

MCDP Spotlight: Domingo Medina, DG Medina Construction

Domingo Medina, the Principal of DG Medina Construction in Houston, TX, has operated as a designer, inspector, estimator, superintendent, and project manager for some of the largest construction firms and concrete/cement producers in the U.S. and Spain. As a child having worked alongside his father on construction sites, Mr. Medina has over 20 years of experience in government, industrial, and commercial construction. Despite being well-respected as a professional in the industry, as a new business in 2008, his firm faced the same problems of many start-ups—a lack of capital and access to bonding. However, he knew that having the requisite level of bonding capacity would open doors to his company that were necessary to its growth and sustainability.

In January of 2010, Mr. Medina participated in a series of workshops and bond readiness activities sponsored by the University of Texas' Office of Historically Underutilized Businesses (HUB). This effort, the HUB Bonding and Technical Assistance Program, was developed with the Surety & Fidelity Association of America (SFAA) and is based on SFAA's highly successful Model Contractor Development Program (MCDP)®. As a participant, Mr. Medina worked with Cynthia Booker

and Orlando N. Castañeda, HUB Technical Assistance Coordinators, as well as with Cheryl Colson of

Insurance Alliance, who is a volunteer bond producer with the program. As Mr. Medina stated, "They were the key people who coordinated the interviews with different CPAs and assisted me with the procedures step by step to apply for a bond." Soon thereafter, DG Medina Construction was able to obtain a bond in the amount of \$750,000 from SureTec, and later that year the company signed a contract with Houston's Bush International Airport for \$2.3 million. Most importantly, these earlier jobs have helped DG Medina Construction to bid on larger projects as subcontractors, adding significantly to their credibility with their clients. Recent projects have included work for the Port of Houston, Houston METRO, Reliant Energy, and the City of Houston.

Now in its fourth year, DG Medina Construction specializes in government and commercial construction and offers a full-range of construction services such as demolition, site work, excavation, utility work, concrete foundation, and paving. The company holds



certification as a Minority/Disadvantaged Business Enterprise (M/DBE and HUB) with Texas Department of Transportation (TxDOT), Houston Metropolitan Transit Authority (METRO), City of Houston, Houston Independent School District (HISD), HMSDC, and the Federal government.

In 2011 Mr. Medina was selected as a nominee for "2010 Texas Top Hispanic Business Man of the Year," awarded by the Texas Association of Mexican-American Chambers of Commerce. This year, he was selected by TxDOT to enter its protégé training program, his bonding capacity has been raised to \$1.5 million, and DG Medina Construction has been named as a TxDOT-approved contractor.

Mr. Medina earned an MBA from the University of Phoenix and a B.S. in Civil Engineering from Universidad Iberoamericana. With his educational background and construction experience, he has brought operational leadership and a broad knowledge of government and commercial construction to his clients—adding value to every project.