

Colt Builders

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Des Moines, NM

About Colt Builders

- ▣ Emerging Small Business
- ▣ In business for two years
- ▣ Located in Des Moines, NM (northeastern NM)
- ▣ Work ranges from \$5,000 to \$150,000
- ▣ Bonded up to \$400,000
- ▣ Personal experience:
 - 17 years in construction
 - 10 years as construction Superintendent
 - Have worked throughout NM
 - Projects up to \$10 million
 - ▣ schools, counties, municipalities, state, & federal

Challenges for New Small Business

- ▣ Most public agencies now use Request For Proposal (RFP) selection process
 - Requires extensive time to complete proposals
 - Expensive to assemble proposals
- ▣ Very difficult to build a new construction business in current economic climate in NM & in the current RFP system
- ▣ Colt Builders advantage is my personal experience, my personal commitment to owners, and my ability to be cost competitive as a Small Business.

Conclusions

- ▣ The current RFP system puts a ceiling on small business growth.
- ▣ RFP system favors companies that were able to build their portfolio of work experience under the old low bid system.
- ▣ New small businesses needs:
 - Remove RFP process for small projects (under \$1M)
 - Set-Asides would help emerging small businesses
 - Allow Mentor/Protégé relationships for NM public work