



ROADMAP TO SUCCESS



November 2017

HDB CONSTRUCTION, INC: ESTABLISHING A REPUTATION FOR EXCELLENCE

When it comes to running a successful construction company, Alonzo Harrison credits his family with providing the model. With a single truck and a strong work ethic, Walter J. Harrison, Sr. founded HDB Construction, Inc. in 1958. After nearly sixty years and four generations of Harrison's efforts, the family-owned and operated company has expanded its fleet of trucks and its expertise. One thing, however, has not changed. The company is still driven by Walter's motto of "an honest day's work for an honest day's pay."

The company's blueprint for success includes being mobile and remaining flexible. Headquartered in Topeka, HDB Construction's work spans far beyond Kansas's borders, with recent projects in Missouri and New Orleans. The company provides trucking, heavy civil construction, construction management, and demolition services. From levee restoration

to working on KDOT highway projects, Alonzo Harrison, who serves as president and chief executive officer, and crew have earned recognition for their work. The company has been awarded the Kansas Minority Contractor of the Year as well as SBA's Small Business Person of the Year four times.

To newcomers looking to find the same success, Harrison offers some advice. "Get good mentors. Find someone already in the business, preferably someone older who is transitioning out," he says. He credits much of his own success to being fortunate enough to have strong mentors like his father who taught him both the business side and the importance of establishing a solid reputation.

"MASTER YOUR DISCIPLINE. STAY CURRENT. IF YOU ARE GOOD AT WHAT YOU DO, YOU'LL GET THE WORK."

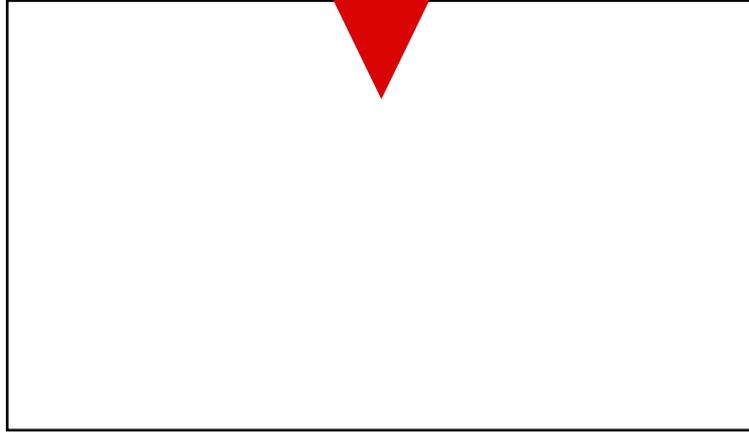


Alonzo Harrison, CEO, HDB Construction, Inc.

For those venturing into subcontracting for the first time, Harrison stresses the importance of reading contracts thoroughly and of not being afraid to ask questions or to negotiate terms. Handling disagreements over terms up front avoids headaches during the project and maintains a positive working relationship with the prime contractor. Because a business's reputation is ultimately what attracts opportunities like working with prime contractors on KDOT projects, new businesses must strive to create a track record of excellent work, to reduce callbacks, and to make sure they finish the jobs they start. "Master your discipline," Harrison advises. "Stay current. If you're good at what you do, you'll get the work."



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Tips

Whether you're trying to land your first subcontract or you're running an established business, networking is critical to a company's continued success. Fortunately, there are plenty of opportunities to make an impression.

Training Classes - Take advantage of training like DBE workshops, and meet other contractors. Be an active participant, and share your own experience and knowledge.

Jobsite - Think of your time on a job site as an interview for the next job. Impress them with your work ethic and professionalism. Don't be afraid to ask for referrals.

Networking Events - From your local chamber of commerce to industry networking dinners, use every opportunity to create connections and to tell your company's story.

Upcoming Workshops

STRATEGIC PLANNING WORKSHOP **November 28, 2017 8:30-3:30 in Bonner Springs**

Together, we will begin the work that's required to think strategically about your business. During this hands-on workshop, you will assess your business's strengths and opportunities for growth, analyze risk vs. impact for new ventures, and create a vision for your future. This workshop will be well worth your time! Taught by Becky Eason, President of WordCraft LLC. Lunch will be provided.

NETWORKING DINNER

December 28, 2017, 4:00-7:00 p.m. in Lawrence
Don't pass up a chance to network with your fellow DBEs. Join us for a year-end review and celebration dinner at Paisano's Restaurant in Lawrence. Pasta, breadsticks, and relationship-building all in one night.

To register, email amy@motsingercpa.com.
Visit motsingercpa.com to see all of our upcoming events.