

# COMPASS & SQUARE

NEWSLETTER OF THE UNITED MINORITY CONTRACTORS OF NC

VOLUME 1 ISSUE 3

AUGUST, 2006



## CONSTRUCTION IN THE TRIANGLE

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**ADVERTISE with your BUSINESS  
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**COMPASS & SQUARE is looking  
for construction site photos!**

**Be sure to download a copy of  
the new UMCNC Strategic Plan  
that is posted on the Lancaster  
Craig website!**



In Raleigh, the site of the new 149,000 sq.ft. COSTCO Warehouse facility that's going up at the former PEPSI plant location on Six Forks & Old Wake Forest Roads just inside the Beltline. No date yet for completion has been announced by the Issaquah, WA. Corporation, the nation's 5th largest retailer. More about COSTCO on page 4.

## UMCNC NAMED NAMC STATE CHAPTER

Noting remarkable progress toward representing minority contractors statewide, UMCNC was recently approved as the North Carolina state chapter of National Association of Minority Contractors (NAMC). The announcement was made at the national conference in Minneapolis (June 21-23).

"I think it was really exciting to have this announcement come at the national meeting," said founding member, Curtis Wynn of Roanoke Construction Group, Rich Square, NC. "This was a real highlight for our eight delegates attending as well as

to be recognized by the other chapters at the conference."

NAMC Executive Director, Owen Tonkins met with members at the state's Annual Construction Industry conference in February where he indicated his organization would welcome UMCNC with the hope that both associations could showcase and leverage their capabilities to encourage more jobs with major construction firms. This has already begun to pay off according to Quinton Munn, president of QM Enterprises of Raleigh.

Some of the companies like Turner Construction have already begun talks about job opportunities for our members," says Munn.

Since UMCNC's inception, support has grown from several major construction firms who have joined the association as corporate members with the intent to forge relationships to ensure minority and women participation in upcoming statewide construction projects. "UMCNC

(Continued on page 4)

## ASSOCIATION MANAGER'S CORNER



The North Carolina General Assembly adjourned on July 28<sup>th</sup> with more than a whimper.

For the first time in seven years there was a surplus in the state revenues which prompted a record breaking budget requests from all over the State. The critics have been gracious in complimenting the Legislature and the Governor for recognizing and funding some long overdue and highly stress education, mental health, child care and housing programs. And not only that, state employees received the highest one time percentage pay raise than they have seen in close to ten years.

The construction industry garnered support from the General Assembly in the passage of HB 1827 in pertinent part, "An act to reaffirm and clarify state policy concerning participation by disadvantaged minority-owned and women-owned businesses in highway construction." For procedural reasons, SB 1127 which was endorsed by UMCNC was rolled into HB 1827 in the final week of the session by the Senate. The House unanimously voted not to concur in the amended HB1827. After a week end and a day of deliberation, the House lead by the leadership of the Legislative Black Caucus the House voted to reconsider its vote not to concur in HB 1827 and instead voted to concur those sending the bill to the Governor for his signature.

There is an effort afoot by the opponents to HB 1827 to encourage Governor Easley to veto the bill. The Governor has until August 27<sup>th</sup> to act. He can sign the bill, veto the bill or do nothing thus allowing the law to lapse into being.

Yogi Berra said it most succinctly, "it ain't over until it's over."

The NAMC board will be meeting in Washington, DC September 6-9 at the Hotel Washington. We are hoping to have a small delegation of UMCNC members present to forge ahead with North Carolina's commitment to strengthening opportunities for minority contractors across the country.

### Editor's Note:

This is not an ad. While researching newsletter information for and about the contracting industry, we came across a website that provides up to 22 different publications, one or two which might stir your interest depending upon your specialty.

The site, [www.yourtradepubs.com](http://www.yourtradepubs.com) appears to offer an interesting group of magazines that cover everything in the trade from building systems to versatile construction equipment to concrete and asphalt. Below are just a few samples of what you will find on the site.

