



Simple Strategy for Credit and Cash Flow

By Marco Carbajo, SBA Guest Blogger

If you plan to take out a loan for your business, buy equipment, open a business credit card—just about anything that requires borrowing money—having business credit is essential. But if you have no credit established in your company's name, what steps can you take to make your company an attractive borrower?

Did you know a long, positive credit history with credit grantors can open the doors to more funding opportunities? Whether you're in the startup phase or an existing business, and haven't established business credit history yet, getting vendor credit is a simple strategy that can enable you to acquire credit and conserve cash flow.

The term *vendor* describes the entity that is part of the supply chain responsible for making products or services available to businesses. Large retailers typically have vendors from whom they purchase products at wholesale prices and then sell to the end consumer in the retail market.

However, vendors also sell directly to businesses and offer vendor financing opportunities known as vendor credit. Vendor credit is the lending of money by a vendor to one of its business customers so that the business customer can buy products now but defer the payment until a later date. Here are several benefits of vendor credit:

Conserves Cash Flow—Cash flow is the lifeblood of a business. Extending the time in which you must pay your suppliers by thirty or sixty days is what makes this such a powerful credit tool for businesses.

Establishes Business Credit History—As your company begins to pay for invoices, it begins establishing its own payment history with that vendor. Each vendor relationship that your company has payment experiences with becomes a trade reference that can be used on future business credit applications.

Low-Cost Financing—Vendor credit is the cheapest form of access to working capital. There



are no interest charges attached to the line, provided that the invoice is paid within the terms set by the vendor. Not only is this a free form of financing, but there are also opportunities for your company to get discounts on orders if paid within a certain period.

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Sub-Bid Requests

George Harms Construction is seeking DBE/SBE vendors, suppliers, subcontractors

[Click for details](#)

Lendlease Turner Joint Venture is seeking MWBE & SDVOB firms for subcontracting opportunities on the

Jacob K. Javits Convention Center Expansion Project

Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LLTJV) will construct 12 million additional square feet of space expanding the nation's busiest convention center. The LLTJV team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

How To Get Involved:
 LLTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

To Register as a Vendor with Lendlease Turner JV:
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

Get or Update Your Empire State Development MWBE & SDVOB Certificate:
 LLTJV seeks Empire State Development certified firms for every 1st Tier Subcontract Opportunity.

Seeking to be certified or re-certified? Visit <https://esd.ny.gov/mwbe-new-certification> to learn more about eligibility, requirements, and how to get started.
Have a question about certification?
 Call the Empire State Development MWBE Hotline: (212) 803-2414

To get in touch, please contact: LLTJV@MODERTIMESINC.COM

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Harold Structures Part 4 Project
 MTA Capital Construction Contract No. CH058A
 Bid Date: July 10, 2018

Description of project:
 The work of this contract includes removal of the existing cutterhead of the Tunnel B/C tunnel boring machine, construction of the Tunnel B/C Approach Structure, installation of catenary poles, construction of ductbanks, installation of track and special track work, site grading, and miscellaneous demolition. As part of construction of the Tunnel B/C Approach Structure, the contractor will be required to design and provide temporary support for the 39th Street Bridge and transfer the bridge load from the temporary support to the permanent support structure. The contract includes two options—one for installation of ballasted track and special trackwork and one for demolition and removal of existing track. The work will be performed within the Sunnyside Yard/Harold Interlocking area in Queens, New York.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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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: June 21, 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.

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

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

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Sandy Repair and Flood Mitigation—207th Street Yard and 200th/207th Street Interlockings Project
 MTA NYCT Contract No. C-34838
 Bid Date: June 28, 2018

Description of project:
 The work to be performed consists of signal system modernization at 207th Street Yard, rehab of existing and construction of new facilities including relay rooms, CBTC rooms, and restoration of track infrastructure. The work also includes furnishing and installing flood mitigation and resiliency structures and measures, such as steel seawall and pile supported concrete walls, flood gates, fabric portal flood gate, drainage improvement, replacement of track feeder, transposition cables, and appurtenances at the 207th Street Yard.

