

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 DBE/ESBE/MWBE suppliers, subcontractors

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FOR REQUESTS OR ASSISTANCE: Alexandra.Cann@GLXConstruct.com

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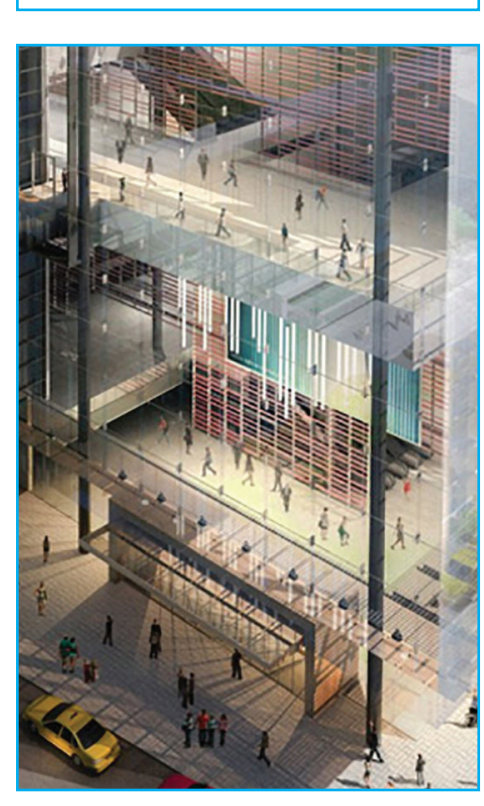
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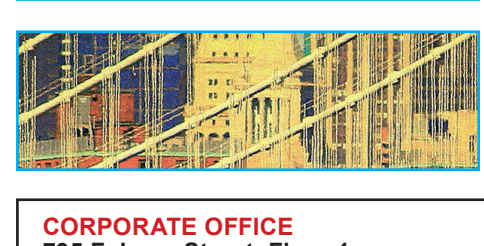
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Turner

IS SOLICITING COST PROPOSALS FROM NEW YORK CITY CERTIFIED, VENDEX APPROVED M/WBE CONTRACTORS AND VENDORS

Construction Management Services for Brooklyn Bridge Park-Squibb Park Bridge Repair Project
NYC Parks and Recreation Contract
Bid Date: June 2019

Description of Project: The work under this contract consists of the full replacement of all nine (9) existing spans of Squibb Bridge in Brooklyn. The adjacent property address is 60 Furman Street, Brooklyn, New York. This work will include, but is not limited to, performing a site survey of the existing conditions, removing all nine existing spans of Squibb Bridge in a safe and efficient manner. Transport and disposing of all demolished materials from the existing spans. The bridge will be replaced with a new steel bridge designed by Arup. Coordination with demolition, electrical, carpentry, and other subcontractors as required, to complete the installation of the bridge. Work with fabricator and erector to coordinate installation of new bridge spans into place with minimum disruption of park activities. Fabricate, deliver, and install all nine (9) new steel spans at Squibb Bridge using existing concrete piers. Complete any closeout activities related to punch list, comeback work, permits, or other items required to bring the project to final completion.

Bidding Dates and Opportunities Available:
The following packages will bid on or about June 1, 2019, awarded in July/August 2019:

- Bridge Steel
- Stainless Steel Ornamental Hand Rails with Stainless Mesh
- Fencing/Protection Package
- Carpentry Wood Decking (wood deck on the bridge)
- Electrical (lighting on the bridge)

If you are interested in Turner Construction's prequalification process and bidding information on this project, please contact Turner's Construction Executive Jim Wachala, cell 917-566-2509 or email jwachala@tcco.com and Lead Estimator Arkadiy Lyanski, 347-721-4898 or alyanskiy@tcco.com.

Building the Future

LENLEASE TURNER
A Joint Venture

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 1.2 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

Tutor Perini

INVITATION TO BID FOR M/WBE FIRMS

TUTOR PERINI CORPORATION, AN EEO EMPLOYER

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

CBCT 8th Avenue Line (59th Street to High Street) "B" Division (IND) Project in the Boroughs of Manhattan and Brooklyn
MTA NYCT Contract No: S-48006
Bid Date: June 19, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, June 14, 2019.
For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

SKANSKA
SKANSKA KOCH INC.

