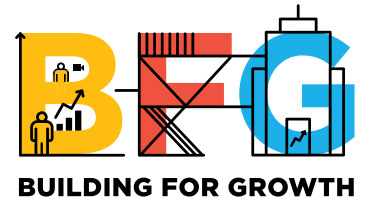


# BUILDING FOR GROWTH

Accelerating Profitable Growth for BIPOC- and Woman-Owned Construction Contractors



*Building for Growth (BFG)* is a tuition-free, virtual executive education program that helps BIPOC- and woman-owned construction contractors build capacity and develop sustainable growth strategies that position their businesses to secure contracts and increase revenues and profits. The BFG program launched its inaugural cohort in 2022, which served 54 construction businesses from 19 states. 91% of the businesses in the inaugural cohort were BIPOC-owned and 53% were woman-owned.

The BFG program is led by [Steve Lamar](#), Founder and CEO of Forward Planning & Solutions, who brings 20+ years of experience in supplier diversity, construction, and diversity, equity, and inclusion (DEI).

In 2023, ICIC is running two BFG cohorts:  
a West Coast-focused cohort (starting April 25th) and  
a National cohort (starting July 25th).



“The BFG program gave me the essential tools and connections to help grow my revenue and expand my team. Through the program, I connected pro bono with construction

lawyers who helped me add and refine clauses in my contracts to minimize risk. Building meaningful, lifelong relationships with the fellow BIPOC and woman entrepreneurs in my cohort was invaluable, and I would strongly encourage growing construction firms to apply for the program and become part of the BFG family.”

## WANONA SATCHER

CEO & Founder, Mākher Studio, Atlanta, GA  
2022 BFG Program Alum

## Why Enroll in BFG?

The BFG program will help you:

- **Build your backlog:** hone your growth strategy and connect with a diverse group of general contractors and corporate purchasers of subcontracting services
- **Access capital:** refine your pitch for capital and get direct input from bankers
- **Increase your bonding capacity:** create and refine your bonding application with direct feedback from bonding experts

## How to Get Involved

BFG's 2023 cohorts will be limited to ~50 businesses each, and applications will be accepted on a rolling basis until all seats are filled. We encourage you to apply early while openings remain.

To be eligible for the BFG program, your company must be:

- An independent, for-profit corporation in the construction industry
- At least 51% BIPOC- or woman-owned
- Have annual revenues of \$1MM-\$10MM and/or be on course to reach or exceed \$2MM within the next 3 years

## NOMINATE

Know of any businesses that are a good fit for the BFG program? **NOMINATE** them to participate at:

<https://bit.ly/BFGnominate>

## APPLY

Does your business fit this profile?

**APPLY TODAY at:**

<https://bit.ly/BFGapply>

For questions about the BFG program, contact us at [BFG@ICIC.org](mailto:BFG@ICIC.org) or set up a meeting at: <https://calendly.com/building-for-growth/>



P.O. Box 19127 Roxbury, MA 02119 [@iticorg](https://twitter.com/iticorg) [itic.org](http://itic.org)

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## BFG Program Structure

The virtual program combines **18 online weekly classes**, **dedicated technical assistance**, and **long-term mentorship**. The program comprehensively covers all key elements needed to be a successful construction firm.



**MODULE 1:**  
Strategy  
Development



**MODULE 2:**  
Finance  
Fundamentals



**MODULE 3:**  
Marketing,  
Networking &  
Certifications



**MODULE 4:**  
Access to  
Capital



**MODULE 5:**  
Bonding, Safety  
and Insurance



**MODULE 6:**  
Competing for  
Contracts



**MODULE 7:**  
Contract  
Negotiation and  
Construction Law



**MODULE 8:**  
Building Long-  
Term Capabilities

To view a detailed program curriculum visit: <https://bit.ly/BFGcurriculum>

“The program really helped my brother and I structure a more formidable business. One of our key takeaways from the program



was focused around strengthening your financial foundation. The program gave us the capacity to present our business in the best possible manner and secure investments that will assist us in growing our business.”

### RANDALL POWELL

Co-Founder & CEO, Infinite Horizons,  
Jamaica, NY  
2022 BFG Program Alum

## What Makes BFG Unique?

As a participant in BFG, you'll gain access to:

- **Partnerships:** get broad exposure to industry partners, including financial and bonding institutions, municipalities, and large prime contractors
- **Peer-to-peer B2B networking:** join a vibrant cohort of BIPOC- and woman-owned contractors to build and enhance your peer network
- **Individual experts/practitioners:** classes will be taught by construction industry practitioners and experts in their respective fields (e.g. the bonding course will be taught by an agent from a surety company)
- **Technical assistance:** apply practical solutions and growth strategies to your business in real-time

### NOMINATE

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### APPLY

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Thank you to our program sponsors:



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