



# Subcontracting: Both Sides of the Same Coin

By Jill Odom

Anyone who has been in the green industry for any time at all can tell you that there is a plethora of specialties your business can go into, but if you're wanting to add extra services without having to learn a new skill set, this is where subcontractors come in.

By definition, a subcontractor is a business or a person who carries out work for a company as part of a larger project. They may be more expensive than regular employees at times, but their expertise is well worth the price.

Subcontractors are often hired as experts in their fields, and are generally more knowledgeable about their work than a jack-of-all-trades. They can also be used to free up a landscaping company's regular staff.

"They help us when we have a lot of work during the peak season," said Enzo Parilli, owner of TurfCreek, based in Loganville, Georgia. "When we have too many jobs, we use the subcontractors to fulfill demand and help us still create revenue and meet our customers' needs."

When subcontractors are used, landscapers can avoid all the costs associated with hiring and training typical employees as well as the need to outfit them with uniforms or vehicles to get them to the jobsite. Another benefit of hiring a subcontractor is it frees your company up from buying and maintaining specialized equipment.

"Anything good that a subcontractor does on a job on your behalf has positive ramifications for your reputation with your customer," said Ken Thompson, director of quality and efficiency for the landscape construction division of Ruppert Landscape. "In many cases, the owner or general contractor sees the subcontractor as you. So good (or bad) work or interactions with your sub can help to enhance your reputation with your customer as competent, skilled, and responsive."

### Working with a Subcontractor

The tricky thing about starting a relationship with a subcontractor is first finding one, as most landscaping companies hire one that they already know. If you're just getting started, this is more of a challenge because you know less about who is in



the industry. You can reach out to associations like the American Subcontractors Association or suppliers and ask who they would recommend.

Over time, as you build up your network, you'll soon know former co-workers and people from other

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# Sub-Bid Requests

**American Bridge**  
 American Bridge Company is seeking MWBE/SDVOB subcontractors, suppliers  
[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 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@MODERNTIMESINC.COM](mailto:LLTJV@MODERNTIMESINC.COM)

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

**Installation of Three Elevators at 59th Street Station**  
 MTA NYCT Contract No. A-37124  
 Bid Date: August 29, 2018

**DB Ventilation System Rehabilitation and Fixed Fire Suppression System Prototype at the Hugh L. Carey Tunnel**  
 MTA Bridges and Tunnels Contract No. HC-07  
 Bid Date: September 12, 2018

**A-37124, Installation of Three Elevators at 59th Street Station:**  
 Installation of three elevators; expand full-time control area on north and south side of existing mezzanine; reconfigure stairs, ramps, and public facilities. **Many bidding opportunities available:** electrician, elevator sub, plumber, HVAC sub, steel fabrication, miscellaneous metals fabrication, utility relocation sub, architectural finishes, curbs and sidewalks, demolition.

**HC-07, DB Ventilation System Rehabilitation:**  
 The work to be performed under this contract includes: complete design and construction services at the Brooklyn Ventilation (BVB), Governors Island Ventilation (GIVB), Manhattan Blower (MBB), and Manhattan Underground Exhaust Buildings (MUEB), inclusive of construction quality control and quality assurance for the following: furnish and install high efficiency supply and exhaust fan motors with associated drive assemblies; furnish and install removable stainless steel partitions; relocate actuators, electrical demolition, and equipment replacements and relocations; replacement of inboard and outboard fan supports; testing and commissioning of all new and modified equipment and systems; and design, furnish, install, test, and commission fixed fire suppression system (FFSS)—Water Mist Prototype through zones EE4, EE5, and WE5 of the Hugh L. Carey Tunnel (HLCT). **Many bidding opportunities available:** mechanical—fan work, motor installation, fire suppression, water main, civil—equipment pads, maintenance and protection of traffic, and electrical.