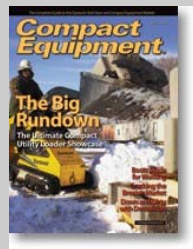
**Building Design & Construction** is for the Building Team—architects, engineers, and construction professionals working in design, build and own firms. Editorial focuses on the business and technology of design, construction and project delivery for commercial, institutional, industrial and multi-family building projects.



**Building Systems** is the ultimate industry resource for residential and commercial builders of all sizes. Published bi-monthly, it provides the latest information on modular, panel, concrete, and log construction systems. It's completely FREE to qualified subscribers!



**Compact Equipment** focuses on small and versatile construction equipment, used in construction, landscaping, agriculture and private sectors, covering equipment such as skid steers, compact excavators, telehandlers, compact tractors, utility vehicles, backhoe loaders, wheel loaders & compact utility loaders.



**Electrical Contracting Products** reaches over 30,000 electrical contractors and specifying/design engineers monthly. The magazine keeps up-to-date on the latest techniques, technology, developments, products and regulations in the electrical field. Offering in-depth articles, technical reports, product reviews & case studies.



## MEMBER

## ENPULSE ENERGY CONSERVATION

## PROFILE

COMPANY	Enpulse Energy Conservation 100 North Elm St., Suite 138 Greensboro, NC 27401 (336) 370-1088 Office
WEBSITE	www.enpulse.com
OWNER	Derrick Giles
SPECIALTY	Engineering and Business Consultant
IN BUSINESS	3 years
EMPLOYEES	Six associates
IMMEDIATE GOAL:	To become the leader in sustainable design.



Derrick Giles and his crew prepare for an installation. Giles says once his clients understand and start executing the practice of sustainability, the benefits become apparent in greatly reduced costs.

In a room full of people, Derrick Giles isn't hard to find. He's the one radiating an extra dose of energy. But talk to him about energy waste, and he'll tell you that's the business he's in.

"Enpulse is a sustainability company," says Giles, explaining what his engineering firm is all about. "Our focus is on energy and water efficiency, sustainable design and building commissioning."

Enpulse Energy Conservation, located in Greensboro, NC works with its clients to reduce waste, improve profitability and enhance the cultural environment. Thus far, the company may be the only minority firm that does this type of work in North Carolina, the southeast or possibly the nation. The name, Enpulse is derived from the words "energy and impulse."

"While our customer base primarily is in North Carolina, we do work in the Southeast region, with the latest projects in Alabama and Virginia," says Giles.

A registered engineer, Giles notes while there are other companies practicing some form of energy conservation that may incorporate one or more components, he doesn't know of any other company that offers the full set of services.

What makes Enpulse unique is Giles' mantra that the biggest energy resource in the country is energy efficiency. "I get excited about that concept, particularly when I'm going to work and telling people about how sustainability works to their advantage," he says.

Giles' comments also provided him an opportunity to testify as an expert witness before the North Carolina Utilities Commission in Raleigh. "If we used our energy resources more efficiently, we could avoid the need for as many new power plants and save money at the same time," he added.

When asked what made him decide to create a company like this, Giles refers back to 1998 while working as a Proctor & Gamble facilities manager.

"I was responsible for the two manufacturing plants, top to bottom, from roofs to sewers," he says. "Although P&G is a well-run organization, we were still budget-crunched and needed to start looking at our utility bills where millions were being spent. I soon realized how wasteful we were."

Giles and his staff managed to identify various practices that could be changed to lower energy consumption. As a result, they were able to reduce energy loss by about 20 percent that, in real money, saved the

## CONSTRUCTION NEWS BRIEFS



A synopsis of industry news briefs affecting the Nation and the Carolinas.

