

MCDP[®] Spotlight: Vobecky Enterprises, Inc.



This issue's MCDP[®] Spotlight is on Vobecky Enterprises, Inc. of Glendora, CA. Owner Bianca Vobecky participated in the Los Angeles Bonding Education Program, based on SFAA's Model Contractor Development Program[®].

From the very beginning of the Bonding Education Program (BEP) workshops, it was clear that Bianca Vobecky, as the head of both a shipping operation (called Ship DTS) and a construction management company, was eager to learn and to improve her company's ability to bid on bigger and more profitable projects by increasing her bonding capacity. Ms. Vobecky, a native of Haiti, is president of Vobecky Enterprises, Inc. located in Glendora, CA, and the company is certified 8a, DBE, WOSB, SDB, and MBE, but it needed to obtain more surety credit to take advantage of the transportation-related work that was becoming increasingly available.

The BEP, a joint effort of The Surety & Fidelity Association of America (SFAA) and the U.S. Department of Transportation (DOT) and based on SFAA's highly successful Model Contractor Development Program (MCDP[®]), kicked off its Los Angeles initiative on July 20, 2011, and Ms. Vobecky, attended each of the workshops. She also energetically put in the time and resources required in the bond readiness component of the program to assemble a package of materials that would lead to a successful bonding submission. Ms. Vobecky was referred to the BEP by the local Minority Business Development Center (MBDC) and the City of Los Angeles, both of which are stakeholders in the Los Angeles BEP. When she started the program, her bonding line was \$500,000. Yet, within a few months, she was able to work with one of our volunteer surety bond producers, Patty Zenizo of Preferred Bonding, and she now has a bonding capacity of \$1,000,000 with ACIC, with an indication that this can

be increased when needed. This has allowed her to bid on larger jobs.

Vobecky's clients have included LAX International Airport, the Department of the Air Force, the Department of Homeland Security, Clark Construction, Edison, the Army Corp, and others. Some of Vobecky Enterprises' current projects include moving rail cars to get refurbished for the San Francisco Municipal Transportation Agency to Pennsylvania and back. Also, she recently won a federal contract with the U.S. Army for a \$600,000 building renovation and a transportation-related job for Sempra Energy. Approved by the U.S. DOT to move freight, Vobecky Enterprises is seeking out contract opportunities to bid on this type of work. Vobecky Enterprises also is currently bidding to be part

of the Jacobs Engineering team that will be managing the Pipeline Safety Enhancement Program for Sempra Energy, a multi-billion dollar initiative to upgrade the natural gas pipelines from Visalia, CA, to the Mexican border.

Vobecky Enterprises now employs over 10 people and has gross revenues of more than \$1.3 million a year, with a projection of more than \$2 million for 2013. Ms. Vobecky has been recognized for her achievements by the U.S. Department of Commerce, the City of Los Angeles, The National Association of Minority Contractors as Minority Contractor of the Year, and the Glendora Chamber of Commerce, on whose Board she served for three years. She also is a proud member of the Society of Military Engineers.