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, AND SERVICE PROVIDERS**

**Harold Structures—B/C Approach Structure for the East Side Access Project in the Borough of Queens, New York**  
 MTA Capital Construction Contract No. CH058A  
 Bid Date: August 9, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 3, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

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**Harold Structures Part 4 Project**  
 MTA Capital Construction Contract No. CH058A  
 Bid Date: August 9, 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](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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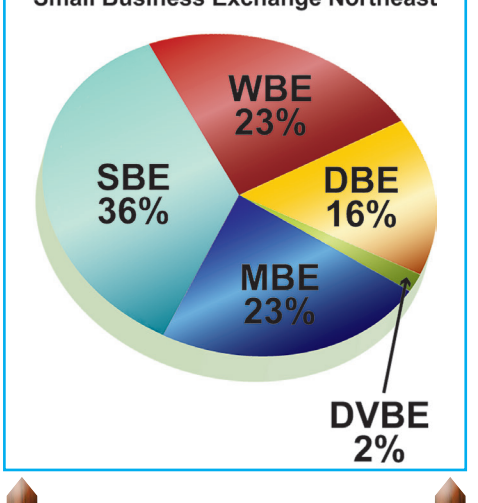
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**42nd Street Shuttle Line Project**  
 MTA NYCT Contract No. A-35302/37116  
 Bid Date: August 14, 2018

**Description of project:**  
 Times Square, conversion from a three-track to a two-track shuttle operation with a six-car train on each track. The existing platforms will be reconfigured into one twenty-eight foot wide platform which shall also be extended three hundred sixty feet along the existing track alignment. A second means of egress will be provided at the east end of the extended platform. Work will also include providing vertical accessibility with a new stairway from the shuttle mezzanine to street level, a new Control Area, removing columns, modifying the structural system at all column consolidation locations to redistribute the loads, removing an existing Control Area, stairs P-9 and S-12, relocating columns for proper alignment of car doors and proper passenger flow, new communication rooms at both stations, GCT scrubber room relocation, line GCT employee area, and stair work at GCT.

**Many bidding opportunities available.**

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



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**Replacement of Roadway Deck in Suspended Spans of the Throgs Neck Bridge Project in the Borough of Queens, New York**  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: August 21, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 17, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

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**IS SOLICITING BIDS FROM M/WBE AND VETERAN SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CERTIFICATION PROGRAM**

**Throgs Neck Bridge Replacement of Roadway Deck in Suspended Spans**  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: August 21, 2018

Subcontracting opportunities include but are not limited to Asphalt, Barrier, Bearings, CPM Scheduling, Demolition, Drainage, Electrical, Expansion Joints, Fencing, Field Trailer, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Paving, Railings, Rebar, Sandblasting, Saw Cutting, Sealing, Signs, Striping, Structural Steel, Surveying, Testing, 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

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

**abishop@cweonline.org**  
 Fee: Free; registration required

Looking for new markets for your small business's goods or services? Consider selling to the federal government. Attend this workshop, led by the US Small Business Administration, to learn how the federal government purchases goods and services; understand the federal certification process for small business, small disadvantaged business, woman-owned small business, veteran and service disabled business; investigate the 8(a) Business Development Program and HUBZone Program. Small business certifications document a special capability or status. To participate in government contracts, you may need some certifications.

**WOSB Certification**  
 Wednesday, September 5, 2018, 10:00 am–12:00 pm  
 Business Outreach Center Network, YMCA Brooklyn, 30 Third Avenue, Brooklyn, NY  
 Main Sponsor(s): US Small Business Administration  
 Contact: [ana.hernandez@sba.gov](mailto:ana.hernandez@sba.gov)  
 Fee: Free; registration required

The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Woman-Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Join us to learn more about the certification process and how your business can benefit from this amazing opportunity.

**Federal Government Contracting**  
 Tuesday, August 28, 2018, 9:00 am–11:00 am  
 Center for Women and Enterprise Eastern Massachusetts, 24 School Street, Floor 7, Boston, MA  
 Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise  
 Contact: [mattus@cweonline.org](mailto:mattus@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.

**Federal Government Contracting**  
 Tuesday, August 28, 2018, 9:00 am–11:00 am  
 Center for Women and Enterprise New Hampshire, 30 Temple Street, Suite 610, Sixth Floor, Nashua, NH  
 Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise  
 Contact: [Alexandra.Bishop@cwonline.org](mailto:Alexandra.Bishop@cwonline.org)