### NCSU Named Finalist for \$450M Facility From: The Triangle Business Journal 8/11/06

North Carolina State University a finalist to land a \$450 million Department of Homeland Security research facility. The university's College of Veterinary Medicine leads a consortium of state agencies proposing several sites across the state. The 500,000 sq.ft. facility will focus on developing protections for the country's agricultural and biological infrastructure. The final site will be named in early 2008.

For the full story, go online [www.bizjournals.com/triangle/stories/2006/08/07/daily37.html?from\\_rss=1](http://www.bizjournals.com/triangle/stories/2006/08/07/daily37.html?from_rss=1)

### Construction Barometer Cites Robust Industry Growth Source: Carolinas AGC 8/11/06

#### Commercial Contractors Keep an Eye on Material Costs & Labor Shortage

CHARLOTTE -- For 1st quarter 2006, the Carolinas AGC Construction Barometer(TM) remained virtually unchanged from 2005 year-end. Strong business growth continued across the Carolinas. Contractors in the most rapidly growing urban areas say they don't expect the present growth rate to be sustainable into 2007, while in slower-growth regions, contractors say the current rate of industry expansion will continue into 2007. Big gains in the Barometer's Quantitative indicators show stronger demand for labor. In most regions, contractors report a reasonable supply of skilled labor, with the demand not affecting industry wage rates or supply of qualified workers. *Full story go online [www.charlotteconstructionnews.com/](http://www.charlotteconstructionnews.com/)*

### Home Sales Decline in 28 States, D.C. Source: Associated Press & National Association of Realtors 8/15/06

#### Sales Slow in Spring With 28 States and D.C. Suffering Outright Declines

WASHINGTON -- The slowdown in the once-sizzling housing market is spreading, with 28 states and the District of Columbia reporting spring sales declines, led by big drops in former boom areas of Arizona, Florida and California. Nationally, sales were down 7% in the April-June quarter this year compared with the same period in 2005. State-by-state survey showed the biggest declines occurred in states enjoying red-hot sales during the five-year housing boom. The five biggest declines were Arizona, down 26.9%; Florida, down 26.7%; California, down 25.3%; Virginia, down 23.9%, and Nevada, down 23.5%. In all, 20 states had sales gains led by Alaska, which enjoyed a 48.6% jump in sales; followed by Arkansas, up 17.9%; Texas, up 11.3%; **North Carolina, up 11%**, and Vermont, up 9.1% compared to the spring of 2005. *More on this story, go online: National Association of Realtors: [www.realtor.org](http://www.realtor.org)*

### ABOUT COSTCO WAREHOUSE

Profit rose 22% last year, to \$882 million, on sales of \$47.1 billion. US stores average \$121 million in sales annually.

No branded item is marked up more than 14%, no private-label more than 15%.

Eighty-five percent of Costco's workers have health insurance, compared with less than half at Wal-Mart and Target.

Costco currently operates 480 warehouses, including 351 in the US and Puerto Rico, 68 in Canada, 18 in the UK, five in Korea, four in Taiwan, five in Japan and 29 in Mexico.



### UMCNC NAMED NAMC STATE CHAPTER *(continued from pg. 1)*

is one of our best partners moving forward in the North Carolina/South Carolina market," says Calvin Stevens, Centex MWBE Coordinator/Program Manager.

"This relationship is important to Centex's commitment to assist in building the minority subcontractor community."

Centex has built over 310 projects along the Atlantic Coast worth more than \$8 billion, including the recent Bell Tower Residence on Duke University's campus.

"The timing for this is perfect because of the numerous opportunities coming from the private and public sector," Wynn continues. "And the organization has got to be serious about these events or else we'll miss out."

Munn says the formal letter of chapter acceptance is on the way but that's not stopping the association from continuing to recruit more minority and women professionals into their ranks.

Regarding the new chapter announcement, LCA partner, A. Jami Craig who also attended the NAMC conference added that one of the new goals would be for the local group to look beyond North Carolina as well when it comes to construction projects.

