



CONSTRUCTION PARTNERING PROGRAM

FACT SHEET

build > connect > grow

2008 CPP AWARDS

Best Minority Business Partner
DelPrado Commercial Flooring

Best Majority Business Partner
Target Commercial Interiors

Best Partnering Relationship
Parsons Electric & Mtec Electric Inc.

Best Construction Project
Regions Hospital Expansion
(General Contractor - Kraus-Anderson)

2008 CPP PROJECTS

28th Avenue Parking Ramp
Black Bear Casino
Coloplast
Hennepin County Medical Center (HCMC)
Lake Street Target
Medtronic – Rice Creek
Regions Hospital Expansion
Twins Ballpark
United Family Practice Health Center
University of Minnesota -
BioScience
Carlson School of Management
Hanson Hall
Utility Building
TCF Stadium
UW-Madison Project
Winnipeg Apartments

CONSTRUCTION PARTNERING PROGRAM

The Construction Partnering Program (CPP) is an innovative initiative designed to create increased opportunities for entrepreneurs of color and women owned businesses. Through partnerships, developing businesses are connected with the expertise, leadership and networks of established general contractors, sub-contractors and construction related businesses.

What makes a good partnership?

- Trust
- Similar goals and objectives
- Business propositions
- Contracting history
- Complementary business lines

Why establish a partnership?

- Access to markets for both established firms and developing entrepreneurs of color and women owned businesses
- Customer service/ Public value of inclusiveness
- Development of a reliable subcontractor
- Corporate citizenship

How does it work?

The CPP identifies and matches potential partners for entrepreneurs of color and women owned businesses. A Memorandum of Understanding (a non-binding agreement - not a contract) is then tailored to each partnership's interests and needs, comprised of the following components:

1. **Mentoring** includes, but is not limited to, training, project management systems, estimating, scheduling, safety, business systems, operations or other infrastructures
2. **Business Development** addresses growth in capacity of the businesses through general contractor/subcontractor relationships or joint venture arrangements.

Expectations?

- Minority or Women Owned Business Certification
- Diversity in workforce and inclusiveness in subcontracting
- Participation and attendance in monthly CPP meetings and program events
- Annual Financial Statements
- CPP Project Award Information

Managed by:



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"helping entrepreneurs of color succeed"

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partnerships > guidance > connections > success

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