



# Returning to the Nest: Home-Based Business

By Barbara Weltman, SBA Blogger

The usual scenario has been for businesses to start in the owner's home and grow to a point where commercial space is needed. However, this pattern doesn't suit everyone; some owners are leaving commercial space to go home for business or personal reasons. While there are no statistics on this type of relocation, anecdotally it does occur and may be a good option for you.

### Why Use a Home Office?

It's clearly less costly to work from home than to pay commercial rent and utilities. The US Small Business Administration (SBA) says fifty-two percent of all businesses in the United States are home-based. But cost isn't the only reason to leave the confines of an office downtown to work down the hall from your bedroom.

**Save commuting time.** You can use this time for business activities or personal endeavors. In addition to saving time, axing commuting is a cost saver as well as a reduction in your carbon footprint.

**Gain work-life balance.** Working in your own home gives you some flexibility on scheduling and handling family responsibilities.

**Downsize operations.** Many assume that businesses only go in one direction: up (meaning they expand in revenue, employees, locations, etc.). However, for some owners, becoming smaller may be a goal, especially for those who want to transition from full-time to part-time (i.e., semi-retirement).

Collaboration today doesn't require that everyone be present in a room at the same time. Smartphones, Skype, cloud-based applications, and other means of connectivity enable you to work with others, regardless of their distance from you.

### Considerations for Moving

If you lease office space, it may not be so easy to simply vacate. Legally, you're on the hook for the balance of your lease term. Even if you've incorporated or have a limited liability company, likely the landlord required you, as the owner, to co-sign or guarantee the lease payments. You may be able to avoid financial costs if you can:



**Sublet your space** for the remainder of the lease (check the terms of the lease to see whether subleasing is an option).

**Work out terms** with your landlord to get out of the lease. This usually is possible if rents in your

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# Sub-Bid Requests

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**Lendlease Turner Joint Venture** is seeking MWBE & SDVOB firms for subcontracting opportunities on the

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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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**NYC Department of Sanitation District 3 Garage Project**  
in the Borough of Brooklyn, New York  
DSNY Contract No: S186/224  
Bid Date: November 16, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 9, 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!

**SKANSKA**

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**IS SOLICITING COST PROPOSALS FROM DBE AND M/WBE SUBCONTRACTORS AND VENDORS**

**Construction of a New Brooklyn Community District 3 Garage**  
DSNY Contract No. S186/224 (M/WBE)  
Bid Date: November 16, 2018

**S186/224, Construction of a New Brooklyn Community District 3 Garage**  
(NYC M/WBE: 40.8%)  
**Description of project:** The scope of work consists of the construction of a new LEED® Silver Certified garage facility, comprising one (1) level of vehicle storage and repair facilities, with three (3) levels of personnel support facilities serving Brooklyn Sanitation District Brooklyn 3. Below grade parking is provided for personnel. This facility shall be constructed on a pile foundation and have a steel frame structure. Exterior walls are of cast-in-place concrete, precast concrete panels, curtain wall, and aluminum solar shading devices. The project site is located at Nostrand Avenue and Park Avenue in Brooklyn and includes related site work and interior building finishes.

**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

**Welcome**

**SMALLVILLE NORTHEAST**

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

**Your Business—Your Money: Financial Literacy**  
Thursday, November 29, 2018, 6:00 pm–9:00 pm  
Portland SCORE, 100 Middle Street, Portland, ME  
Main Sponsor(s): SCORE Maine  
Contact: Nancy Strojny, 207-536-1143, [scoremaine@gmail.com](mailto:scoremaine@gmail.com)  
Fee: Free; registration required  
Understanding financial statements is essential to understanding how well your business is doing. If you are not monitoring, and understanding, your financial statements on a regular basis, you are not managing your business. This free workshop explains why and how financial literacy is essential to your success. Your business plan will need a set of detailed financial projections; potential lenders or investors will insist upon it. This workshop provides the financial grounding you need to better develop the financial projections required in your business plan. In this workshop, you will learn more about the three key financial statements: the balance sheet, the income statement, and the statement of cash flows. SCORE is a resource partner of the US Small Business Administration (SBA). SCORE Maine's mentors provide free services and workshops at various locations across the state.

**Using Google SEO and Analytics for Small Businesses**  
Tuesday, December 4, 2018, 6:00 pm–8:00 pm  
Middletown Township Public Library, 55 New Middletown Road, Middletown, NJ  
Main Sponsor(s): Middletown SCORE

Contact: 732-224-2573, [monmouthscore@gmail.com](mailto:monmouthscore@gmail.com)  
Fee: Free; registration required  
You are cordially invited to attend a free SCORE seminar on how to use Google SEO and Analytics to promote your small business. This seminar will be presented by Jim Mahlmann from NetCetra LLC. You will learn: 1) Search Engine Optimization is the key to customers finding your website. Learn how to move your small business site from page 25 to page 1 when a customer does a Google search; 2) Google Analytics will tell you what customers are clicking on when they visit your site. Learn some tricks to keep them engaged. Bring your laptop so the presenter can work with you on your actual small business website to assist you in maximizing its potential.

**How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online**  
Thursday, December 6, 2018, 9:00 am–10:30 am  
New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH  
Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division  
Contact: Miguel Moralez, 603-225-1601, [miguel.moralez@sba.gov](mailto:miguel.moralez@sba.gov)  
Fee: Free; registration required  
Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