"That's why the national connection becomes such an important link," explains Craig. "The potential of expanding comes by networking with NAMC and its chapters."

**ENPULSE ENERGY CONSERVATION (CONTINUED FROM PG 3)**

company close to \$1 million.

“When I realized that if P&G was that wasteful, then this must be the case for companies in general that were not practicing energy efficiency,” he continued.

This prompted him to head back to the classroom, take some courses and learn more about sustainability and energy management. He discovered a few other vital components that were necessary to get a complete understanding of the term *sustainability* and its process as it relates to energy conservation.

According to Giles, sustainability has three components: (1) economic, (2) cultural (social), and (3) resources (the environment, energy and water). He concluded that if any one of those criteria weren’t satisfied, the system could not be deemed sustainable. (As a standard practice, Enpulse educates their clients about these important components.)

“We have to start thinking of sustainability as a cultural issue, not a technical one,” says Giles. “Because without the culture change in awareness, attitude and behavior about how we practice (energy efficiency), nothing happens and nothing will change.”

The Department of Energy reports that the average building in the US has a utility waste proportion of between 10 and 30 percent. The median average is 20 percent and according to Giles that matches exactly what is found here in North Carolina, too.

Giles points out that once clients understand and begin executing the practice of sustainability, the benefits actually become apparent from savings and greatly reduced costs, improved resource utilization as well as an improved quality of the culture.

On the rate of return basis, he says customers often find many projects paying for themselves in a one to three-year period. And the energy savings accrue year after year.

“Think about it. If you were to extrapolate the practice to include every building across the US, the results would be astounding,” he says. “That’s more potent, and cost effective than drilling for more oil.”

Looking ahead, Giles envisions Enpulse becoming the sustainability leader in the southeast. With the extremely low participation rates among minority businesses in many professional services (particularly in engineering) his firm is in a great position to partner with majority companies.

“It’s also a huge business opportunity for African American and minority engineers anywhere,” he explains. “Success for me would be to assist other engineers to do similar things in other markets.”

Giles’ thoughts are passionate in terms of the importance of having and encouraging other minorities to develop small businesses as well as developing partnerships.

“Entrepreneurship is a very daunting task and it’s critical for us to push this concept in our community,” he continues. “I hope that someday I can be an inspiration to my family and community to encourage them to take a risk, and then help with the resources.”

About present goals and the company’s future, Giles says that Enpulse has the capability to touch on everything from national security to economic prosperity to reducing global warming.

“It’s a wonderful thing when you can come to grips with who you are and what contribution you want to make to the world,” he explains. “Enpulse **helps** me do just that, help people.”



**Facts on 501 (c)(6) Activities**

1. Trade/ Business League
2. Permission to Lobby
3. Permitted to engage in campaign activities subject to FECA approval
4. Reports to IRS Form 990
5. Taxed on: unrelated business income; political expenditures proxy tax on lobbying expenditures; withholding taxes on employees.

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**Photography: James Johnson / Rick Crank**

## MEMBER

## STATE CONTRACTING, INC

## PROFILE

COMPANY	STATE Contracting, Inc 2815-B Superior Drive Wake Forest, NC 27587 (919) 453-2755
WEBSITE	www.statecontracting.net
OWNER	Deborah Todd
SPECIALTY IN BUSINESS	Contract Paving and Grading 2 years
EMPLOYEES	15
IMMEDIATE GOAL:	Manage growth!

**Q: How did you get into this business?**

My husband, Robert Todd, and I both have always had the desire to own our own business. Over the course of our 16-year marriage we enjoyed many discussions of what this illusive company would look like, but it wasn't until two years ago that we *knew* and were ready to commit to making that dream a reality.

Two years ago Rob and I had both come to a crossroad in our professional, corporate careers; myself a successful account executive for a regional telecommunications carrier and Rob a respected operations manager for a local paving company. At the time, each of the companies we worked for were undergoing corporate restructuring which prompted some *serious* discussions about becoming entrepreneurs.

