC7qTF9Npi4WLIL03 Note: All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV, and do not need to complete the online form. Please contact us if your firm is not currently receiving LLTJV NOI's.

Get or Update Your MWBE & SDVOB Certificate: LLTJV seeks certified firms for every 1st Tier Subcontract Opportunity. Seeking to be certified or re-certified? Visit esd.ny.gov/mwbe-new-certification to learn more about eligibility, requirements, and how to get started. Have a question

about certification? Call the ESD MWBE Hotline: (212) 803-2414

Bonding, Lines of Credit, Insurance: LLTJV is willing to assist all WMBE/SDVOB certified subcontractor and suppliers in obtaining access to bonds, lines of credit, and insurance. Please e-mail your request for assistance to us at:

LLTJV@MODERNTIMESINC.COM

SKANSKA SKANSKA KOCH INC. IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS

CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION

Equal Opportunity Development and Compliance for the Rehabilitation of

Electrical and Mechanical Systems of Madison Avenue Bridge over Harlem River

NYCDOT Contract No: HBX644S Bid Date: March 23, 2018 Subcontracting opportunities include but are not limited to Clearing and Grubbing, Concrete,

Graffiti Removal, Bridge Machinery, Demolition, Barrier, Interior Plumbing and Finishes, Field

Office, CPM Scheduling, Electrical, Bridge Control Systems, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH NEW YORK AND NEW JERSEY STATE UNIFIED CERTIFICATION

PATH Replacement of Elevators at Harrison Car Maintenance Facility PANYNJ Contract No: PAT-774.169 Bid Date: March 22, 2018

replacement of Freight Elevator Floor, installation of Sumps in the Elevator Pits, raising of Portion of the Control Tower Roof over the Elevator Shaft, connection of Elevator Controllers to the PATH Elevator Remote Monitoring System, related work at the Yard Control Tower and

This project contains the following scopes of work: replacement of Passenger Elevator Cabs,

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator:

the Main Shop Building, modification of Fire Protection System near Elevator Pits, Lead Paint Removal / Universal Waste Removal, and associated Electrical Work. Many bidding opportunities available.

SKANSKA SKANSKA KOCH INC. IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED

Subcontracting opportunities include but are not limited to Bearings, Civil General Contracting, Construction Engineering, CPM Scheduling, Dumpster, Fencing, Field Trailer, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Piles, Rebar, Sandblasting, Signs, Striping, Structural Steel, Surveying, Temp Shoring Towers, Testing and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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SKANSKA KOCH INC.

Route 1 and 9 (Pulaski Skyway) Rocker-Bent Investigation Contract

NJDOT Contract No: 051183160

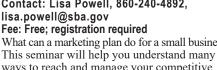
Bid Date: March 29, 2018

IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION Equal Opportunity Development and Compliance for the Rehabilitation of Broadway Bridge over Harlem River NYCDOT Contract No: HBM1147 Bid Date: April 26, 2018 Subcontracting opportunities include but are not limited to Clearing and Grubbing, Concrete,

Graffiti Removal, Bridge Machinery, Demolition, Barrier, Interior Plumbing and Finishes, Field Office, CPM Scheduling, Electrical, Bridge Control Systems, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities. Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA SKANSKA KOCH INC. IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION **Equal Opportunity Development and Compliance for the**

Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Security, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities. $Interested\ firms\ please\ contact\ john.papagiannakis@skanska.com \bullet EOE/M/F/Vet/Disabled$



ways to reach and manage your competitive position in your target market. Topics will include traditional marketing tactics, social media options, potential pitfalls, and how to determine if your time and money were well spent. The Connecticut

is responsible for the delivery of SBA's programs and services in all of Connecticut. Counties include: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland, and Windham. **Etsy Craft Entrepreneurship**

Thursday, March 22, 2018, 8:00 am-10:00 am

Cape May County Technical School, 188 Crest Haven Road, Cape May Courthouse, NJ

Marketing and Advertising

rramsey@ucedc.com Fee: Free; registration required This is program being offered by Union County

Economic Development Corporation, a nonprofit

corporation that is dedicated to helping New

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Center for Women and Enterprise, 24 School Street, Suite 700, Boston, MA Main Sponsor(s): Center for Women and Enterprise Contact: Madeleine Lutts, 617-532-0225, mlutts@cweonline.org Fee: Free; registration required This workshop is presented by a member of the local US Small Business Administration (SBA) team and is designed to help entrepreneurs understand the various SBA programs and services available to help them start or expand a business. Topics covered include: Technical Assistance Programs; SBA Loan Guarantee Program; 8(a) Business Development Program; HUBZone (Historically Underutilized Business

protect the interests of small business concerns,

maintain and strengthen the overall economy of

to preserve free competitive enterprise, and to

Thursday, March 29, 2018, 11:00 am-1:00 pm

time to Set Up Shop! In this course, we'll guide

you through online stages of the entrepreneurial

Zones); Government Contracting Opportunities. The US Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and

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our nation.

Tel 800-800-8534 Fax 415-778-6255 www.sbenortheast.com

Structural and Component Rehabilitation of Manhattan Bridge NYCDOT Contract No: BRC156F Bid Date: March 30, 2018 Subcontracting opportunities include but are not limited to Bridge Drainage, Bridge Dehumidification

in Anchorages, Clearing and Grubbing, Community Outreach, Concrete, Ornamental Castings, Demolition, Barrier, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose,

Jersey's small business community, in partnership with Middle Township. Are you crafty and creative? Looking to earn money from selling your handmade crafts online? Want to get top tips on how to merchandise your items? If you answered yes to one of these questions, then it's

NORTHEAST EVENTS FOR YOUR BUSINESS

Wilton Library, 137 Old Ridgefield Road, Wilton, CT process and provide you with hands-on education, Main Sponsor(s): Small Business Administration practice, guidance, and skills you need to turn Contact: Lisa Powell, 860-240-4892, your craft into a pathway to entrepreneurship and a way to earn extra income. lisa.powell@sba.gov Fee: Free; registration required What can a marketing plan do for a small business? **Explore Small Business Administration**

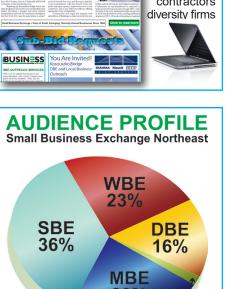
District Office of the Small Business Administration

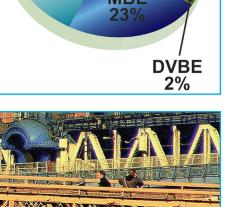
Wednesday, March 28, 2018, 6:00 pm-8:00 pm

Main Sponsor(s): Union County Economic **Development Corporation**

Contact: Rogers Ramsey, 908-527-1166,

San Francisco, California 94131





Placed in various Small Business Exchange WITH NEW JERSEY SELECTIVE ASSISTANCE VENDOR INFORMATION (NJSAVI) Northeast digital publications each month, and

Julia.Omanoff@skanska.com

