



Subcontracting: Both Sides of the Same Coin

By Jill Odum

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.

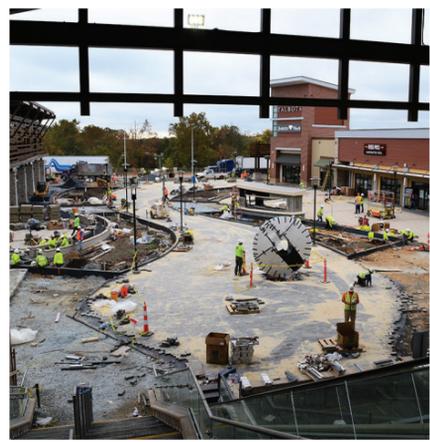
"They help us when we have a lot of work during the peak season," said Enzo Parilli, owner of TurfCreek, based in Loganville, Georgia. "When we have too many jobs, we use the subcontractors to fulfill demand and help us still create revenue and meet our customers' needs."

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

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Construction Services for Mechanical/Electrical Rehabilitation of the Spuyten Duyvil Bridge, and All Associated Work as Described in the Specifications, Drawings, and Solicitation Documents
Amtrak Contract No: X138-17220
Bid Date: September 8, 2017

Subcontracting opportunities include but are not limited to painting, electrical wires and controls, barges, safety boats, miscellaneous steel fabrication, strain gage and load testing, core drilling, and fiberglass grating. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc.,
john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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Flood Mitigation and Resiliency 148th Street Yard
MTA NYCT Contract No. C-34839
Bid Date: September 14, 2017

Description of project:
 The work consists of construction of perimeter flood protection wall, portal flood protection, and replacement of power cables and switches at the 148th Street Yard in the Borough of Manhattan. The work includes: extension of existing sheet pile wall along Harlem River, land side perimeter wall, replacement of track, providing stop log flood gate, new drainage and track work at portal, signal work, removal and disposal of power cables, third rail hand switches, duct banks, and installation of new power cables in new duct banks and new third rail hand switches.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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Mid-Suffolk Electric Yard
MTA LIRR Contract No. 6259
Bid Date: September 12, 2017

Description of project:
 Expansion of the LIRR Ronkonkoma Yard by construction of eleven additional tracks, substations, storage buildings, and employee facility.

Many bidding opportunities available.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS/VENDORS FOR THE

Long Island Railroad Expansion Project from Floral Park to Hicksville
MTA LIRR Contract No. 6240
Bid Date: August 2017

Description of project:
 The LIRR Expansion Project from Floral Park to Hicksville is a strategic component in Governor Andrew Cuomo's comprehensive plan to transform New York's vital transportation infrastructure while improving the economy, environment, and future of Long Island. The Expansion is decades in the making. Residents and commuters along the Main Line corridor have long sought a mass transit solution to reduce congestion, improve safety and the environment, and provide an appealing alternative to driving, with minimal disruption to existing services and without residential property takings. The new plan includes construction of a 9.8 mile third track between the Floral Park and Hicksville stations, the elimination of 7 grade crossings to improve safety and reduce road traffic, and upgrades to infrastructure, stations, and parking along the route.

Subcontracting opportunities include, but are not limited to:
 Civil Work, Professional Services, Mechanical Work, Architectural Work, Metals, Electrical Work, and Design Services.

If you are interested in bidding on this project, please contact: info@skanskakiewitposillico.com

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Fee: Free; registration required

This free workshop will help you gain a better understanding of government contracting processes and resources available to assist you. General information will be provided in the following areas: What Is Government Contracting; Who, What, When, and Where; Steps to Success; Certifications—Woman Owned, Small Disadvantaged (8a), HUB Zone, Service Disabled Veteran Businesses; Registration; Webinars, Workshops, One-on-One Assistance; SBA Resources and Partners; Procurement Technical Assistance Center (PTAC) Co-Presenter; Small Business Development Center Network; SCORE Counselors to America's Small Businesses. There will be one-on-one mentoring available after the presentations.

Doing Business with the Federal Government
 Thursday, September 14, 2017, 9:30 am–1:00 pm
 Cherry Hill Library, 1104 Kings Highway North, Cherry Hill, NJ
Main Sponsor(s): Small Business Administration, New Jersey Small Business Development Center at Rutgers University Camden
Contact: Bob Palumbo, 856-225-6221, rpf21@camden.rutgers.edu
Fee: Free; registration required
 Do you want a piece of the \$500 billion federal marketplace? The US federal government is the largest buyer of goods and services in the world. Learn how your business can benefit from selling to the federal government. Learn the types of products and services it procures and how to tell if the government is buying what your business is selling. There are several databases and systems in which to register before you can do business with the federal government. Learn the acronyms and databases you'll need so you can start selling. Find out how to identify upcoming opportunities and get ahead of the competition.

Boots to Business ReBoot Workshop
 Thursday, September 21, 2017, 8:00 am–5:00 pm
 US Custom House, 312 Fore Street, Portland, ME
Main Sponsor(s): Small Business Administration, US Custom House
Contact: Bradley Currie, 207-622-8551, bradley.currie@sba.gov
Fee: Free; registration required
 Boots to Business ReBoot is a one-day training program that provides participants an overview of business ownership as a career vocation. There are eight modules instructed by your SBA resource partners and future business counselors. The modules consist of: Introduction to Business; Opportunity Recognition; Market Research; Economics of Small Business Startup; Picking the Correct Legal Entity for Your Business; Financing the Venture; Next Steps: Introduction to Business Planning; Moving Forward: Resources to Support You.

Government Contracting Can Grow Your Business!
 Thursday, September 14, 2017, 10:00 am–12:00 pm
 Crowne Plaza Hotel, 1 West Street, Second Floor, Executive Conference Room, Pittsfield, MA
Main Sponsor(s): Small Business Administration
Contact: Oreste Varela, 413-785-0484, oreste.varela@sba.gov