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Inside this issue
Success Stories

Abram Construction:
Intentional Success

BOWD 'Diversity
Leadership Award'

2012 Executive
Management p.2

\$1.7 Billion Highway
Contracts for NC p.3

Abram Construction Inc. Soars Toward Success

William Abram, president of Abram Construction Inc. in Charlotte, NC, said his success is intentional. "Getting to this level is not something you just luck-up on. There is intentional focus on growth." He said that it is important for companies to keep their entrepreneurial spirit alive, create a plan, and then evolve that plan as growth occurs. Abram knows something about how to grow a company, catapulting his construction firm from revenues of less than \$100,000 in 2011 to contracts totaling more than \$8 million in 2012.

"My goal for the first year was \$5 million in contracts," Abram said. "And I was able to achieve that." He attributes success in a competitive industry and challenging economy to hard work and building relationships.

[see ABRAM p. 2]



William Abram grew his construction company revenue from less than \$100,000 in 2011 to more than \$8 million in 2012.

BOWD Receives 'Diversity Leadership Award'

At an April awards ceremony in downtown Raleigh, the NCDOT Business Opportunity and Workforce Development office was honored with the 2011 Rosa Parks Diversity Leadership Award from the Women's Transportation Seminar. The recognition is based on significant contributions in promoting diversity and cultural awareness within the organization and transportation industry. BOWD was honored for its efforts to advance the reputation and credibility of women and minorities in transportation.



BOWD Director Shelton Russell said, "It's an honor to be recognized for the work we do to advance opportunity and inclusion in transportation."

"The Main Thing!"

Steven Covey is quoted as saying, "The main thing is to keep the main thing the main thing." I thought of this quote as I read an article in the most recent Fortune magazine profiling the "12 Greatest Entrepreneurs of our Time." Steven Jobs of Apple was No. 1 on the list, which is not very surprising; but the reason why he was on the list was. It's quite simple: he kept the main thing, the main thing.

Jobs' single-minded focus on developing the coolest, most innovative and best products in the world catapulted him to the top. He was undeterred by the competition, analysts, naysayers, doubters, and dream-killers. His sites were simply set on success. It seems interesting that in this time of Six Sigma, strategic sourcing, branding strategy, and "flavor of the month" business fads, that arguably the top entrepreneur of our time just made a better product. Go figure!



**Mr. Shelton Russell
BOWD Director**



2012 Executive Management for Design and Construction Class Boasts Record Attendance and Graduation



The Executive Management Program for Design and Construction was held March 4-9, 2012, in conjunction with the UNC Kenan-Flagler Business School. This year, 35 students attended and completed the training, making 2012 the largest Executive Management class in the program's history. EMP-DC is an executive-level program for construction, engineering and design firms or suppliers. The program aims to build capacity for DBEs through strategic management and business leadership skills. EMP-DC is co-sponsored by BOWD and the N.C. Institute of Minority Economic Development. The next class is scheduled for February 2013.

(Left: This year's Executive Management was the largest on record.)

Abram Construction: Intentional Focus Creates Success

[cont'd from p. 1]

Abram has worked in construction for most of his life, getting his start working with his father in the family-owned business in Robeson County. The company worked on irrigation canals, ponds, and logging roads. With his father's company, Abram learned to operate heavy equipment, drive bulldozers, and use drag lines (a crane with a cable and excavating bucket). He also did some crane work and demolition projects.

After finishing high school, he attended Winston-Salem State University as a Business Administration major and played college sports as an offensive guard on the football team. After three years of collegiate athletics, he transitioned into the workforce—moving to Charlotte, NC, in 1980 to work on construction and heavy highway projects.

After several years working for other firms and serving as a consultant for NCDOT, Abram returned to his entrepreneurial roots. Abram Construction began full-time operations in 2010. The company specializes in heavy

highway, grading, storm drains, clearing, and site prep.

Currently, Abram Construction employs 20 full-time employees and six part-timers. Abram's brother Dwight works as a field supervisor, and his daughter works part-time as an office administrator.

Abram said the BOWD office has been a great resource to him and the company. "They've supported me in lots of ways—from the ownership side and training programs to following up on bids and what we're doing in the market," he said. Abram is also a 2011 graduate of the Executive Management program. Recent NCDOT projects include: a yearly maintenance contract for Division 6 in Cumberland-Harnett County working on storm drains, curb and gutter, sidewalk, storm drain structures, and driveways. Currently, the company's largest NCDOT contract totals \$1.5 million for curb and gutter, sidewalk, and island work in Rockingham County. Abram said he wants his success to inspire other companies. "It's one thing to grow, but it's another thing to help others around you grow."



\$1.7 Billion in Major Highway Projects Coming to N.C.

The future of highway construction looks promising for North Carolina, with a projected \$1.7 billion in new Major Highway Projects coming to the state within the next 12 months. Between April 2012 and March 2013, NCDOT will let 75 bridge replacement projects, and replace 182 small rural bridges through Division Express Design Build Projects. Within the next year, NCDOT also will oversee more than \$73 million in large bridge projects and complete work on Major Highway Projects totaling more than \$956.5 million.



NCDOT Large Bridge Projects > \$10 Million

Project Letting Date	County	Project Description	Project Estimate
6/19/2012	Pasquotank	Bridges 1 & 2 over Knobbs Creek on US 17/158	\$11,200,000
8/21/2012	Bladen	Bridges 12, 18 & 42 over Cape Fear River and Overflow on NC 11	\$14,200,000
8/21/2012	Cumberland	I-95 Business Loop & US 301 - Bridge 85 over Cape Fear River SR 1738 & SR 1741 in Fayetteville and Bridge 61 over Cross Creek on I-95 BUS/US 301	\$21,000,000
8/21/2012	Buncombe	Bridges 235 & 238 over SR 3421 (Pond Rd.) Hominy Creek on I-26	\$14,200,000
2/29/2013	Bladen	Bridges 188 & 189 over the Cape Fear River on SR 1316	\$12,900,000

NCDOT Major Highway Projects > \$30 Million

Project Let	County	Estimate	Project Let	County	Estimate	Project Let	County	Estimate
6/19/2012	Iredell	\$90,100,000	8/21/2012	Forsyth	\$35,300,000	11/20/2012	Wake	\$157,600,000
6/19/2012	Wayne	\$70,500,000	9/18/2012	Onslow	\$45,600,000	11/20/2012	Richmond	\$59,700,000
7/17/2012	Mecklenburg	\$80,500,000	9/18/2012	Forsyth	\$81,000,000	12/18/2012	Cleveland	\$30,600,000
7/17/2012	Carteret	\$74,000,000	10/16/2012	Cumberland	\$34,400,000	1/15/2013	Mecklenburg	\$54,800,000
8/21/2012	Guilford	\$59,200,000	10/16/2012	Cumberland (2)	\$34,400,000	3/19/2013	Sampson	\$48,800,000

To see this list in greater detail, log on to www.ncbowd.com and click on the "Major Projects" link.



Success Stories

Creating Successful Opportunities in Business



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