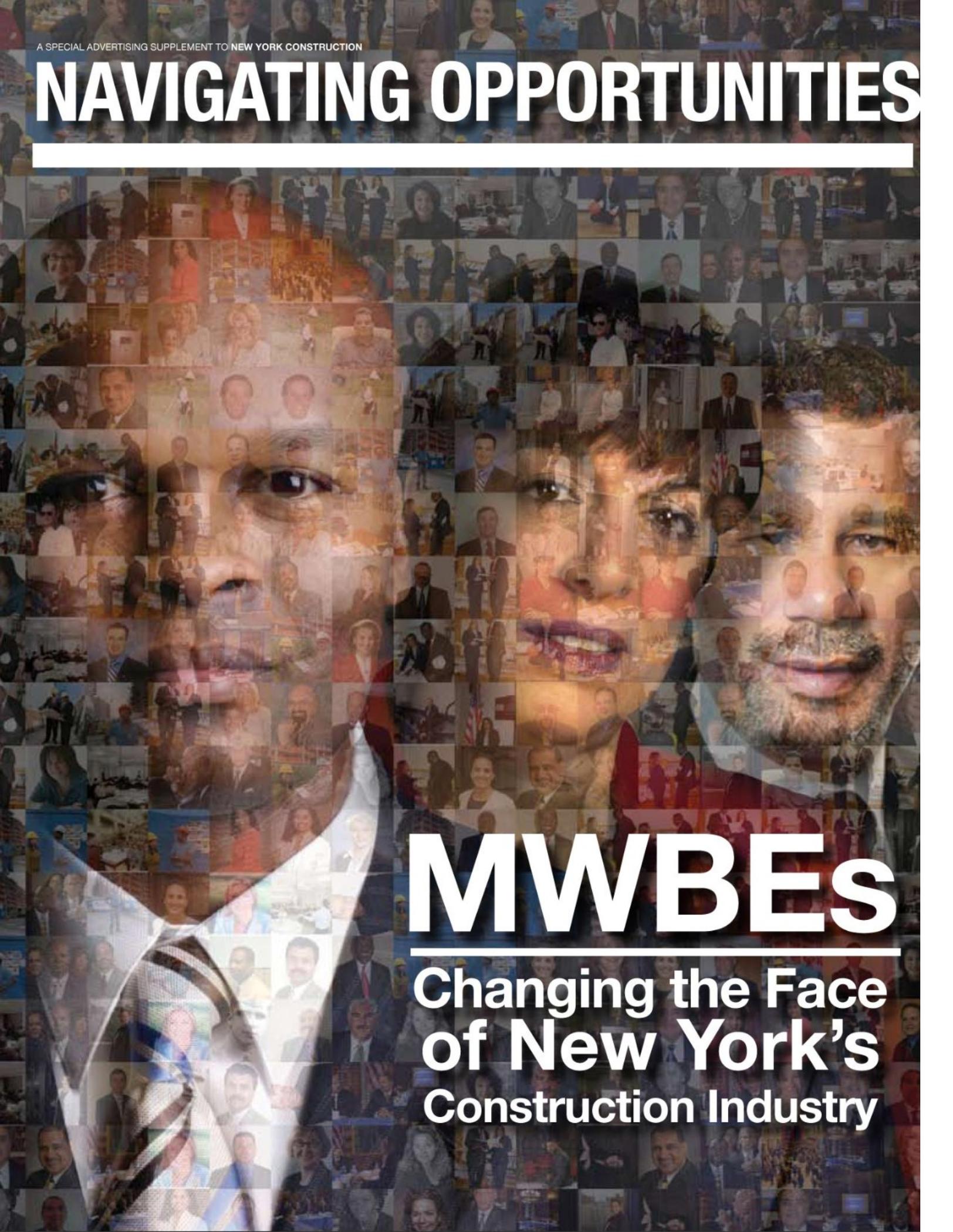


A SPECIAL ADVERTISING SUPPLEMENT TO NEW YORK CONSTRUCTION

# NAVIGATING OPPORTUNITIES

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# MWBES

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Changing the Face  
of New York's  
Construction Industry

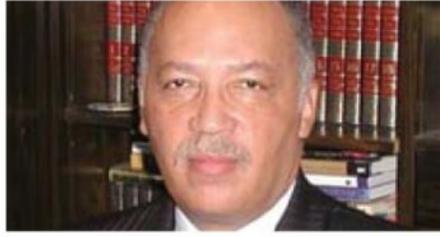
## COLON ASSOCIATES, INC.



