

JT Painting
2/14/17 Interview

JT Painting is a **local, minority-owned business** that was started in Las Vegas approximately 13 years ago. As the name indicates, this company provides painting and drywall services.

UNLV Purchasing and Contracts met with the owner of JT Painting, Jose Luis Torres to discuss the company's background, services and some insight on how the company navigates the business landscape being a minority owned company. The following is a summary of that interview:

(Q1) Tell us about your company. How did you get started? Staffing levels? What products and/or services do you provide?

Jose Luis has over 30 years working in the painting industry and in 2004 started his current company JT Painting in Las Vegas. The company has four employees and they provide services to both commercial and residential customers.

(Q2) In your opinion, what are major obstacles for small and disadvantaged businesses in Las Vegas and how can UNLV be part of the solution?

Some of the obstacles that JT Painting has encountered are finding work on big projects. It's tough for small businesses to get a shot as a sub-contractor because many of the prime contractors want national companies and thus don't give the disadvantaged businesses an opportunity even though they provide good work at a fair price. If possible, UNLV can provide more education to the small/disadvantaged businesses.

(Q3) Are you a certified small, woman, or minority owned business? What are the advantages/obstacles with certification requirements for small/disadvantaged business?

JT Painting is a certified minority owned business. The certification adds credibility to the company.

(Q4) How did you become familiar with business opportunities with UNLV?

A former Facilities Management project coordinator sent JT Painting an Invitation to Quote for a small project and once the project was complete, they saw that JT Painting provided quality service with a good price.

(Q5) Why did you choose UNLV as a potential business partner?

JT Painting wanted to do business with the University so when the opportunity came; Jose Luis wanted to perform the work so well, that JT Painting would be invited for future projects.

(Q6) Regarding the process of becoming a supplier and competing for business, did you find it accommodating? Was UNLV staff helpful and engaged? What are some of the things UNLV did right?

Yes, UNLV Purchasing was very helpful in explaining the procurement process. The Invitation to Quote was simple and easy to fill out. It was very user-friendly.

(Q7) What are some of your business incentives for continuing a relationship with UNLV and what do you expect to be the benefits?

JT painting will continue to provide great service at a competitive price and would like to participate in future projects.

(Q8) The Nevada System of Education has published a Supplier Inclusion statement below. What does it mean to you and how do you think it will impact the business community serving UNLV?

The Nevada System of Higher Education ("NSHE") supports equal opportunity for minority owned, women-owned, and other small disadvantaged business concerns (MWDBE) to compete for contracts awarded by NSHE. NSHE also supports efforts to encourage local businesses to compete for NSHE contracts. In some situations, MWDBE and local business concerns may not have the depth or full capacity to meet all the requirements of large contracts. Nevertheless, NSHE supports finding opportunities for such MWDBE and local business concerns to participate as subcontracts or Tier 2 suppliers in large contracts.

It's a good message to promote small/disadvantaged businesses.

(Q9) Lastly, what else do you want the UNLV campus community, your potential customers, to know about your business?

JT Painting is an experienced contractor who takes pride in the in the quality of work they provide and is flexible working around any schedules.