Business Opportunity and Workforce Development (BOWD) Center

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Purpose of BOWD Center

- Provide targeted assistance to help develop underutilized DBEs to compete for and perform on Federal-aid highway contracts.

- Serve as a resource to recruit, hire and assist highway contractors with meeting OJT requirements and develop their workforce.

Project Goals

- Identified 22 underutilized DBE firms who have committed to a two-year, in-depth business development program.
- Identifying at least 10 prime contractors to partner in the program.
- Enrolling at least 50 trainees in training programs for highway construction related jobs, with emphasis on heavy equipment operations.

Partnerships

- Thomas Rutherfoord
- Consolidated Bank
- Capital Source
- Virginia Transportation Construction Alliance
- Old Dominion Highway Contractors Association
- Central Virginia Business & Contracting Association
- Metropolitan Business League
- Federal Highway Administration
- Department Business Assistance
- Virginia Department of Minority Business Enterprise
- Small Business Administration
- Virginia Department of General Services
- Small Business Development Centers

BOWD Center Resources

- Plan room
- Plans
- Conference room
- Computers
- Bid preparation software
- Training
- Library

DBE Supportive Services

The BOWD Center and the Virginia Small Business Development Centers (SBDC) have partnered to provide assistance to these DBE firms throughout Virginia.

DBE Supportive Services

ALL DBE firms will be eligible to receive:

- Business assessment
- Business development plan
- Training
- Access to Business Resources
- Financial Review
- Contract Management

DBE Supportive Services

- Legal services
- Accounting services
- Bonding assistance
- Financial assistance to purchase office equipment, computer software, etc.

Core Training Curriculum

- How to do work with VDOT
- Business Plan development
- Marketing Strategies
- Bid preparation
- Estimating
- Workforce Development

Core Training Curriculum

- Contract Management
- Best Business Practices
- Methods to secure Capital
- Conflict Resolution

OUTCOMES

- DBE business growth through partnerships with prime contractors
- DBE business expansion into other work areas

OUTCOMES

- Well trained DBEs to help prime contractors fulfill DBE goals on federally funded contracts

- Workforce Development (OJT trainees in heavy equipment on highway projects)

BOWD CENTER LOCATION

FOREST OFFICE PARK
RATCLIFFE BUILDING
SUITE 110
1602 ROLLING HILLS DRIVE
RICHMOND, VA