Julio Colon, President of Colon Associates, Inc, is an MBE construction contractor located in Fresh Meadows, New York. Taking his first project in 2002, Colon began his firm as a plumbing and heating subcontractor. Averaging \$1 million in contracts annually, Colon aims to reach \$5 million per year over the next five years.

According to Colon, his MBE certification has allowed him to bid on the New York City School Construction Authority projects which in turn, enabled his firm to grow. The firm's MWBE status is important to Colon who adds that "it has contributed to every success in our business." ■

## HOWELL INDUSTRIES



Bill Howell is President of Howell Industries. Starting his company in 1985 after leaving a position as an oil executive, Howell took his first SCA project in 2001 completing plumbing and heating work at a Bronx school. He took advantage of the all the Mentor program services and training and today he has translated that experience into a new role.

At present, Howell is a construction manager teaming with TDX and serving as an SCA Mentor. Sharing what he has learned with other new companies is what he enjoys best. Howell is an excellent example of student turned teacher and represents an important link in the growing of new businesses into successful, experienced ones. ■

## FRITCH CONSTRUCTION



Maureen Fritch, President of Fritch Construction, Inc. is committed to building capacity for women and minorities in construction. As a founder and President Emeritus of Women Builders Council, an organization of 100 women in construction, Fritch understands all too well how challenging the construction marketplace can be for minorities.

She acknowledges that her company has benefited greatly from the MWBE programs. "Being certified allowed me to be invited to projects I would never have access to. In particular, New York City's School Construction Authority has been a great asset to my firm. Being an MWBE owner translates into the ability to compete and succeed in a market that does not welcome and create a fair playing field for minorities and women. It affords you an opportunity where you normally would be unable to compete," says Fritch. ■

## DEBORAH BRADLEY CONSTRUCTION & MANAGEMENT SERVICES



"MWBE certification provides companies with a competitive edge and demonstrates that a business is a serious company and a real firm," asserts Deborah Bradley, principal of her own construction management and consulting firm. A certified WBE firm, Deborah Bradley Construction & Management Services, specializes in public and private educational and institutional projects. ■

## PARCHMENT PLUMBING



Robert Parchment, President of Robert Parchment Plumbing & Heating, Inc., a MBE certified contractor, comes from a family of builders. His father was a general contractor, his brother-in-law a plumber, and his uncle a mason. "It was just expected that I would go into business for myself," says Parchment, and "I chose plumbing."

In terms of Parchment's own success, it was SCA's Mentor Program that really made the difference. He entered the program and began to bid on

projects. His first project was for \$425,000; it was a one-year contract that he completed in a record six-months. In 2005, Parchment completed contracts in excess of \$2.8 million with over 65 plumbers at the height of construction that year. His firm continues to grow each year with new contracts with the SCA and other owners.

Parchment is a strong advocate of MWBE certification. According to Parchment, MWBE status is of tremendous benefit to his company, given the emphasis public agencies have placed on contracting with MWBE firms. It has provided Parchment with expanded opportunity to work on public projects. To Parchment, being an MWBE business owner entails "quality plumbing service and, at the same time, opportunity." ■

## F&R INSTALLERS CORPORATION



Barbara Monica Foster is President and CEO of F&R Installers Corporation, a small successful firm specializing in windows, curtain walls, storefronts and interiors. F&R Installers, founded in 1987, has earned a reputation for its technical work with large clients such as Grow/Perini Construction, Bovis Lend Lease, New York City School Construction Authority, Kafka Construction, and Turner Construction Company. One of the projects Foster is most proud of is the contribution her

firm made to the Grand Central restoration project.

Foster is known for being a hands-on project manager who understands costs and the need for taking the time to plan. "You must have a clear idea of what will be involved in terms of labor, material, and logistics," she says.

Foster is an advocate for increasing minority participation in construction throughout New York State. Amongst the advocacy organizations in which she is active, Foster is currently a board member of the New York State Chapter of the National Association of Minority Contractors, Inc. and the Women Builders Council. Ms. Foster is a firm believer that "you must learn to be humble and do things for the betterment of the community." ■