IS SOLICITING BIDS FROM SBE SUBCONTRACTORS AND SUPPLIERS

Mechanical, Electrical, and Structural Rehabilitation on Raritan River Draw, Undergrade Bridge 0.39
New Jersey Transit Contract No: IFB 19-035X
Bid Date: June 18, 2019

Subcontracting opportunities include but are not limited to Field Office, CPM Scheduling, Civil General Contracting, Construction Engineering, Machinery, Electrical, Controls, Hydraulic Systems, Tug Boat, Personnel Boat, Barge, and Paint. Please see contract documents for further opportunities.

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

SKANSKA
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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOBS

Line Structural Component Repair Program—Canarsie Line
MTA NYCT Contract No. C-48719 (NYS MWBE, SDVOB)
Bid Date: June 28, 2019

C-48719, Line Structural Component Repair Program—Canarsie Line (NYS MWBE, SDVOB):
Description of Project: This project is to repair the structural steel and concrete defects in the subway tunnel between First Avenue Station and Eighth Avenue Station in Manhattan. Additional station component repairs for Sixth Avenue Station, Canarsie Line, in the Borough of Manhattan are also included.

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 COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE AND NEW YORK STATE SDVOB SUBCONTRACTORS AND VENDORS

Design-Build Services for New Harlem River Drive Connector Ramp Project
MTA Bridges and Tunnels Contract No. RK-23C
Bid Date: June 5, 2019

Description of Project:
The RK-23C project includes the design and construction of a new connector ramp from the Manhattan approach of the RFK Bridge, just west of the Harlem River lift span (HRLS), to northbound Harlem River Drive (HRD). The new one-lane ramp will carry traffic travelling west from the RFK Bridge and allow them to connect to points north via Harlem River Drive. Previously, drivers needed to make this connection using city streets. Seven of the footings (K7-K13) for this new ramp have already been constructed under a current New York City Department of Transportation project HBM1027.

Many bidding opportunities are available:
Rebar fabrication, rebar installation, ready-mix concrete, pipe materials, structural steel, fencing, electrician, fill materials, haul and disposal, indirect items.

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

NORTHEAST EVENTS FOR YOUR BUSINESS

2019

Fee: Free; registration required
This FREE workshop will help you gain a better understanding of the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance. Learn about: Small Business Development Center Network; SCORE; Center for Women and Enterprise; capital; SBA Loan Guaranty Programs; loan preparation; disaster loans; contracting; government contracting opportunities; certifications; 8(a) Business Development Program; HUBZone Program.

Boots to Business Reboot
Saturday, July 13, 2019, 8:30 am–4:30 pm
ThiNCubator, 326 Broad Street, Utica, NY
Main Sponsor(s): US Small Business Administration, Mohawk Valley Community College ThiNCubator
Contact: Michael.Stout@sba.gov
Fee: Free; registration required
Sign up for Boots to Business Reboot, a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive 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. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the SBA. The SBA 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. ThiNCubator assists upstate New York startups.

Boots to Business Entrepreneurial Training for Veterans and Spouses
Wednesday, June 19, 2019, 8:30 am–4:00 pm
Pease Air National Guard Base, 302 Newmarket Street, Room 208, Building 149, Portsmouth, NH
Main Sponsor(s): US Small Business Administration
Contact: Miguel.Moralez@sba.gov
Fee: Free; registration required
Boots to Business is a two-step training program developed to introduce all veterans and transitioning service members to business ownership. This two-day workshop helps ensure that every participant has access to a standardized entrepreneurship training track and the small business resources in their local communities. Any veteran, spouse, and/or dependent children over eighteen are welcome to participate! After completing the two-day Boots to Business session, participants will have the tools and knowledge they need to identify a business opportunity, draft a business plan, connect with local small business resources, and launch their small business.

SBA Overview
Tuesday, June 25, 2019, 4:00 pm–6:00 pm
Greater Holyoke Chamber of Commerce, 177 Great Street, Holyoke, MA
Main Sponsor(s): US Small Business Administration, Greater Holyoke Chamber of Commerce
Contact: Oreste.Varela@413-785-0484