



NC STATE UNIVERSITY WOLF WORKS

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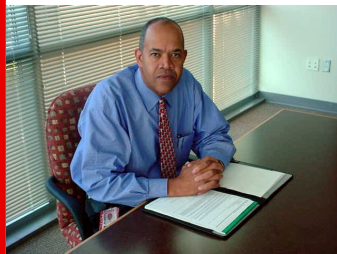
Message from Kevin MacNaughton

NC State is proud of the strides made over the past years in increasing participation of historically underutilized businesses on our construction projects. At the same time, we know we must continue to be innovative and persistent to reach an environment where equity among all contractors is to be totally achieved. We will not allow ourselves to be distracted by the negative discourse that emerges from time to time on both sides of this issue. We know what is the right thing to do and we will remain committed to that cause. Our staff and I hope you too are inspired by the numerous success stories we continue to feature in Wolf Works. Let's continue to work together so we can all be all the more successful.



Kevin MacNaughton
Associate Vice Chancellor

Message from Marvin Williams



Marvin Williams
NCSU HUB Program Manager

Along with the weather, construction is heating up at North Carolina State University.

On the Veterinarian School Campus, a Medical Center is to be constructed, and Centennial Campus will grow with the addition of a third Engineering Building. These two projects will provide numerous opportunities for minority construction firms.

We are equally excited about our Mentor/Protégé program at the University. Clancy & Theys (mentor) and the Daniele Company (protégé) are working together to construct the new Math & Statistics Building, along with the renovation of the existing Park Shops building.

In January 2008 we will conduct HUB Academy II (Advanced Program). This Academy will be designed for contractors who successfully completed HUB Academy I and for contractors who have worked successfully on university projects. HUB Academy II will go beyond the basics of HUB Academy I and will introduce course content necessary for contractors to "move to the next level".

North Carolina State University is committed to the increased utilization of minority firms by providing design, construction and educational opportunities, but just as importantly we want to help you achieve success as a company.

Please enjoy this edition of "Wolf Works".

23.3 % of contracts awarded for Non-Bond NCSU projects were performed by HUB minority firms (To date, 2007).

HUB Statistics

NCSU (To Date): CM at Risk, Bond, Non-Bond
Dollar Amounts and Percentages of Contracts Performed by HUB firms

	Black	Hispanic	Asian-American	American Indian	Non-Minority Female	Socially and Economically Disadvantaged	Total HUB	Project Total
CM at Risk	\$27,207,547 7.8%	\$17,970,676 5.2%	\$273,280 0.1%	\$994,194 0.3%	\$27,181,678 7.8%	\$349,831 0.1%	\$73,977,206 21.3%	\$346,955,336
Bond	\$19,615,124 4.5%	\$8,733,969 2.0%	\$1,852,152 0.4%	\$1,060,962 0.2%	\$41,316,278 9.4%	\$417,546 0.1%	\$72,996,031 16.6%	\$439,925,614
Non-Bond	\$16,521,352 6.3%	\$12,799,624 4.9%	\$607,151 0.2%	\$21,410 < 0.1%	\$31,296,337 11.9%	\$68,259 < 0.1%	\$61,314,133 23.3%	\$262,971,720

Informal Construction Project Statistics

Yearly Analysis	FY 03/04	FY 04/05	FY 05-06	FY 06-07
% HUBS Invited to Bid	21.4%	24.7%	20.5%	15.3%
% Projects Won by HUBs	21.1%	23.0%	24.2%	13.0%
% Total \$ Won by HUBs	22.9%	21.5%	15.9%	15.9%

All Projects To Date	Asian	Afr.Am.	Female	Hispanic	Am. Indian	Soc&Ec.Dis.	Total
Total \$ Projects Won by Category	0.0%	3.1%	8.7%	0.0%	0.0%	1.2%	13.0%
Total % \$ participation by Category	0.0%	6.4%	8.3%	0.3%	0.0%	1.2%	15.9%

UNC Bond Program — All Informal Projects (<\$300,000) to Date

Bond Projects To Date	Black	Hispanic	Asian-American	American Indian	Non-Minority Female	Socially and Economically Disadvantaged	Total HUB
Informal	\$467,909 9.9%	\$39,518 0.8%	\$0 0.0%	\$0 0.0%	\$344,346 7.3%	\$0 0.0%	\$851,773 18.0%

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Willy Yamamoto
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(919) 515-1102

Current Project Advertisements

North Carolina State University

www.ncsu.edu/facilities/advertisements/index.htm#systems

The University of North Carolina System

www.northcarolina.edu/content.php/vendors/index.htm

Spotlight: Core Master



This issue's featured HUB contractor

Core Master, LLC, began business in February 1997, and is organized as a Limited Liability Corporation.

The family owned business is administered by Lisa Gonzalez, President, and Jaime Gonzalez, Vice-President, and is operated out of Rocky Mount, NC. The company has a workshop used for equipment repair, maintenance, and to store vehicles on a one-acre site.

Core Master is a controlled demolition service company providing concrete cutting, sawing and breaking. Core Master provides a variety of services from time and material to contract cutting jobs throughout the States of North and South Carolina.



Core Master project at Polk Hall, NCSU campus.

