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## SPOTLIGHT ON EMERGING CONTRACTORS

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### West Central Small Business Transportation Resource Center

Success Story – RTD BEP Graduate

Patricia Mansfield, Rocky Mountain Boiler Services



Patricia Mansfield – “This class has been wonderful in terms of the instruction we have received on accounting, bidding and estimating but especially on bonding. I got a call Monday (the week after the bonding education program) from a company that asked us to bond and we wouldn’t have known where to turn without this information. So, it has been fortuitous in its timing. Thank you!”

*Please provide some background info (on yourself and business)—education background/ work experience/ reasons for starting your business...*

In business since 2004, sons joined in 2008. Growing and expanding as family owned business.

*What was the business’s bonding situation before the BEP/What was your perception of bonding before participating in the BEP?*

Rocky Mountain Boilers had not been bonded before. They were approved for \$400,000 which allowed them to secure a contract with Denver International Airport (DIA). They are working on repairing the boiler that broke down in the central power plant at DIA. Rocky Mountain Boiler Services established a relationship with Ramirez Bonding in the one-on-one meetings with surety agents.

*How did you the BEP and what was your experience going through the program? What did you earn?*

Prior to being a client of WCSB-TRC, they got an email from Steven Martinez at the City and County of Denver. He works for Denver’s Outreach for Business Opportunities.

*Outcome (in terms of bonding).*

Went from never having a bond to being approved for a \$400,000 bond. Final bond was \$360,000.

*Current projects/ upcoming projects/ other successes?*

Having bonding will help them get more business and more jobs that require bonding. The BEP presenters were very helpful from accounting to safety. It was very beneficial to hear from a GC perspective. Understanding what a General Contractor is looking for really helped to be able to meet their expectations. Rocky Mountain Boiler Services has become a stronger company because of what they learned in the BEP.

*(The RTD BEP class graduated on March 4, 2015.)*