

# ***Austin Area Black Contractors Association***

*presentation to the*  
**AFRICAN AMERICAN RESOURCE  
ADVISORY COMMISSION**  
*on services provided by the*  
**Austin Area Black Contractors Association**  
**Wednesday, September 10, 2014**  
**Street-Jones Building**  
**1000 East 11<sup>th</sup> Street, Room 400-A**  
**Austin, Texas 78702**





# ABCA's • Mission • Goals

## About the ABCA

*The Austin Black Contractors Association is a nonprofit corporation founded in March 25, 1988*

*Founding members were James A. Harper, Alvin Washington, Louis Hudspeth and Mr. James C. Smith*

## ABCA's Mission

*The Association's mission is to promote, assist, and develop African American Contractors in obtaining management and technical skills to aide in competing successfully in the construction marketplace*

## ABCA's Goals

- *To obtain contract awards from the public and private sectors*
- *To provide management and technical skills development to enhance capabilities and build capacities*
- *To create and provide job opportunities*
- *To promote community empowerment through self-sufficiency programs*

## ABCA 2013-2014 Officers & Executives

### James A. Harper

J Harper Construction Company, Inc.  
*President*

### Alvin Washington

Alvin Washington Trucking Company  
*Vice President*

### Reginald World

Trini Construction Builder, LLC  
*Secretary*

### Calvin Williams

ZLynx Systems, Inc.  
*Treasurer*

### Heath Williamson

Earthco Landscape Construction, LLC  
*Parliamentarian*

### Cloteal Davis Haynes

Haynes Eaglin Waters, LLC  
General Construction & Construction Management.  
*Governmental Liaison*

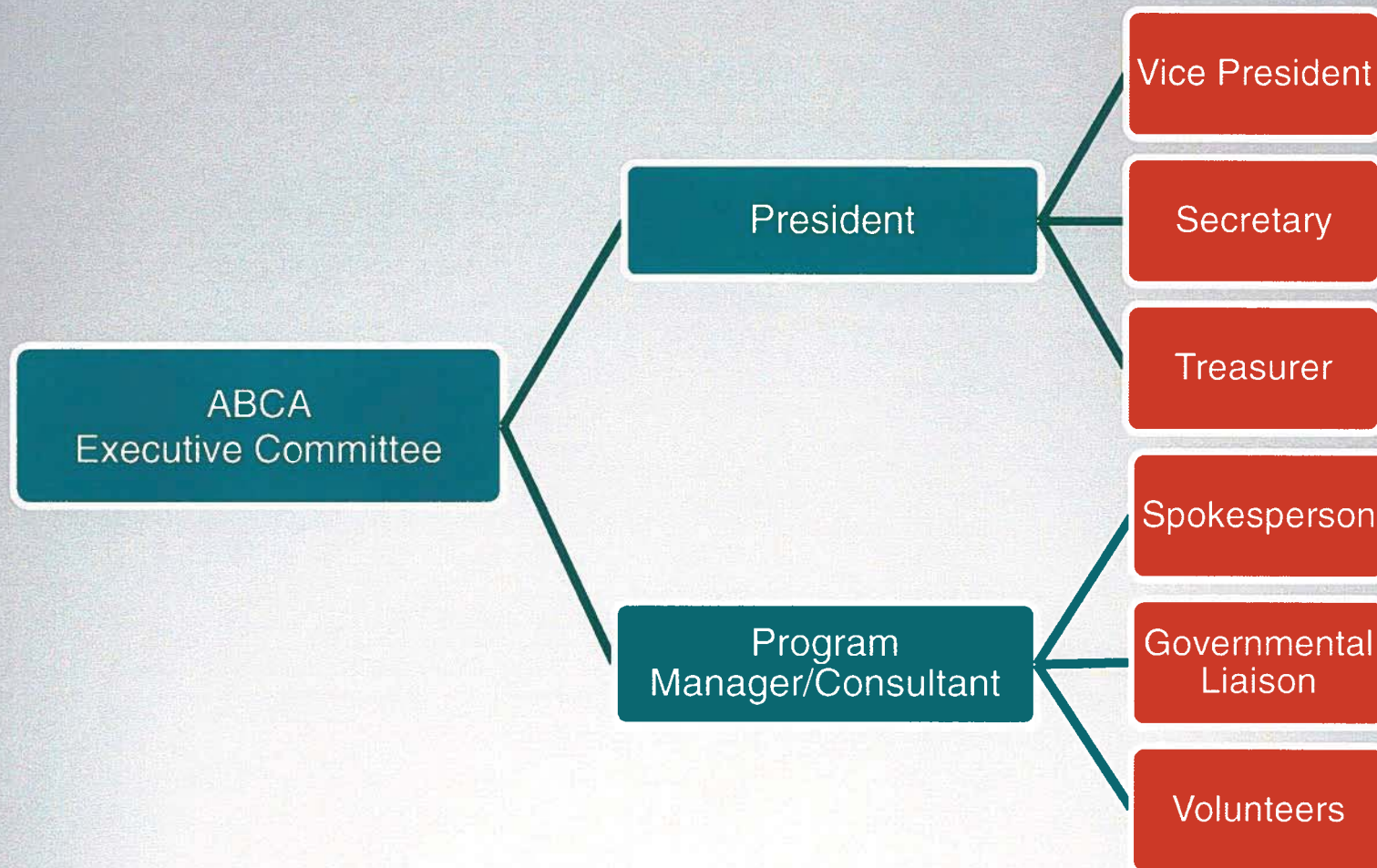
### Carol S. Hadnot

Business Resource Consultants  
*Program Manager / Consultant*





# ***ABCA's ORGANIZATIONAL CHART***





## • ***About the Program Concept***

- To increase City Certified African American Contractors' participation in City construction procurement
- To assist with the development of African American Contractors' capabilities and capacities
- To improve African American Contractors' competitive edge in the construction marketplace





## • **Program Key Elements**

### • **Marketing & Outreach**

- Identify, recruit, and encourage African American Contractors in the Austin Metropolitan five county areas of (**Bastrop; Caldwell; Hayes; Travis; Williamson**) to get **certified** and **recertified** with the City of Austin's Small and Minority Business Resources Department (**SMBR**)
- Provide African American Contractors customized company profile resumes to use at bid and pre-proposal conferences; networking sessions; bonding, banking and certification applications; and other marketing efforts
- Encourage African American Contractors to attend and participate in workshops on how to do business with the City of Austin and the MBE/WBE/DBE certification process
- Provide guidance on how to develop a construction marketing plan





## • **ABCA Website**

- Inform about program and services
- Allow to view Bid Briefs
- Allow to view calendar of events
- Highlight industry trends
- Spotlight contractor achievements
- Allow access to Online Video Training
- Allow access to Quarterly Newsletter





## • ***Interactive Tool Box Training***

- Offer self training through user friendly instructions, checklists and worksheets found in the ABCA Tool Kit Tip Sheets, i.e...
  - 25 common mistakes small contractors make when negotiating contracts and agreements
  - Construction Delivery Methods
  - Company Profile Resume Worksheet
  - Bid Calculation Worksheet and helpful tips on how to prepare bids and proposals; schedule of values; payment invoices; perfecting mechanic liens





# •(NEW) **Technical Assistance and Training**

*The program currently provides professional consultants with expertise to deliver services and assistance in the areas of business and contract law; bidding and cost estimating; and marketing at no cost to the contractor*

**DUE TO LIMITED FUNDS, TECHNICAL ASSISTANCE IS PROVIDED  
ON A FIRST COME, FIRST SERVE BASIS**

**TECHNICAL ASSISTANCE AND TRAINING SERVICES INCLUDE BUT NOT LIMITED TO:**

- review contract/agreement terms and conditions
- updates on regulatory laws and statutes that govern construction procurement
- advice on the dispute process and lien claims
- how to read and interpret plans and specifications
- job site visits; how to prepare takeoffs; cost estimating techniques
- bid packaging; understanding the change order process and invoice system
- safety and health; human resources and other general construction management tips
- developing a construction marketing plan; why attend pre bid/pre proposal conferences and networking events; usage of a company profile resume; and tools used to research and identify upcoming construction procurement opportunities





## • ***Publications***

- Publish weekly, online ***Bid Briefs uploaded to 600 subscribers*** in the construction industry, trade associations, agencies and organizations involved with business and economic development
- Publish quarterly, an online newsletter
- Publish on a periodic basis, ***Contractor's Toolkit Tip Sheets***





## • ***Plan Room***

- **Maintain a plan room for contractors to view and checkout plans, specifications and DVDs received from the public and private sectors ...**

City of Austin • Austin Housing Finance Corporation • Travis County • Capital Metropolitan Transportation Authority • Lower Colorado River Authority • University of Texas At Austin • University of Texas System • Texas State University • Austin Community College • Texas Facilities Commission • Austin Redevelopment Authority • Austin Housing Authority • Austin Independent School District • Round Rock Independent School District • Del Valle Independent School District • M.D. Anderson Research Center • General Contractors and other public and private entities





## • **Advocacy**

- **Attend forums and meetings offering testimonials and initiatives for the development of legislation, policies and processes to insure minority business participation in business and economic development opportunities, such as ---**
  - Financial and Payment Assistance Programs for Small and Minority and Women Businesses
  - Policy Changes to City's Subcontract Payments (*Retainage and Partial Payment*)
  - City of Austin Third Party Agreements
    - Good Faith Efforts Clause
    - Progressive Sanctions
    - 2<sup>nd</sup> Generation Disparity Study
    - Request For Change Process
    - Alternative Net Worth Statement
    - Unbundling of Large Project Scopes of Work
    - Subcontractor's Academy





# Summary of Major Accomplishments Year 2013

- Facilitated **\$33,130,800 M public sector contract awards** to African American Contractors
- Disseminated **48 outreach/recruitment notices** to get MBE/WBE/DBE certified with the City of Austin SMBR and other certifying agencies
- Published annually, **48 online Bid Brief**
- Published quarterly, **144 Contractor's Tool Box Tip Sheet Source Guides**
- Published quarterly, **4 Newsletters**
- Prepared annually, **30 Company Profile Resumes**
- Re designed **2007-08** Award Winning ABCA Website. Receives an average of **2,400 hits per month**
- Enrolled **4 firms** in Austin's Energy Home Performance Energy Star Training Program to receive Building Performance Institute Certification (BPI)
- Joined forces with the **Asian and Hispanic** trade associations to advocate policy changes to the City's construction procurement and payment processes
- **Donations:** 120 bags of staples and canned goods to the food bank  
**Contributions:** March of Dimes; Pirate Pacesetter Booster Club  
**Sponsorships:** Golden Eagles Pop Warner Team; Austin American Partners in Literacy

