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## SPOTLIGHT ON EMERGING CONTRACTORS

### Increased Success Through Bonding Education: Mundo Verde Irrigation & Landscaping

Mundo Verde Irrigation & Landscaping, co-owned by Susanna Guzman and Carlos Palos, is an irrigation and landscaping business based in San Antonio, Texas. The company has been in business for 12 years, specializing in commercial landscape creations and design.

The company was first introduced to the Gulf Region Small Business Transportation Resource Center (SBTRC) after participating in the SFAA, USDOT, Office of Small and Disadvantaged Business Utilization's (OSDBU) 2012 San Antonio Bonding Education Program (BEP). Participating in the BEP afforded Mundo Verde with the tools needed to be more successful. Ultimately, the BEP allowed company owners to utilize key business sustainability practices to successfully and confidently make smarter business decisions.

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Prior to its participation in the BEP, Mundo Verde's bonding capacity was \$500,000 with an aggregate of \$850,000. After completing the program, the firm met with several bonding producers, received technical assistance from Renee Watson and the Bexar County Small, Minority, Women, and Veteran Owned Business Enterprise (SMWBE) program, and ultimately increased its bonding capacity to \$1,000,000 with an aggregate of \$4,000,000. Obtaining the increase in bonding capacity allowed Mundo Verde to complete two additional phases of a project at Brooks City Base in San Antonio, TX. Prior to taking the class the company was only able complete the first phase. Mundo Verde believes it gained significant experience and understanding of how



*Mundo Verde's landscaping project at Brooks City Base in San Antonio, TX*

to effectively run construction projects due to its participation in the BEP.

The Greater Dallas Hispanic Chamber of Commerce serves as OSDBU's Gulf Region SBTRC. OSDBU's Gulf Region SBTRC administers small business assistance programs and provides technical assistance to small businesses throughout the states of Louisiana, New Mexico, Oklahoma, and Texas.