



March 2019 Newsletter

Promoting the growth, prosperity and participation of Hispanic Commercial Contractors in commercial and government procurement contracts through education, training and guidance.



During March, the Alliance for Hispanic Commercial Contractors took some road trips to Nashville, TN to support the 2019 USACE-TSU-TNSBDC-UT-PTAC-SBA's 9th Annual Small Business Industry Day on March 6 and Metro Nashville Airport Authority's (MNA) Business Taking Off 2019 event on March 22nd.

The March 6th event was hosted by the United States Army Corps of Engineers (USACE), Tennessee State University (TSU), Tennessee Small Business Development Center (TNSBDC), University of Tennessee (UT) and the Small Business Administration (SBA). This one day event provided assistance to many hundreds of small businesses. Karen Barbour, Founder of AHCC, was a speaker for the Federal Contracts panel representing AHCC and The Barbour Group.

For the MNA event, AHCC and The Barbour Group were proud exhibitors in support of the airport's mission to help grow small and minority businesses. Over 300 small businesses attended the event to hear the billion dollars worth of work that MNA is releasing starting this year. We received many shout outs by MNA and interest by the Nashville Career Advancement Center for the work AHCC is doing to help Hispanic commercial contractors.

The Barbour Group, LLC was able to secure bonding for the largest contract awarded to a small business at MNA to-date. The contract value topped off at \$4 million. Below are some pictures of the events.



From Left to right: Chris Smith, The Barbour Group, Davita Taylor, Chief Procurment Officer, MNAA, Donzaleigh Powell, Director, Business Diversity Development, MNAA, and Karen Barbour, AHCC and The Barbour Group. We love Davita and Donzaleigh!



John McLallen's (middle) and to right is Tanya Evrenson of the Nashville Career Advancement Center in Nashville - Karen Barbour far right.

On March 20th, AHCC also hosted Pricing FOR THE WIN, part 3 of 3 Webinar series with Carrier Ann Williams, Andana Consulting, and Stephanie Schmidt, CEO of Construction Leadership Network and President of Poole Anderson Construction of Central Pennsylvania. We had a great turnout. If you would like a copy of the recording with slides and hear how these two powerhouse individuals WIN WORK, please email vanessa@ahcc-midatlantic.org. Price is \$15 /\$30 for members/guests.

On March 25th, Karen Barbour attended the Baltimore City Mentor - Protege Program at City Garage in Baltimore City. Whiting-Turner Contracting Company, an AHCC Gold Corporate Alliance Partner (CAP), is the prime contractor for the Port Covington project. In support of our Gold CAP and Roger Campos, Assistant Secretary, Maryland Department of Housing and Community Development, AHCC is providing details on how to register.

Application deadline is Tuesday, April 30, 2019. Go to www.mwbd.baltimorecity.gov. You will need to be a Baltimore City certified M/WBE. If not, get certified at <https://law.baltimorecity.gov/certification-process>. Note: MDOT M/WBE certification does not transfer.

To register your business on Port Covington Development Project Contractor's Portal, go to www.pc.city

Don't worry if don't meet all the requirements, such as "in business for three years." Exceptions will be made given your past performance.



AHCC has upcoming events for April but dates are not locked in as yet. We are planning education and training events with Wells Fargo Bank and K2 Consulting. Stay Tuned.

On May 14th from 11:30 am to 1:00 pm, Tracy Steedman, Esq. of Adelberg Rudow, Attorneys at Law, will present, for AHCC via webinar, on best practices for contract negotiation and claims. Our flyer will be out to you soon with more details on how to register. Tracy Steedman is recognized in The Best Lawyers in America for Construction Law in Maryland in 2019 and as a 2019 Top 50 Women and Top 100 Maryland Super Lawyers. You won't want to miss her presentation.

Northern Virginia Hispanic Chamber of Commerce

April 25, 2019 - Government Contracting Seminar with credit hours certification on OTA – Other Transactional Authority, which includes Michael W. Derrios, currently serving as ~~State Construction Executive and Head of Contracting for The United States Coast Guard~~. This seminar will be completed for The United States Coast Guard. The Early Bird pricing ends this Friday March 1st. For more information and details, you can access the full description at www.novahispanicchamber.com/events



AHCC is proud to announce a new member, Triple R Construction, LLC. owned by Robert and Evelyn Rodriguez. The company is certified as a minority contractor with the City of Baltimore, District of Columbia DOT 18-11-01-N, MDOT, WSSC and with Howard County, MD. They are located at 12846 New Hampshire Avenue, Suite B, Silver Spring, MD 20914. Ph: 240-338-2042 or 202-356-4019.

Thier "mission is to deliver quality, efficient, safe, and innovative solutions to protect our partner's infrastructure and assets. With the capability to do any size job, TRC Corporation services consist of utility infrastructure, including water and sewer installation, storm drain and structure installation, bio-retention ponds, stream restoration and stabilization, roadway construction, and various other concrete or asphalt work, i.e. sidewalk, curb, and gutter construction."

WELCOME TRIPLE R CONSTRUCTION!!!



AHCC brought to MDOT/SHA's attention the issues with their new performance and payment bond requirement. Just recently, as seen with Georgia DOT, MDOT changed the bond requirement from 100% of the contract value to 125%. This new requirement conflicts with the statutory code of MD, with the Code of Maryland (COMAR) and with the Miller Act - all of which specify that the bond penalty shall not exceed 100% of the contract value.

Why is this important? Well for one, the Small Business Administration's Office of Bond Guarantees cannot support bonds exceeding 100% of the contract value. So, all the contractors (mostly minority and small businesses) supported by this program can no longer receive bond support as a result. Secondly, most of the surety companies that support small business are prohibited by their reinsurance agreements to issue bonds that exceed the contract value.

Today, there are very few small and minority firms that are able to bid as prime on DOT work. Now there will be even fewer due to this new bonding requirement. AHCC does not understand how a specification can trump statutory law. The good news is that MDOT postponed a project once Karen Barbour brought this to their attention. Let's hope the other state DOT agencies follow MDOT. If the DOT state agencies can modify their contract language to say that they can increase the contract value by 25% without notice to the surety and leave the bond penalty capped at 100%, then we will have business as usual restored. More to follow. But, please check your bond requirements in the meantime.

THANK YOU TO OUR GENEROUS PARTNERS!
¡AGRADECEMOS A NUESTROS PATROCINADORES!

