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City of Houston Public Works Launches Small Contractor Rotation Program

On Tuesday, August 11, 2015, the City of Houston will recognize seven entities that will be the backbone of a new program – the first of its kind in the State of Texas – designed to help small construction contractors better compete for City construction contracts.

The participating financial institutions and non-profit entities are: Advantage Business Capital, Houston Business Development, Inc., LiftFund, IberiaBank, PeopleFund, Unity National Bank and the bonding company, SureTec.

As partners in the City's new Small Contractor Rotation Program, these entities will help small contractors establish the healthy credit, bonding capacity and work performance history required to successfully compete for, and complete, City construction contracts. These projects generally have strict financial, contractual and bonding requirements that are out of reach for the average small contractor. The entities will work directly with the small business owner, helping to leverage business cash flow, bonding and contract size to better transition them to prime contractor status. Once the small business has selected one of the participating entities, the small business is then placed in a queue whereby they can be selected for City work orders on a specific rotation cycle. The work orders will be small enough for the business to compete to provide the services, yet large enough to demonstrate its abilities to successfully complete the job per the requirements. Additionally, the participating entities will offer training, business guidance and financial coaching.

Joining in the partnership with the Public Works and Engineering Department, which is spearheading the program, are the Office of the City Controller and the Office of Business Opportunity. The Small Contractor Rotation Program is a two-year program. For more information about the program, contact: Angela Aaron at (832)-395-2493. Small businesses wishing to take advantage of this program should visit our website: www.publicworks.houstontx.gov/director/sbdg.html.

“This is yet another way the Public Works and Engineering Department invests in our small business community,” said Tony Henshaw, Division Manager of the Department of Public Works and Engineering's Small Business Development Group.