



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.

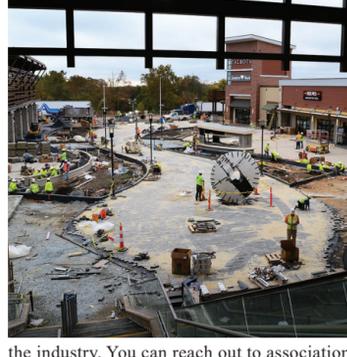
"They help us when we have a lot of work during the peak season," said Enzo Parilli, owner of TurfCreek, based in Loganville, Georgia. "When we have too many jobs, we use the subcontractors to fulfill demand and help us still create revenue and meet our customers' needs."

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

George Harms Construction is seeking DBE suppliers, subcontractors
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American Bridge
 American Bridge Company is seeking MWBE/DBE subcontractors, suppliers
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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: August 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 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

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

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SKANSKA
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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND NEW YORK STATE SDVOB SUBCONTRACTORS AND VENDORS
Design and Construction of Accessibility Upgrades at 170th Street Station on the Jerome Line Project
 MTA NYCT Contract No. A-37150F
 Bid Date: August 22, 2019

Description of Project:
 Accessibility upgrades at 170th Street Station on the Jerome Avenue Line (IRT) in the Borough of the Bronx—make the station accessible by complying with the 2010 Americans Disabilities Act Standards for Accessible Design, enhance customer experience at the station, make the station easier to navigate, and facilitate increased ridership on the NYCT system.

Major scopes of work include 1 new street to mezzanine elevator, 2 new mezzanine to platform elevators, 2 new street to platform stairways on the northeast and northwest corners of Jerome Avenue and 170th Street. Mezzanine vestibule extensions consisting of the demolition, modification, and replacement of existing steel framing and concrete. Removal and replacement of existing stairs. Platform level ADA boarding area improvements. Replacement of existing platform taillift warning mat. Demolition and replacement of platform edge in ADA boarding areas. Replacement/upgrades of existing electrical, fire protection, communications, and lighting systems.

Many bidding opportunities are 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 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: August 29, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 23, 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 MWBE SUBCONTRACTORS AND NEW JERSEY CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW YORK
Rehabilitation of Structural Steel, Removal of Lead Based Paint, and Repainting the Underside of the Lower Level of the George Washington Bridge
 PANYNJ Contract No: GWB-244.112
 Bid Date: August 20, 2019

Subcontracting opportunities include but are not limited to Bridge Bearings, Field Office, CPM Scheduling, Electrical, Lead and Asbestos Abatement, Civil General Contracting, Construction Engineering, Dumpster, Fencing, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Office Trailer Fit Out, Painting, Safety Boat, Signs, Structural Steel, Surveying, 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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NORTHEAST EVENTS FOR YOUR BUSINESS

2019

Boots to Business Reboot
 Tuesday, August 13, 2019, 9:00 am-5:00 pm
 James J. Peters VA Medical Center, Room 3D22, 130 West Kingsbridge Road, Bronx, NY
Main Sponsor(s): US Small Business Administration, Arsenal Partnership
 Contact: Amy Amoroso, 518-326-6328, aamoroso@arsenalpartnership.com
 Fee: Free; registration required

Join SBA specialists at this no-cost event for woman-owned businesses. SBA has issued a formal rule change for the WOSB/EDWOSB self-certification process. This is your opportunity to self-certify with the assistance of the SBA and SBDC. Act NOW (because you need about fourteen business days to get ready), then register at <https://bit.ly/2WKd51O> no later than August 2. You will need to bring all of the required documents to the event.

Insure Your Business with Confidence
 Friday, August 23, 2019, 10:00 am-12:00 pm
 Center for Women and Enterprise Central Massachusetts, 69 Milk Street, Suite 217, Westborough, MA
Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise Central Massachusetts
 Contact: 508-363-2300, info.CentralMA@CWEEonline.org
 Fee: Free; registration required

In this workshop, you will learn how to effectively protect your business and personal assets by choosing appropriate and cost-effective insurance policy/ies. The session will provide you an overview of the various types of business insurance and how they may be critical to protecting your assets as a business owner. Learn how to compare plans and save money; questions to ask insurance brokers; which types of insurance apply to your business; how to best pre-act-up entrepreneurs, or those looking to revisit their insurance needs.

Let's Complete the WOSB/EDWOSB Certification Together for Federal Government Contracts
 Thursday, August 15, 2019, 12:30 pm-3:30 pm
 LaGuardia Community College, 29-10 Thomson Ave, C Building, Suite C335, Long Island City, NY

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