



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

Railroad Construction Company, Inc.
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LIRR - PN - TU - Jamaica Capacity Improvements Phase I
Contract #6185

Joint venture partners Railroad Construction Co. and Citnalta Construction Corp. are bidding this Long Island Railroad project consisting of various improvements to the Jamaica Station. Work will include a full platform replacement and substructure rehabilitation, installation of elevators, escalators and street-to-platform aluminum stairs, construction of platform level waiting rooms, translucent canopy roof system and drainage, installation of lighted signage and upgraded electrical service.

Bid Date: April 29, 2016 **DBE Participation Goal: 17%**
We invite all DBE's to contact us at 973-413-1832.

Railroad/Citnalta - A Joint Venture is seeking subcontractors in the following categories:

• Acoustical Insulation	• Fire Suppression / Extinguishers	• Restoration
• Abatement	• Glass / Glazing / Storefront	• Roofing
• Aggregates	• HVAC	• Sealants / Waterproofing
• Architectural Finishes	• Infrastructure	• Shotcrete
• CCTV System	• Janitorial Services	• Site Security
• Construction Materials	• Lath & Plaster	• Structural Concrete & Reinforcement
• Construction Photography	• Louvers	• Survey
• Contaminated Waste Disposal	• Masonry	• Structural Steel & Misc. Metals
• Demolition	• Materials Testing & Inspection	• Tile / Terrazzo
• Doors & Hardware	• Metal Wall Panels	• Toilet Accessories
• Electrical	• Office Facilities & Supplies	• Track
• Engineering	• Painting & Coating	• Traffic Control
• Environmental Consulting	• Pest Control	• Trucking
• Escalator / Elevator	• Precast Concrete	• Utilities
• Fencing	• Railings	• Welding

For more information please contact
Dale Errico at 973-413-1832 or DaleE@rcmail.net
Catherine Best at 973-413-1911 or CatherineB@rcmail.net
Railroad Construction Company, Inc. is an EEO/AA Employer

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Goethals Bridge Replacement

GOETHALS BRIDGE CONSTRUCTION DBE OPPORTUNITIES

The Goethals Bridge Replacement Project is a design-build project for the Port Authority of New York & New Jersey. The project will replace the existing Goethals Bridge which spans the Arthur Kill on I-278 connecting Elizabeth, New Jersey, and Staten Island, New York. To find out more information about the Project or the Prime Contractor, and to fill out a Contractor's Questionnaire, please visit www.goethals-kwm.com and click on the Partnering tab or call 908-409-4400.

PARTNERING OPPORTUNITIES

• Shear Stud Installation	• Anti-Climb Fence on New Bridge Shared Use Path
• Miscellaneous Metals Fabrication/ Supplier	• Sandblasting Services
• Concrete, Curb, and Gutter Flatwork	• Rail Bridge Track Work
• Carpenter Form Fabrication	• Abatement (PCB, Lead Based Paint, Asbestos)
• Air Monitoring	• Deck Grooving
• Horizontal Drilling	• Miscellaneous Electrical

MWDBE BONDING, LINES OF CREDIT, AND INSURANCE ASSISTANCE

For assistance in obtaining bonds, lines of credit, and/or insurance for this project, please visit our website or contact KWMdivcontracting@kwmjv.com for more information.

Project Office: 137 Bayway Avenue • Elizabeth, NJ 07202 • KWMdivcontracting@kwmjv.com • 908-409-4400
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Is seeking DBE firms for Subcontract Opportunities on the
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Located in Westchester & Rockland Counties, New York

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

Technical Review Meetings
Will be held by TZC with DBE firms as needed on key scopes of work where TZC will be seeking pricing from the subcontractor community. Technical Review Meetings are designed to help DBEs prepare for upcoming contract opportunities by providing summary level information on scope requirements and to address any questions. All DBEs are encouraged to register with TZC at www.TappanZeeConstructors.com to receive information on how to participate in future Technical Review Meetings.

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 Road, Suite 400 • Tarrytown, NY 10591**