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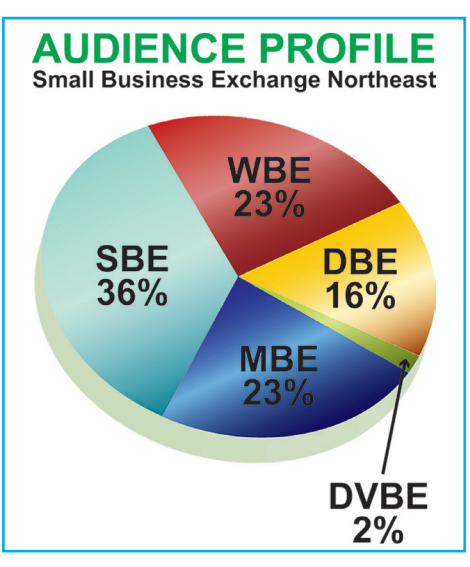
IS SOLICITING COST PROPOSALS FROM DBE SUBCONTRACTORS AND VENDORS CERTIFIED WITH THE NEW YORK STATE UNIFIED CERTIFICATION PROGRAM

Kew Gardens Interchange Project
 NYSDOT Contract No: D900043
 Bid Date: July 3, 2018

Description of project:
 Design-build services for the Kew Gardens Interchange. This project area includes the Kew Gardens Interchange with Grand Central Parkway (GCP), Jackie Robinson Parkway (JRP), Union Turnpike (UTP), and the Van Wyck Expressway (VWE). The project will consist of demolition and replacement of six existing structures with new, widened structures, reconstruction of the ramps connecting the GCP, UTP, JRP, and VWE, and installation of new safety appurtenances meeting current standards.

Many bidding opportunities available.

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NORTHEAST EVENTS FOR YOUR BUSINESS 2018

Run Your Business Virtually
 Thursday, June 21, 2018, 6:30 pm–8:00 pm
 Fairfield Public Library, 1080 Old Post Road, Fairfield, CT
 Main Sponsor(s): Fairfield Library, SCORE Fairfield County
 Contact: SCORE Fairfield County, 203-831-0065, score.fairfieldcounty@gmail.com
 Fee: Free; registration required

Working virtually is easier than ever before. Thanks to a variety of inexpensive (and often free) tools, today's entrepreneurs have the freedom and flexibility to work when, where, and how they want. Key points covered include: making use of online and offline tools; how to organize your data effectively; how to avoid the biggest mistakes made in most virtual businesses. The presenter is Belinda Wasser, a business workflow and logistics expert with twenty-five years of experience. She has worked with a range of high profile companies, including Digitas, EDS, and The Center for Quality of Management.

Boots to Business Reboot: Starting or Growing A Veteran-Owned Business
 Thursday, June 28, 2018, 8:30 am–3:30 pm
 American Legion Post 174, 55 Mountainview Boulevard, Wayne, NJ
 Main Sponsor(s): US Small Business Administration
 Contact: Eugene Spillane, 973-645-2427, eugene.spillane@sba.gov
 Fee: Free; registration required

Veterans have the character, discipline, and skills needed to succeed as small business owners and entrepreneurs. Wondering what it takes and how you can prepare? Enroll in Boots to Business Reboot, a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Eligible for this training are veterans of all eras, service members (including members of the National Guard and Reserve), and their spouses.

Explore Small Business Administration Resources
 Wednesday, July 11, 2018, 11:00 am–1:00 pm
 Center for Women and Enterprise—Eastern Massachusetts, 24 School Street, Floor 7, Boston, MA
 Main Sponsor(s): Center for Women and Enterprise—Eastern Massachusetts
 Contact: Madeleine Lutts, 617-536-0700, mlutts@cweonline.org
 Fee: Free; registration required

This workshop is presented by a member of the local US Small Business Administration 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 Program; SBA Loan Guarantee Program; 8(a) Business Development Program; HUBZone (Historically Underutilized Business Zones) Program; Government Contracting Opportunities. The Center for Women and Enterprise is a nationally known nonprofit organization dedicated to helping people start and grow their businesses. CWE provides opportunities to increase professional success, personal growth, and financial independence.

Let's eat Grandma!

Let's eat, Grandma!

Punctuation saves lives.