



**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.

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

**Sub-Bid Requests**

**George Harms Construction** is seeking DBE suppliers, subcontractors  
[Click for details](#)

**American Bridge** Company is seeking MWBE/DBE subcontractors, suppliers  
[Click for details](#)

**GREEN LINE EXTENSION PROJECT**  
**SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES**  
**REGISTER NOW**  
**GLX CONSTRUCTORS**  
GLX IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.  
FOR REQUESTS OR ASSISTANCE:  
[Alexandra.Cann@GLXConstruct.com](mailto:Alexandra.Cann@GLXConstruct.com)

**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: July 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](mailto:jwachala@tcco.com) and Lead Estimator Arkady Lyanski, 347-721-4898 or [alyanski@tcco.com](mailto:alyanski@tcco.com).  
*Building the Future*

**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](mailto: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](mailto:LLTJV@MODERTIMESINC.COM)

**SMALL BUSINESS** EXCHANGE NORTHEAST  
**SBE OUTREACH SERVICES**  
With over 1.6 million businesses in our active database—the country's largest non-public diversity database—SBE sets the professional standard for diversity outreach across the nation. For more than three decades, we have served small businesses, prime contractors, and agencies—with proven results.  
**Advertisements**  
Placed in various Small Business Exchange Northeast digital publications each month, and at [www.sbenortheast.com](http://www.sbenortheast.com)  
**Fax, Email, and Postal Solicitations**  
Targeted mailings sent to businesses chosen according to your criteria  
**Live Call Center Follow-Up**  
Telephone follow-up calls using a script of five questions that you define  
**Computer Generated Reports**  
Complete documentation that will fit right into your proposal, along with a list of interested firms to contact  
**Special Services**  
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building  
Call for more information: 800-800-8534

**SMALL BUSINESS** EXCHANGE NORTHEAST  
**PUBLIC LEGAL NOTICES**  
With a database of over 1.6 million businesses, SBE assists agencies with public legal notices  
**Advertisements**  
Placed in various Small Business Exchange Northeast digital publications each month, and at [www.sbenortheast.com](http://www.sbenortheast.com)  
**Special Follow-Up Services**  
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building  
Call for more information: 800-800-8534



Advertise in our digital **EXTRA** weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

**SMALL BUSINESS** EXCHANGE NORTHEAST  
Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach



**SKANSKA**  
**SKANSKA USA CIVIL**  
**IS SOLICITING COST PROPOSALS FROM WASHINGTON, DC, DBE SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOB**  
**Rehabilitation of Track 22 at Union Station in Washington, DC**  
**Amtrak Contract No: X138-19134**  
**Bid Date: July 10, 2019**

**Description of Project:**  
1. Demolition/relocation of fence and equipment at the south end of the platform.  
2. Relocation of Amtrak storage containers by the GC at the north end of the platform to the REA lot.  
3. Vertical and horizontal realignment of Track 22.  
4. Complete reconstruction of the track structure for the limits indicated on the contract drawings.  
5. Construction of a new cart path at the north end of the platform.  
6. Complete demolition of the existing +/- 4" above top of rail (ATR) platform.  
7. Construction of a rehabilitated 8" ATR platform, inclusive of foundations, cast-in-place concrete substructure, and precast concrete platform slabs.  
8. Construction of a rehabilitated 8" ATR platform over the existing H Street Tunnel, inclusive of steel girders or repairs and a cast-in-place concrete platform slab.  
9. Construction of a circulation walkway, inclusive of the steel structure, foundations, walls, floors, and roofing, as well door and window openings  
10. Construction of vertical circulation elements including two sets of stairs, two escalators, and an elevator. The vertical circulation elements connect the platform to the North Hangar via the circulation walkway as shown on the drawings.  
11. Reconstruction of the existing canopy including removal of the existing structure and foundations, rehabilitation of the existing canopy columns, and construction of new foundations and canopy structure incorporating the existing columns.  
12. Construction of required electrical equipment, including lighting, power, signage, and cameras as shown in the documents.  
13. Installation of new roof drains, leaders, and trench drains for collection of storm water at rehabilitated platform as shown in the documents.

**Many bidding opportunities are 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

**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**  
**CBTC 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: July 10, 2019**

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, July 5, 2019.**  
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!

**SKANSKA**  
**SKANSKA USA CIVIL**  
**IS SOLICITING COST PROPOSALS FROM NEW JERSEY DBE SUBCONTRACTORS/VENDORS FOR THE FOLLOWING JOB**  
**Long Slip Canal Fill and Rail Enhancement Project in Jersey City**  
**New Jersey Subcontract No: IFB 18-035X**  
**Bid Date: July 18, 2019**

**Description of Project:**  
The work under this invitation for bids generally consists of, but is not limited to, the filling of Long Slip Canal, adjacent to Hoboken Terminal and Yard, and includes the extension of the existing Jersey City Municipal Utility combined sewer overflow from its current outfall at the west end of Long Slip to the east end of the canal; construction of the canal closure structure; placing of fill in stages utilizing soils from off-site sources; and implementation of an earth shorecharge program to consolidate subsloils to support future construction.

**Many bidding opportunities are 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

**SKANSKA**  
**SKANSKA CIVIL NORTHEAST**  
**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: On Hold**

**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 are 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

**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2019**

**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](mailto: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 owners, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation. THiNCubator assists upstate New York startups.

**Small Business Growth Strategies**  
Wednesday, July 17, 2019, 10:00 am–12:00 pm  
Pace University, One Pace Plaza, Student Center West, First Floor, New York, NY  
Main Sponsor(s): US Small Business Administration, Pace University SBDC Team, 212-618-6655, [sbdc@pace.edu](mailto:sbdc@pace.edu)  
Fee: Free; registration required  
Entrepreneurs face a range of challenges when growing their small businesses, from finding a niche in the market to building awareness for their products/services to identifying new clients to having the financial resources to deliver on new projects. This workshop will help identify strategies to help your small business grow: business planning and competitive advantage; client lead generation; cash flow and sources of financing; and formalizing your business practices.

**Boots to Business Entrepreneurial Training for Veterans and Spouses**  
Saturday, July 27, 2019, 8:00 am–4:00 pm  
Camp Johnson Regional Training Institute, 351 Academy Lane, Colchester, VT  
Main Sponsor(s): US Small Business Administration  
Contact: [Chris.Herriman](mailto:Chris.Herriman), 202-868-3202, [chris.herriman@sba.gov](mailto:chris.herriman@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 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.