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## MCDP Spotlight: SCW, Inc.

In the spring of 2010, SFAA entered into a partnership with the U.S. Department of Transportation/Office of Small and Disadvantaged Business Utilization in implementing the Model Contractor Development Program nationally through DOT's network of Small Business Transportation Resource Centers (SBTRCs). SBTRCs, usually non-profit business development organizations or associations, are funded by DOT and work closely with state and local transportation agencies located in their jurisdictions. They also assist firms that are interested in doing business with U.S. DOT directly or with state or local agencies receiving DOT funding. The DOT/SFAA partnership initiative, known as the Bonding Education Program (BEP), initially was implemented in 2010 as a pilot in three locations—Chicago, Dallas, and Atlanta—and in 2011 has been expanded to 12 additional locations around the country.

The first 2011 effort was in Hanover, Maryland, hosted by the Mid-Atlantic Region Small Business Transportation Resource Center, and 18 contractors completed the workshop component of the program and moved on to bond

readiness activities, working with volunteer bond producers and technical assistance providers. One of these contractors was SCW, Inc., a plumbing, heating, and air conditioning company.

SCW, Inc. was started in 1982 and specializes in HVAC mechanical duct design, load calculations, duct fabrication, and installation. Today the company proudly employs over 30 people. For a number of years, the company mainly focused on home development and did not have a need for bonding during that time. However, in the past few years the company has shifted its focus to commercial work, and, as a result, bonding requirements have become more prevalent. Prior to the Maryland MCDP/BEP program, SCW only was able to qualify for up to \$350,000 in bonding, based on the personal credit score of the SCW President, Tom Le. However, the education and information Mr. Le gained at the BEP workshops, as well as his interaction with Edin Zukanovic, a volunteer bond producer from Construction Bonds, Inc., a division of Murray Risk Management and Insurance, resulted in SCW obtaining a single job bond line of \$1 million from ACE Surety,

with the possibility of an even larger bond line in the near future. With this increased bonding capacity, SCW is now



*Tom Le*

looking to bid work with the Department of Homeland Security, the National Park Service, the U.S. Army, and the Maryland state government, to name a few.

In praising the DOT/SFAA program, Mr. Le stated, “We would not have been able to expand our market to include commercial and public sector work had it not been for our participation in the Bonding Education Program and our subsequent bond line. We are grateful to the SBTRC, DOT, and the Surety & Fidelity Association of America for making all of this possible.”

SCW, Inc. is one of the first of what we anticipate will be many successful bonding outcomes through the Bonding Education Program.