



**B2B Bartering to Optimize Business Cash**

*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.sbsources.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

personal nature of doing business nearby facilitates 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



good outcome, since cash payment isn't going to be available as a point of leverage.

**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

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**Sub-Bid Requests**

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

[Click for details](#)

**SWINERTON BUILDERS**

**Photovoltaic Power Plant—Request For Proposal**  
 20 MWac plant in Suffolk County, New York  
 Project Labor Agreements are in effect 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)  
 Union Labor is required for Electrical Subcontractor Scope of Work

**This project consists of the following Subcontractor Trades:**  
 Site Work: Surveying, Clear and Grub, Earthwork, Dirt Road Construction, SWPPP  
 Electrical: AC and DC electrical system installation, Substation installation

**This project consists of procuring the following equipment:**  
 Foundations  
 Electrical Material

**Subject to Swinerton Prequalification Process.**  
 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 Prequalification, 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 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.

**SKANSKA**  
 SKANSKA USA CIVIL

**IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM**

**West End Connection, Amtrak Empire Tunnel**  
 Amtrak Contract No: X036-18030  
 Bid Date: March 22, 2018

**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: Julia.Omanoff@skanska.com

**Lendlease Turner Joint Venture (LLTJV) is seeking MWBE & SDVOB firms for subcontracting opportunities on the Jacob K. Javits Convention Center Expansion Project**

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

**How To Get Involved:**  
 LLTJV Issues Notice of Interest (NOI) emails to all LLTJV registered vendors notifying them of upcoming 1st tier 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)  
<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 [sd.ny.gov/mwbe-new-certification](http://sd.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 MWBE/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**

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**Call for more information: 800-800-8534**

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**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](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

**SKANSKA**  
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**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

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

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com

**SKANSKA**  
 SKANSKA KOCH INC.

**IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW JERSEY SELECTIVE ASSISTANCE VENDOR INFORMATION (NJSAVI)**

**Route 1 and 9 (Pulaski Skyway) Rocker-Bent Investigation Contract**  
 NJDOT Contract No: 051183160  
 Bid Date: March 29, 2018

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.

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**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.

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**IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH NEW YORK STATE DEPARTMENT OF TRANSPORTATION**

**Equal Opportunity Development and Compliance for the 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, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Rebar, Sandblasting, Security, Signs, Structural Steel, Surveying, and Trucking. Please see contract documents for further opportunities.

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**AUDIENCE PROFILE**  
 Small Business Exchange Northeast



**NORTHEAST EVENTS FOR YOUR BUSINESS 2018**

**Marketing and Advertising**  
 Thursday, March 22, 2018, 8:00 am–10:00 am  
 Wilton Library, 137 Old Ridgefield Road, Wilton, CT  
 Main Sponsor(s): Small Business Administration  
 Contact: Lisa Powell, 860-240-4892, [lisa.powell@sba.gov](mailto:lisa.powell@sba.gov)  
 Fee: Free; registration required

What can a marketing plan do for a small business? This seminar will help you understand many 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 District Office of the Small Business Administration is responsible for the delivery of SBA's programs and services in all of the connectivity. Counties include: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland, and Windham.

**Etsy Craft Entrepreneurship**  
 Wednesday, March 28, 2018, 6:00 pm–8:00 pm  
 Cape May County Technical School, 188 Crest Haven Road, Cape May Courthouse, NJ  
 Main Sponsor(s): Union County Economic Development Corporation  
 Contact: Rogers Ramsey, 908-527-1166, [rramsey@ucedc.com](mailto: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

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 time to Set Up Shop! In this course, we'll guide you through online stages of the entrepreneurial process and provide you with hands-on education, practice, guidance, and skills you need to turn your craft into a pathway to entrepreneurship and a way to earn extra income.

**Explore Small Business Administration**  
 Thursday, March 29, 2018, 11:00 am–1:00 pm  
 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@cwonline.org](mailto:mlutts@cwonline.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 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 protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation.