BTAC

BONDING TECHNICAL
ASSISTANCE & CONTRACTING

2023

DRIVE
DEVELOPING THE REGION'S
INCLUSIVE & VIBRANT ECONOMY

2023

BTAC
BONDING TECHNICAL
ASSISTANCE & CONTRACTING

Bonding Technical Assistance & Contracting (BTAC) program provides direct services including bonding and contract financing, business development, and access to capital as well as policy centered advocacy to small and diverse business owners with a focus on Black contractors in Fresno and throughout the Central Valley.

The BTAC program is involved in Fresno DRIVE's Economic Development Initiative, which focuses on various elements of economic growth.

BTAC, led by FMBCC in partnership with Access Plus Capital (APC) and Merriwether & Williams (M&W), is a model of economic intervention, equipping Black and Latino contractors with tools to compete and thrive.

BTAC tackles structural challenges like limited capital and bonding by offering upfront financing to bridge critical gaps in the construction industry.

03 Bonding Technical Assistance and Contracting (BTAC)

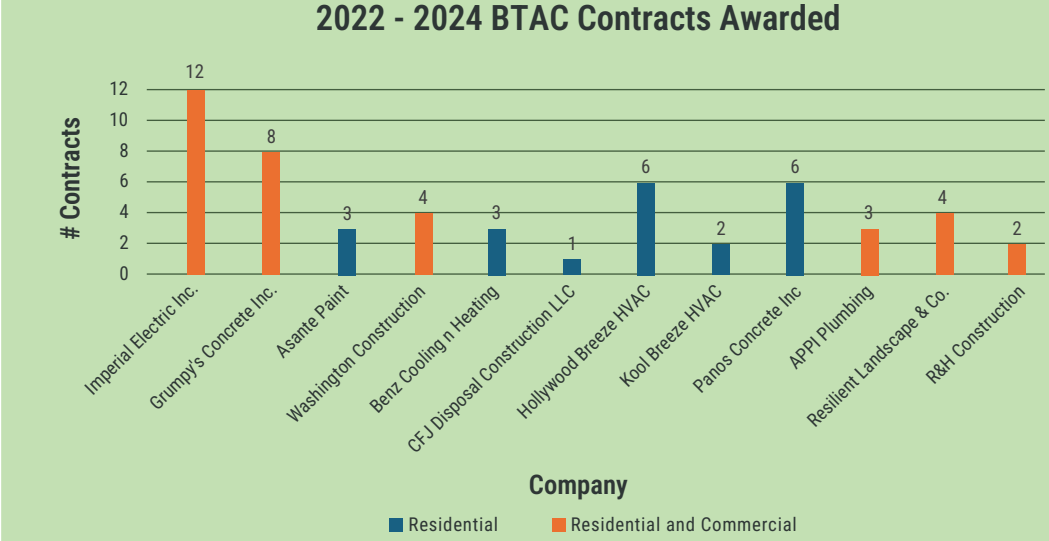
05 Stories

06 Collaborations

BONDING TECHNICAL ASSISTANCE AND CONTRACTING (BTAC)

1 Contracting Success: Diverse Contracts, Strong Partnerships

A total of 54 contracts have been awarded to participants, spanning residential, commercial, and public works projects. Key contributors include Imperial Electric Inc. (12 contracts), Grumpy's Concrete Inc. (8 contracts), and Hollywood Construction LLC and Panos Concrete Inc. (6 contracts each), reflecting the program's support across diverse construction and trade services.



2 Fueling Growth: APC Funding Powering Contractors

Strategic Funding: In 2023, $35,000 in loans was provided by APC to support Grumpy's Concrete and Washington Construction.

Funding from APC:

Loan amount

$35,000

2 Contractors

Grumpy's Concrete

Washington Construction

3 Bonding Power: Strengthening Capacity for Big Projects Bonding:

Combined Bond Capacity

$600K single / **$600M** total aggregate

4 Future Builders: Training the Next Generation of Contractors

August 2024 Student Cohort

August 2024 Student Cohort Overview
The August 2024 cohort featured 24 students pursuing contractor licensing and construction expertise. Among the group, 18 held General B Licenses, with others specializing in Concrete (3), C-54, Painting, and Low Voltage (C-7). The cohort was predominantly male, with 23 men and 1 woman represented.

Licensing Success
Three students achieved new contractor licenses: General B and Electrical

> **This cohort exemplifies a commitment to growing skilled professionals across diverse specialties in the industry.**

24 TOTAL STUDENTS

gender

1	23
woman	men

license type

18	3	1	1	1
General B License	Concrete License	C-54	Painting License	C-7, Low Voltage

Total Students Received Contractor License: **3** General B Electrical

5 Celebrating Achievements: Licensed Contractors Making an Impact

Dec 2023 Licensed Cohort

7 TOTAL LICENSED CONTRACTORS

gender

2	5
women	men

race

2 African American	**1 Man** - HVAC **1 Woman** - General B
5 Latinx/Hispanic	**1 Woman** - Plumbing **4 Men** - Concrete, General B, Landscape

trade

1 HVAC	1 Concrete	2 General B License
1 Plumbing	1 Landscape	1 Not Collected

Building the Future: With strategic partnerships and investments, BTAC is cultivating a new generation of competitive, minority-owned contractors ready to reshape the industry.

December 2023 Licensed Contractor Cohort
The December 2023 cohort celebrates seven newly licensed contractors, showcasing diversity and expertise across various trades:
Gender: 2 women, 5 men
Race/Ethnicity:
2 African American (1 Man - HVAC, 1 Woman - General B)
5 Latinx/Hispanic (1 Woman - Plumbing, 4 Men - Concrete, General B, Landscape)
Trades Represented: HVAC, Concrete, General B (2), Plumbing, and Landscape
This cohort highlights the next generation of skilled contractors, reflecting inclusivity and excellence in the construction industry.

STORIES

"BTAC believed in us and connected us to partners that provided us work like the Chaffee Zoo. It might not be a big deal to other businesses but we got bonding through this program."

-Eric Smith

Community Impact: Brian Washington Construction

BTAC-backed Brian Washington Construction helped bring the Fresno Chaffee Zoo project to life—proof that targeted support drives real economic change.

"One of my goals was to move from only residential to public works and this project with the Zoo did that. With the support from Oliver Baines and the BTAC program, I am now doing other public works projects and see that I can grow this."

-Brian Washington

COLLABORATIONS

Established Partners

Fresno Metro Black Chamber of Commerce
https://fmbcc.com/

CVCF DRIVE
https://www.fresnodrive.org/

Merriwether & Williams
https://imwis.com

Access Plus Capital
https://wvww.accesspluscapital.com/

New/Developing Partnerships:

BTAC has forged significant new partnerships to enhance the support available to our participants:

Fresno Housing Authority: Looking to establish projects set aside for the BTAC licensed contractors.

BTAC Partners with Fresno Chaffee Zoo and M&W to Boost Small Business Contracting Success

In partnership with Fresno Chaffee Zoo and M&W, BTAC was able to assist in advocating procurement policies. The changes made allowed for more business to be done with small contracting businesses. The Valley Farm set aside project that has now been completed by BTAC contractors Grumpy's Concrete Inc and Washington Construction.

https://fresnochaffeezoo.org

Connections Across DRIVE Initiatives

Fresno's Impact Economy

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FresnoDRIVE.org