

FAQS

GENERAL CONTRACTORS AND DEVELOPERS

Why should I work with MWBE firms?

Working with qualified MWBE firms expands your subcontractor pool, increases competition, strengthens the local economy, and helps build long-term contractor capacity across the region.

What if I can't find qualified MWBE firms?

Start outreach early, use multiple directories, attend networking events, and document your efforts. Building relationships is key.

Are MWBE firms more expensive?

Not necessarily. Labor rates are often the same under union agreements. Differences are more commonly related to purchasing power, project size, or financing.

What are Good Faith Efforts?

Good Faith Efforts are the documented actions taken to identify, solicit, and meaningfully consider qualified MWBE firms before awarding work.

How can I help build contractor capacity?

Break large scopes into manageable packages, communicate opportunities early, provide timely payment, and develop long-term partnerships.

MWBEs

When should I get bonded?

Before you need it. Building bonding capacity early makes your business more competitive for larger projects.

How do I improve my chances of winning work?

Build relationships, communicate your capabilities, submit complete bids, understand your capacity, and consistently deliver + document quality work.

Do I need certification?

Certification may be required on some public projects and can create opportunities, but long-term success depends on your business's ability to perform quality work and maintain positive relationships.

Should I bid on every project?

No. Pursue projects that align with your experience, workforce, equipment, and financial capacity.

Where should I start?

Start by focusing on the fundamentals:

- Build relationships
- Understand your capacity
- Strengthen your finances
- Obtain proper insurance and bonding
- Demonstrate quality work

STILL HAVE QUESTIONS?

This toolkit is intended to be a starting point. Construction is a relationship-driven industry, and many of the organizations listed in the Resources section are available to provide guidance, answer questions, and help contractors continue growing their businesses!

