



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.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.

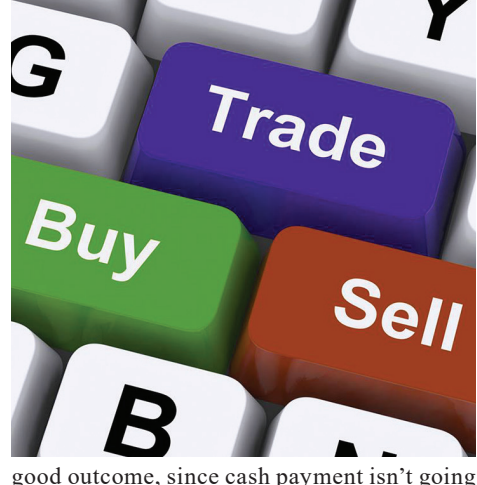
There is a variety of credible ways to establish barter relationships with other businesses. Tapping into the local business community is a method that allows for a high degree of certainty, as the

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 DBE/SBE vendors, suppliers, subcontractors

[Click for details](#)

Railroad Construction Company, Inc.

New Jersey Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W Jersey City, NJ • Contract # T100.321

Railroad Construction Company, Inc. (RCC) is preparing a bid proposal for the NJ Turnpike Rehabilitation of Structure N6.49, N6.80E, N6.80W in Jersey City, NJ. The scope of work includes, but is not limited to, bridge deck reconstruction, miscellaneous structural improvements such as jacking and replacement of elastomeric and seismic isolation bearings, steel repairs, blast cleaning and painting of steel, spall repairs, pavement rehabilitation, lighting, drainage and MPT.

Bid Date: April 25, 2017 **Participation Goal: 25% SBE**

RCC is seeking quotes from SBE and non-SBE vendors, suppliers and subcontractors are being sought in the following categories:

- Construction Photos
- Electrical
- Engineering & Survey
- Materials Testing & Inspection
- Office Facilities & Supplies
- Painting & Coating
- Ready-Mix Concrete
- Reinforcing Steel
- Structural Concrete
- Structural Steel & Misc. Metals
- Testing
- Traffic Control
- Paving/Milling/Line Stripping
- Scheduling
- Landscape
- Shear Studs
- Deck Joints/Metal Deck Forms

For more information, please contact Catherine Best: 973-413-1911 / MWDBE@rccmail.net

Railroad Construction Company, Inc. (RCC) is an EEO/AA employer. RCC is constantly looking for and fully committed to doing business with certified small, minority, woman-owned, disadvantaged and disabled veteran-owned subcontractors and vendors. RCC also recruits female and minority union workers.

www.railroadconstruction.com

SKANSKA POSILICO JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS/VENDORS FOR THE

6257 Track and System Installation for the New Second Track on the Main Line Ronkonkoma Branch Phase II MTA LIRR Contract
Bid Date: April 25, 2017

Description of project:
 Installation of ~ 8 miles of ballasted track and signals / communication / power systems for the new second track on the Ronkonkoma Branch line.

Subcontracting opportunities include, but are not limited to:
 Installation of signal / communication / power systems, civil support work for electrical sub, and architectural / mechanical / electrical / site work for station platforms.

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

SKANSKA KIEWIT POSILICO JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE

Long Island Railroad Expansion Project from Floral Park to Hicksville MTA LIRR Contract
Bid Date: July 6, 2017

Description of project:
 The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

Subcontracting opportunities include, but are not limited to:
 Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposilico.com

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Is seeking DBE firms for Subcontract Opportunities on the

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OWNER: NEW YORK STATE THRUWAY AUTHORITY
 Located in Westchester & Rockland Counties, New York

TZC Vendor Database
 Interested in working with TZC? DBE contractors interested in receiving information on upcoming opportunities are encouraged to register with TZC at www.TappanZeeConstructors.com.

All registered vendors will be added to the TZC Vendor Database, which TZC uses to seek DBE firms for every Subcontract Opportunity.

Bonding, Lines of Credit, Insurance Support Services
 TZC is willing to assist all DBE subcontractors and suppliers in obtaining access to bonds, lines of credit, and insurance. Please email your request for assistance to DBETeam@TZC-LLC.com.

Subcontract opportunities are primarily available for construction firms, however several support service opportunities also exist.

All interested firms, including DBEs, must register with TZC through the following website to be considered:
www.TappanZeeConstructors.com

Main Project Office:
555 White Plains Rd., Suite 400 Tarrytown NY 10591

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2017

Fee: Free; registration required
 Hear guest speakers and connect with local agencies to learn more about starting or enhancing an aspect of your business. This workshop is for small business concerns with an interest in selling their goods and services to the government. You will learn about the programs that SBA has available and then how to do business with the government from a local PTAC professional. Program agenda 9:00 am–10:00 am; federal certifications 9:30 am–10:00 am.

8(a) Business Development Eligibility Briefing
 Thursday, April 27, 2017, 10:00 am–12:00 pm
 Thomas P. O'Neil Federal Building, 10 Causeway Street, Second Floor, Boston, MA
Main Sponsor(s): Small Business Administration Massachusetts District Office
Contact: Pauline Swanson, 617-565-5564, pauline.swanson@sba.gov
Fee: Free; registration required
 Established by the Small Business Administration, the 8(a) Business Development Program offers a broad scope of assistance intended to help socially and economically disadvantaged small business owners gain federal contracts, grow your businesses, and gain access to sole source contracts. This program has helped thousands of aspiring entrepreneurs to gain access to the economic mainstream of American society and to gain a foothold in government contracting, while maintaining a healthy balance between their commercial and government business. Join us to connect with your local small business resources and to learn about the various 8(a) certification requirements, program benefits, the application process, and available technical assistance.

Selling to the Government Workshop
 Thursday, April 20, 2017, 9:00 am–10:00 am
 Hoag Library, 134 South Main Street, Albion, NY
Main Sponsor(s): Small Business Administration, Monroe County Finger Lakes PTAC, US Department of Agriculture
Contact: Jennifer Talarico, jennifer.talarico@sba.gov

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