

Building Capacity Through Contractor Development Programs

Track A: People Power

CCEC

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Speakers



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CONTRACTOR DEVELOPMENT PROGRAMS

In this workshop we intend to demonstrate how small, diverse, local and disadvantaged contractors can build their capacity and capabilities when they are given the opportunity to participate in meaningful public construction projects. This success can be achieved through Contractor Development Programs.

In our experience as a collective, we have seen first-hand, that small, diverse, local and disadvantaged contractors can be highly successful when provided with the right tools, support, and guidance.

Contractor Development Programs can contribute to the success of small, diverse, local and disadvantaged businesses with support from public agencies, program implementors, and partners such as Prime Contractors all contributing to the removal of challenges and barriers for contractors.

Our goal is to provide you all with some tangible take-aways for creating your own Contractor Development Programs.

INSTRUCTIONS

You are all Program Implementors working with your local Public Agency. You have been tasked with developing a comprehensive Contractor Development Program to help build the capacity of small, diverse, local and disadvantaged contractors working on projects in your marketplace.

We are going to present 4 challenges that small, diverse, local and disadvantaged contractors have faced in their journey to building their capacity and business in the public construction arena. We believe that Contractor Development Programs can be a bridge for contractors to overcome these barriers and thrive in their businesses.

Each table will be an Implementation Team. As a group with your tablemates, please discuss the challenge, what it means, and come up with possible solutions to overcome that challenge. That solution will be a building block for which you can begin to structure a Contractor Development Program.



CHALLENGE 1

LACK OF EDUCATION & TRAINING FOR CONTRACTORS

- How can Education & Training for Contractors help to grow their businesses?
- What type of Technical Assistance is needed to assist Contractors?
- What are some of the benefits to Contractors by gaining more training?

TAKE 10 MINUTES TO DISCUSS THIS CHALLENGE AND POSSIBLE SOLUTIONS

CHALLENGE 1 DISCUSSION

- Implementation Teams Share Your Solutions



- Panelist share examples of how you have been able to help Contractors overcome that challenge in the work you have done.





CHALLENGE 2

OVERCOMING BARRIERS TO PROJECT OPPORTUNITIES

- How can contractors gain access to project opportunities to help them grow their businesses?
- What can Public Agencies, Program Implementors, and Partners do to help contractors overcome this challenge?

TAKE 10 MINUTES TO DISCUSS THIS CHALLENGE AND POSSIBLE SOLUTIONS

CHALLENGE 2 DISCUSSION

- Implementation Teams Share Your Solutions



- Panelist share examples of how you have been able to help Contractors overcome that challenge in the work you have done.





CHALLENGE 3



UNDERSTANDING HOW WORKFORCE DEVELOPMENT IS TIED TO GROWING THE CAPACITY OF A SMALL BUSINESS

- As a small business, how can I be a better contributor and employer to my community through Workforce Development?
- Why is building a local workforce important?

TAKE 10 MINUTES TO DISCUSS THIS CHALLENGE AND POSSIBLE SOLUTIONS

CHALLENGE 3 DISCUSSION

- Implementation Teams Share Your Solutions



- Panelist share examples of how you have been able to help Contractors overcome that challenge in the work you have done.





CHALLENGE 4

GETTING TO THE NEXT LEVEL

- What types of activities can Contractors participate in to help them get to the next level?
- What types of connections should Contractors be making
- What are the best resources for Contractors?

TAKE 10 MINUTES TO DISCUSS THIS CHALLENGE AND POSSIBLE SOLUTIONS

CHALLENGE 4 DISCUSSION

- Implementation Teams Share Your Solutions



- Panelist share examples of how you have been able to help Contractors overcome that challenge in the work you have done.





Based on our discussion today, you should now be able to take the solutions that were presented here today to begin to build the foundation to creating your own Contractor Development Program.

Q & A



FINAL THOUGHTS



THANK YOU!

