



**We want to help you help us.**

## **Contractor Development and Bonding Program**

### **FREQUENTLY ASKED QUESTIONS**

#### **What are the services provided by Metro's program?**

Metro is extending comprehensive capacity building, technical and bonding assistance to small contractors looking to pursue Metro contracts. The specific services start with a thorough assessment of your current business status to identify areas of opportunity to better position your firm to successfully compete and perform Metro contracts. Upon enrollment, you'll be assigned a dedicated program account manager who, following your initial assessment, will work closely with you to tailor a technical assistance work plan specific to your needs.

They will provide:

- > One-on-one consultations
- > Participation in training clinics and training immersion academies
- > Help with prime contractor pre-qualifications
  - facilitate prime or prime-sub contractor introductions
  - project/bid matches
- > Attain bonding, including bonding collateral support, if needed
- > If awarded, a Metro-related contract with bonding support, and on-going project support to help you successfully complete your contract



**Metro®**

# Contractor Development and Bonding Program

## FREQUENTLY ASKED QUESTIONS

### Who is eligible to participate in Metro's program?

Firms who are either already certified as Small Business Enterprises (SBE), Disadvantaged Business Enterprises (DBE), Disabled Veteran Business Enterprises (DVBE) or are eligible for certification under one of these categories. Bonding collateral support, however, requires an active certification status.

### What is the maximum amount of bonding collateral available in the program, and is there a maximum size contract for which I can be provided bonding support?

The program has a cap of \$250,000 in bonding collateral support (\$250,000 or 40% of the bond amount, whichever is less) and there is no maximum contract size for which you can be provided bonding support.

As small contractors represent a vast range in size and capacity, from just starting out to those who are more established but looking to grow further, Metro's collateral support of \$250,000 can be impactful in attaining bonds for a wide range in contract values – as low as \$10,000 and in some cases in excess of \$5 million, all depending on the small contractor – their history, resume of work, and in some cases, the specific scope of work being pursued. The program in which Metro's program is modeled has enabled small contractors to attain bonds on contracts with values that exceeded \$5 million.

### What if my subcontracted work hasn't required bonding in the past, is there still a benefit to my participation in Metro's program?

Yes! While it's true that not all subcontracted work requires you to provide a bond, a bond will always be required if you look to compete on a small prime contract with Metro. Additionally, being "bondable" is an advantage for your company as it demonstrates you've been vetted by a third party who has assessed your capacity to perform work as expressed by what dollar level you can bond. This makes a significant difference when you are being considered for subcontract opportunities and gives you a competitive advantage. In some instances, you may not be required to bond your subcontract work, but may still be required to meet specific requirements of the general contractor or upper-tiered sub whom you may be seeking a contract opportunity. As these requirements often share commonality with bond underwriting, Metro's program will also assist you in meeting advance requirements with primes or prime-sub contractors pursuing or performing Metro work.

### What is the cost to participate in Metro's program?

Zero! Metro is investing in this resource as an additional measure to increase inclusivity and participation of small, diverse and disabled veteran contractors on Metro projects. We recognize that barriers impede access and this program is intended to reduce and eliminate those barriers wherever possible. There is one small exception. One of the program services provides for a one-time subsidy to those who qualify, towards a CPA Prepared Financial Statement. If this subsidy is provided to you, it also requires that you pay the first \$500 towards your statement and all cost in excess of the subsidy.

### When should I look at enrolling in Metro's program? Should I wait until I've identified a Metro project for which I want to bid?

The answer is you should enroll NOW! Don't wait. The earlier you enroll, get assessed and start receiving services, the sooner you'll have direction and support on the most suitable Metro projects you might consider. If you get approved for a certain level of bonding (e.g. \$750,000), it helps you target opportunities in that range with confidence, and the ability to offer a bond as part of your firm's credentials. For Metro's prime and larger contractors seeking certified firms to meet their goals, you'll be better positioned for consideration and your account manager will be helping you look out for such opportunities working with the program prime partners.

### How long will it take for me to get approved for bonding?

That depends most on you. The initial process to prepare an underwriting package for bonding requires the gathering of information from your company. If you have what's needed readily available and complete, you might get approved for bonding in as little as five business days, depending on the size bond being pursued.

### Do I have to already have a bonding broker in place?

Metro's program will work with any broker with whom you already have an established relationship that you wish to continue. In fact, the program can work with your current surety as well to increase your current bonding capacity with them. If, however, you do not have a current broker, the program will provide you a list of brokers who work with smaller contractors and who work with program surety partners for your consideration.

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For more information about Metro, please visit [metro.net](http://metro.net).

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