
MCDP Spotlight*

Cindy Malinchak, Environmentally Based Green Building LLC

Less than two years ago, Cindy Malinchak was struggling to keep her New Jersey-based construction company afloat.

Faced with a reduction in private sector work, Cindy needed to qualify for bonding in order to bid on public sector opportunities, especially work with Essex County. Then Cindy came across an announcement of a new bonding assistance program, jointly sponsored by the Essex County Economic Development Corporation and The Surety & Fidelity Association of America. Launched in November of 2009, The Essex County Bonding Readiness Program, which is based on SFAA's highly successful Model Contractor Development Program



(MCDP), had 22 initial participants, and Cindy's company was one of them. After completing the necessary workshops, Cindy met with Larry DePalma, a bond producer who was working voluntarily with the Program, and they ultimately put together a bond application package that resulted in Cindy getting her first bond of \$250,000. Since then she has increased her bonding capacity to \$1,000,000 and growing. She also has completed several projects for Essex County, including the Wildlife Carousel and the Pony Trail Exhibit at the Turtleback Zoo.

To top it off, Cindy recently was nominated and selected as a Leading Woman Entrepreneur and Business Owner of New Jersey. This honor is bestowed on a select few of the very best women business owners in the State, and selection is based on such factors as innovation, market potential, community involvement and advocacy for women. In addition to being profiled in *New Jersey Monthly* magazine, Cindy and her company also will be featured in the September issue of *American Builder*.

In her own words, Cindy acknowledges the role of the Bonding Readiness Program in her success and in garnering her recent accolades:

".....I have felt and will continue to feel that Essex County and The Surety & Fidelity Association of America were instrumental in much of the current success I have achieved. By offering the Bonding Readiness Program, I was able to receive bonding, which not only resulted in my company being able to bid on projects that we were previously unable to bid on, but also it opened up a new marketing opportunity for my company to pursue. It is amazing how the industry looks more favorably upon your company when it is a bonded company. Additionally, my work in the federal market has opened up considerably because of my bonding capacity. I would like to thank you for opening up a new chapter for myself and my company. Your program and support are a tremendous resource for small business."

Congratulations, Cindy, and keep up the good work!

** In each bi-monthly issue, the SFAA Newsletter will feature a small, minority or woman contractor who has successfully completed the Model Contractor Development Program (MCDP) and has gone on to utilize the new bonding capacity to sustain and grow his or her business.*