

MCDP® Spotlight: G3 Electrical Technologies

This issue's MCDP® Spotlight is on G3 Electrical Technologies of Las Vegas, NV. Owners Thomas Moore and Ronaldo Duarte participated in the Las Vegas Bonding Education Program, which is based on SFAA's Model Contractor Development Program®.

Thomas Moore and Ronaldo Duarte are experienced electricians that both were doing well working for large companies. However, when the market got very shaky in Las Vegas five or six years ago, they were concerned about their future prospects. Therefore, they decided to put their future in their own hands and start their own business, G3 Electrical Technologies. Since inception, they have kept busy, continually growing and improving their business operations. In addition to themselves, they now have three permanent employees and three temporary employees.

They were attending a "How to do Business with Clark County" class when they found out about the Bonding Education Program (BEP). Clark County was a part of the BEP Stakeholder team. When they attended the class, they did not know anything about surety bonds. They knew they had their contractor's license bond

but did not realize they needed surety bonding in order to bid on larger public works projects.

G3 was very pleased with the workshop series held at the Urban Chamber of Commerce Business Development Center. Moore and Duarte say, "We received some great information in the BEP classes, especially by the CPA and by Lisa Stevens (Bond Manger at the Leavitt Group), who we now have a relationship with and is our bond agent. Not only did we obtain valuable information, like the need for surety bonding, but we walked away with some great new connections in the community that we interact with often."

At the time of the BEP, G3 had no surety bonding and had not bid on any projects that required bonding. G3 has been trying to grow and diversify their business by pursuing public



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works contracts. They recently set up their bonding line and now are ready to bid on projects that require surety bonds. They have done some work for Nellis Air Force Base and also the Regional Transportation Commission of Southern Nevada. These contracts have dealt with the electrical aspects of fueling stations, with which they have expertise. They have attended some workshops at the Nevada DOT (NDOT) and are interested in getting work with them. Currently, they are applying for their DBE certification, which they expect to obtain this year, which will help them to get NDOT contracts. "We pursued surety bonding so that our company can be positioned appropriately to execute public works contracts. We are ready."