On July 29, 2004, STATE Contracting, Inc. was born. We knew that with Rob's technical knowledge of the asphalt paving and grading industry and my sales and business development expertise combined with the phenomenal growth in the local construction industry that we could not fail! Far from failure, we achieved \$1.7 million in revenue during our first full year in 2005 and are on track to double that amount in 2006.



Deborah Todd providing some on-site supervision on one of State Contracting's many projects. She and husband Robert had serious discussions before committing to developing their own company.

**Q: What's it like being a woman in this business?**

I enjoy being a woman in this business. I wholly subscribe to the old adage of "Attitude is Everything". I chose to see my position as a minority in this industry as a positive. By being one of the few women at any given construction event, I am, if nothing else, memorable!

**Q: Are there other women led companies in this business?**

Yes, definitely. I am inspired by the success of such women as Barbara Mulkey, Sepi Asephnia and Lynn Sears.

**Q: Is expansion in your plans as North Carolina's growth expands?**

At this time, we have no plans to expand outside of serving the NC piedmont.

(Continued on page 8)

## MEET “CORE GROUP” MEMBER: SHARI HARRIS

*The idea of creating a minority association was developed by five people who are informally referred to as the “Core Group.” This is the second in a series profiling each core group member, their background, contribution and thoughts on the progress of UMCNC.*



**Shari L. Harris**

**Associate Vice President, Finance  
The University of North Carolina  
General Administration**



Delightful, intelligent and attractive are just a few of the adjectives to describe core member, Shari L. Harris. She has served nearly four years as both an Assistant and subsequently as Associate Vice President of Finance for The University of North Carolina- General Administration. One of her roles in this position is to facilitate inclusion for minority contractors for the University of North Carolina capital projects. Harris admittedly brings a different perspective to the group not just because she's the only female, but from her careers in both the public and private sector.

Prior to this position she worked in the electric utility industry in both North Carolina and Pennsylvania and spent the other half of her career as an Energy Manager for a State System of Higher Education university campus in Pennsylvania.

“Initially as a part of the core group I knew this was going to be a tremendous opportunity to participate in the development and growth of not only the organization but to help impact and empower minority contractors’ statewide.” says Harris.

“From the onset, the core team knew that we needed a strategic, focused organization to pull together all of the minority contractors in the state, align ourselves with national representation and to facilitate forging relationships with large contractors statewide,” Harris explains.

Harris views the emergence of the core group as people on different paths with similar ideas. From previous experiences both professional and personal, she understood the problems that would naturally occur –in embarking on such an endeavor.

We all had pretty much the same concerns....How to create united, tactical representation, how to grow a strong network, how to have a strong presence in the construction industry process and marketplace.

“Garland Burton (another core member) and I were having these conversations about the same time as the other core members were having similar but separate discussions,” she continues. “People plan and talk about ideas, concepts and approaches with-

out doing anything luckily we all came together.”

She, like other core members wanted to be careful not to fragment existing efforts among minority contractors from different parts of the state and hopes there can be a unified plan and effort toward inclusion.

Now that UMCNC is up and running and continuing to increase its numbers, Harris is happy with the results.

“I’m very pleased with the leadership, level of commitment as well as the increasing number of majority organizations that are joining the association,” she says. “The association seems to be focused on its mission and objective to develop strategic relationships.”

She also points out that having Lancaster, Craig & Associates not only on the core team but to provide the executive management of the association with useful knowledge about government policy, existing relationships and experiences in North Carolina and the process within the political environment only enhances the exposure to unique opportunities for a minority business. The core team has handed off the baton to excellent leadership elected by founding members of UMCNC. This is excellent and they are charged with moving this organization forward.

Harris firmly believes that empowerment is the only way to become successful. “By obtaining knowledge about the process and how to play the game, developing strategic alliances, as well as a plan the organization is setting itself up to do nothing but succeed.”

