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## Suffolk kicks off 2024 “Build With Us @ Suffolk” program

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Boston, MA Suffolk, one of the largest and most innovative real estate and construction enterprises in the country, kicked off the tenth Boston Cohort of its “Build With Us @ Suffolk” accelerator program for trade partners and subcontractors, particularly minority-, women- and veteran-owned business enterprises (M/W/VBE), Disadvantaged Business Enterprises (DBE), and U.S. Small Business Administration-certified (SBA) businesses. During its more than 40-year history in the city, Suffolk has relied on partnership and collaboration with subcontractors to build some of the city’s most recognizable and award-winning projects, including the Boston University Center for Computing & Data Sciences, Boston Logan International Airport Terminal E and Winthrop Center.

Recognizing potential barriers facing smaller M/W/VBE firms, the eight-course “Build With Us @ Suffolk” program helps them open doors, expand their businesses, develop important relationships, and make their unique mark on the industry. The program has graduated nearly 250 small

businesses throughout the country since its launch in 2012. The four-week intensive curriculum includes hands-on modules led by Suffolk leadership and is designed to help participating firms better understand the business practices and processes necessary to partner with Suffolk and large general contractors on projects. Unlike most construction training programs, “Build With Us @ Suffolk” provides direct access to Suffolk leaders by assigning mentors who nurture and maintain relationships with participants after graduation. Participants introduce themselves and form relationships with industry insiders, find support and guidance, and potentially even market their services.

“We are excited to welcome this year’s largest ‘Build With Us @ Suffolk’ cohort to our Boston headquarters,” said Keith Couch, general manager of Suffolk’s Northeast region. “‘Build With Us @ Suffolk’ not only helps M/W/VBE businesses in construction by addressing challenges, including opportunity and access to projects, the unique and innovative program exposes them to high-level best practices, paves the way for potential opportunities with large general contractors, and offers the knowledge necessary to pursue complex jobs in today’s market.”

Diego Pereira, owner of Pereira & Sons Contracting, Inc., is looking forward to participating in the program, the opportunity to be connected with Suffolk leadership, and graduating with increased industry knowledge and a mentor to help extend the relationship and provide ongoing support as he grows his business.

“As a minority, I am both appreciative and grateful for the chance to participate in the ‘Build With Us @ Suffolk’ program,” said Pereira. “I’m honored to be welcomed into Suffolk, which is going beyond recognizing and valuing diversity in the workplace to partnering with businesses like mine to help support our growth in this competitive industry.”

Louie Silva, owner of Salem Quality Services, Inc., said that participating in “Build With Us @ Suffolk” is helping him to live the American dream.

After graduating nine participants in Florida last month, “Build With Us @ Suffolk” will continue its programming throughout the country in 2024, with upcoming programs scheduled in New York, California and Texas.