

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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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE MWBE SUBCONTRACTORS/VENDORS FOR:

WP-0112 Replacement of Main Sewage Pump System at Coney Island WWTP Project
NYC DEP Contract No: CI-119
Bid Date: August 6, 2020

Description of Project:
The CI-119 project consists of the replacement of the Main Sewage Pumps and other ancillary equipment and structures at the Coney Island Wastewater Treatment Plant (WWTP) in Brooklyn, New York. Work includes demolition of six existing Main Sewage Pumps (MSPs), shafts, motors, drives, and piping, and replacement with vertical centrifugal dry pit pumps, 600 HP motors and eddy current drives, and vertical shaft; demolition and replacement of the MSP seal water system, actuated sluice gates, sump pump system; installation of a new Flood Recovery Pump system; demolition of the decommissioned chemical storage tanks, piping, pumps, and appurtenances in the chemical and dechlorination rooms; also structural, MPT, architectural, electrical, instrumentation and controls, HVAC and plumbing, and fire protection work to support the pump replacement.

Many bidding opportunities are available: demolition, sitework, rebar install, trucking, fill supply, hauling and demolition, paint, masonry, doors, drywall, roof, tile, windows, overhead doors, metals, plumbing, HVAC, electrical, and 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

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IS SOLICITING COST PROPOSALS FROM PANYNJ MWBE AND SDVOB AND LOCAL SUBCONTRACTORS/VENDORS FOR:

JFK Airport Bergen Electrical Substation Project
PANYNJ RFP No: 60765
Bid Date: July 27, 2020

Description of Project:
The Bergen Substation Replacement Project ("project") will replace the existing Bergen and Van Wyck 5-kilovolt (5KV) electrical substations at John F. Kennedy International Airport with a new, single Bergen 5KV Substation. The Bergen Substation is a critical component of the electrical power distribution system at JFK and assists in supplying power to JFK airside-landside facilities and associated supporting infrastructure. The project also includes the decommissioning and demolition of the existing Bergen and Van Wyck substations following commissioning of the new, replacement facility.

The project for the new Bergen Substation will include the design and construction of a new, single substation that would replace the existing Bergen and Van Wyck substations. The scope of work for the project will include new switchgears, feeders, associated electrical equipment, and a new concrete building to house the substation equipment and associated building systems. Decommissioning, demolition, and site restoration at the existing Bergen and Van Wyck substation sites is also included in the scope of services.

Many bidding opportunities are available: furnish and install rebar, ready-mix concrete supply, masonry, structural steel, miscellaneous metals, waterproofing, building insulation, metal wall paneling, roofing, green roofing, fire proofing, doors, overhead coiling doors, windows, glazing, gypsum board, ceramic tiling, painting, sprinklers, plumbing, HVAC, piles/micropiles, pavement milling, sawcutting, asphalt concrete paving, mpt materials, fill material, line striping, fencing, landscaping, drainage piping, manholes, electrical, electrical materials and equipment, photography, portable toilets, dumpsters, office trailers, soil borings, soil testing, commissioning.

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IS SOLICITING COST PROPOSALS FROM DBE AND SBE SUBCONTRACTORS/VENDORS FOR:

Amtrak Emergency Service Building Relocation Project, Manhattan
Amtrak Contract
Bid Date: July 28, 2020

Description of Project:
The Emergency Services Building (ESB) project (the Project) consists of the construction within the secured site of the LIRR West Side Storage Yard (West Rail Yard) of a new electrical substation, emergency generator, and control panel within a fenced area as a temporary replacement for the ESB while it is demolished in favor of a new substation that is not a part of this contract, and moving an existing SCADA cabinet to a location adjacent to the aforesaid fenced area. This equipment will be located near the northwest corner of 11th Avenue and West 30th Street, north of the High Line structure. The Project also includes communications and electrical raceways, boxes, and cables related to the foregoing; fire alarm work related to the foregoing, a new water meter vault, and related civil work, all between the existing LIRR Access Road and West 30th Street.

Many bidding opportunities are available: Pipe materials, ready-mix concrete, rebar fabrication, rebar installation, erosion control materials, chain link fence, fill materials, haul and disposal, structural steel, metal deck, and miscellaneous metals.

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

2020

How to Access the Woman-Owned Small Business Federal Contract Program Repository Webinar
Tuesday, July 28, 2020, 2:00 pm–3:00 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: Patrice Dozier, 404-331-0118, patrice.dozier@sba.gov
Fee: Free; registration required
Once you register, you will be sent the link for the webinar. Before you can participate in the women's contracting program, you must either use the SBA FREE online application or be third-party certified. Both methods require you to use the certify.SBA.gov website. Webinar access information will be forwarded via email.

PPP Forgiveness—Important Concepts and Interim Final Rule Webinar
Monday, August 3, 2020, 10:00 am–11:00 am
Online
Main Sponsor(s): US Small Business Administration, New Hampshire Small Business Development Center
Contact: Chuck Gilboy, 603-970-1307, chuck.gilboy@unh.edu
Fee: Free; registration required
The Paycheck Protection Program (PPP) loan forgiveness application has been posted on the websites of the US Small Business Administration and the Department of the Treasury. We're waiting for final forgiveness guidance, but the application itself makes several important changes to how you calculate forgiveness that we'll cover. We'll

also discuss the documents you should be tracking and collecting now as we wait for the final SBA rule. This webinar is presented by Chuck Gilboy, New Hampshire Small Business Development Center (NH SBDC) business advisor. NH SBDC is the leading resource for business advising and education for small to medium businesses in the Granite State. Each year, three thousand small businesses in approximately two hundred New Hampshire communities benefit from NH SBDC advising and educational programs provided at no charge to New Hampshire enterprises.

How to Leverage a Virtual Assistant in a Pandemic Webinar
Tuesday, August 11, 2020, 11:00 am–12:00 pm
Online
Main Sponsor(s): US Small Business Administration, SCORE
Contact: Danielle Julia Cuomo, 800-634-0245, help@score.org
Fee: Free; registration required
A Virtual Assistant can be a valuable asset for any business, but especially when resources are scarce and access to funds is limited, such as during the current pandemic. Leveraging a VA can help you manage your time more effectively and allow you to focus on activities that translate faster to business development and growth. In this webinar, presented by the owner of Virtual Assist USA, Danielle Julia Cuomo, you'll learn how: outsourcing can save your business; to plan versus panic in times of uncertainty; you can afford a Virtual Assistant; to figure out what to delegate to a Virtual Assistant. SCORE, the nation's largest network of volunteer, expert business mentors, is dedicated to helping small businesses get off the ground, grow, and achieve their goals.

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