Shari Harris always likes a challenge, but she certainly enjoyed the results of this one and looks forward to long term benefits for all North Carolinians.

## ATTENTION TRIANGLE AREA MWBE CONTRACTORS

The Triangle Area MWBE Coordinators are hosting the first ever “Speed Networking Night” on August 22, 2006.

Your firm is cordially invited to participate in this outreach event designed to connect your company with some of the area’s up and coming MWBE firms in the business community.

<b>EVENT:</b>	Speed Networking
<b>DATE:</b>	August 22, 2006
<b>LOCATION:</b>	The Friday Center, UNC-CHAPEL HILL
<b>RECEPTION:</b>	6:00—6:45 pm
<b>NETWORKING:</b>	6:45—8:45 pm
<b>WHO’S INVITED:</b>	General Contractors & MWBE Firms

The event is planned to be very much like speed dating except the aim is for business connections. Representatives from your firm that directly work with

- MWBE contractors
- Suppliers
- Vendors (estimators & project managers)

are encouraged to participate. If you have questions about the event, contact Shelby Moorman at 919-840-7712 or email: [Shelbymoorman@rdu.com](mailto:Shelbymoorman@rdu.com)

OR, you also may contact the following members below:

Committee Members

<b>Deborah Giles</b>	<b>City of Durham</b>	<b>919-560-4180, ext. 243</b> email: <a href="mailto:dgiles@ci.durham.nc.us">dgiles@ci.durham.nc.us</a>
<b>Garland Burton</b>	<b>UNC-CH</b>	<b>919-843-3241</b> email: <a href="mailto:Gburton@fac.unc.edu">Gburton@fac.unc.edu</a>
<b>Judi Williams</b>	<b>NCDOT</b>	<b>919-508-1886</b> email: <a href="mailto:judiwilliams@dot.state.nc.us">judiwilliams@dot.state.nc.us</a>
<b>Patrice Gilmore</b>	<b>Bovis Lend Lease</b>	<b>919-841-5190</b> email: <a href="mailto:Patrice.Gilmore@bovislendlease.com">Patrice.Gilmore@bovislendlease.com</a>

**UMCNC MEMBERS:** Compass & Square is looking for **PHOTOS** from around the state of construction projects starting up or in progress!

Email us your photos or tell us where new construction is taking place.

Email: [tjones@beckwithbay.com](mailto:tjones@beckwithbay.com) and we'll run your photo with your credit line and caption in upcoming issues!



*Profile: State Contracting, Inc. from page 6*

**Q: Do you perform all your contracts or do you partner with others?**

We self-perform 90-95% of contracts. Our crews perform all fine grading and asphalt paving services, and we hire other firms to perform pavement marking and site concrete work.

**Q: Who are some of your clients (city, state & county governments, commercial, individuals?)**

We are proud to be working with some of the most-respected general contractors in the industry: Skanska, Bovis Lend Lease, DH Griffin, CC Mangum, Vecellio & Grogan, Steel Dynamics...I could go on! We have been very blessed!

**Q: What are your expectations as a company in the minority contractors association?**

I am thrilled to be associated with the United Minority Contractors of North Carolina and honored to represent the association as a founding Board Member. I expect to serve in the establishment of a strong, diverse and viable association that is well-able to achieve it's mission. Along the way though, I also know that I will be a better businesswoman and person having been a part of this organization.

**THIS PAGE RESERVED FOR**

**YOU!**

## **UMCNC Members**

**Compass & Square** will run your business cards for free on this page.

**First come, First serve!**

All you have to do is supply us with two business cards and we will post it in the next issue.

Then you can either download the newsletter or forward it electronically to prospective clients or potential members and refer them to your business card ad!

Forward your business cards to the management office of Lancaster Craig & Associates and

***We'll see you in the next issue!***