What do they do? Projects and Services:

- Diamond Core Drilling
- Slab Sawing: Gas or Electric Power Equipment
- Wall Sawing
- Mechanical Openings/HVAC Duct Openings
- Breaking and Removal

Contact Information:

Lisa Gonzalez, President Core Master, LLC
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 E-mail: info@coremasterusa.com
 Web: www.coremasterusa.com

About the Company...

Core Master, LLC is a CSDA contractor, specialists in precision concrete cutting and core drilling and are professionals who will use the best techniques and equipment for the most cost-effective cutting. Core Master does some new construction work but primarily concentrates on renovations and targets general contractors, electricians, mechanical plumbers and sprinkler contractors. Our current projects include NCSU Building 1911, Polk Hall and Dabney Hall.

Core Master is a member of CAGC (Carolina's Associated General Contractors) and is certified by the State of North Carolina, MWBE, HUB; the NC Department of Transportation; UNC Chapel Hill, MWBE; the City of Raleigh, MWBE; the City of Durham, SDBE; and other municipalities.



Lisa Gonzalez, President
Core Master, LLC

NCSU Mentor/Protégé Construction Program



Photo: Scott Cutler of Clancy & Theys, and Gloria Shealey of The Daniele Company.

New Math/Statistics Building and Park Shops Renovation
\$40 million project consisting of a new 119,000 sq. ft. structure and renovation of 50,000 sq. ft. of an existing facility.

Mentor: Clancy & Theys Construction Co.

Protégé: The Daniele Company

The following are views from our participants, Gloria Shealey of The Daniele Company, and Scott Cutler of Clancy & Theys.

There are a few essential elements that we believe are necessary for the success of a Mentor-Protege Program, and which we think our relationship embodies:

First, a commitment from the project owner to increase minority participation at the first tier level by integrating this objective into their project requirements is the critical starting point. The NCSU HUB Office, headed by Marvin Williams, has successfully conveyed this objective and actively facilitated identifying potential candidates.

Secondly, larger general contractors and construction managers need to be willing to actively initiate these relationships, not just as a response to a requirement, but because they see the benefit to the construction industry and to the community in building capacity among minority-owned businesses. Clancy & Theys first demonstrated their commitment by the diligence with which they approached the selection of a partner, and their sincerity of purpose in providing a meaningful level of involvement that addressed the needs of the project and the growth objectives of The Daniele Company.

And finally, our companies both believe that the minority contractor must have a clearly defined vision and strategy for growth. In fact, Clancy & Theys had strong convictions that the relationship with the protégé company should be a building block to increase the smaller company's capacity, and that a growth plan was a prerequisite for selecting a partner. Clancy & Theys was not interested in an ad hoc or brokerage type of relationship. The Daniele Company demonstrated a plan to expand its resources and capacity, which appealed to Clancy & Theys, and The Daniele Company welcomed the chance to build on its growth plan while working at NCSU with one of the region's leading contractors.

The Daniele Company (TDC) / Clancy & Theys (C & T) relationship has further proven to be successful because:

- We share common core business values;
- C & T has a quality team with a genuine interest in our success from the top down;
- TDC's top-notch project team is providing seamless integration in the project management on the Math & Statistics Project; and
- We both have a long-term view of the relationship.

This has been a win-win relationship with many new opportunities ahead of us.

Constructing a Win-Win Relationship

This is a program in which a majority firm (mentor) takes a minority firm (protégé) and helps that firm to acquire an intimate understanding of the business and construction operation of a large-scale project. The goal of the program is for the protégé firm to develop the skills necessary to manage and construct larger projects. One excellent example of this program is the

Did you know...

- No bonding is required on CM at Risk Projects for bid packages less than \$300,000.
- You must submit a new prequalification application for each CM at Risk Project.
- You are required to renew certification with the DOA/HUB office yearly.
- General Conditions items on Construction Manager at Risk projects provide excellent opportunities for HUB contractors.

Upcoming Events:

- HUB Academy II Graduate Program

Balfour Beatty Construction Receives Award

Balfour Beatty Construction (formerly Centex) Receives the Inaugural “Corporation of the Year” Award

Balfour Beatty Construction received the prestigious “Corporation of the Year” award from the United Minority Contractors of North Carolina (UMCNC) on April 28, 2007. The “Corporation of the Year” award acknowledges outstanding achievement and effort put forth by Balfour Beatty Construction in supporting and developing outreach opportunities within the minority community in the Carolinas.

Per Brooks Raiford of Balfour Beatty, much of their success in minority contractor participation is due to their projects here in the Triangle, particularly at **North Carolina State University**.

Bob Hambright, Division President and CEO for Balfour Beatty Construction, accepted the award at the UMCNC’s First Annual Conference and Awards Banquet held in Durham, NC. Among the more than 700 industry and non-industry participants at the day-long conference were North Carolina Lt. Governor Beverly Perdue and the Banquet Keynote speaker, University of North Carolina System President, Erskine Bowles.

The goal of the UMCNC is to enhance the business capacity of minority contractors through relationships with large firms, public agencies, and industry affiliates and to reduce the regulations placed on small businesses. Calvin Stevens, HUB/MBE Facilitator based in Raleigh, has led Balfour Beatty’s involvement in UMCNC, including chairing the UMCNC Future Leaders Scholarship Program. UMCNC is comprised of minorities and women-owned businesses from around the State and from several different industries.



Photo: Bob Hambright, President and CEO Balfour Beatty Construction, and Ron J. Leeper, President, R. J. Leeper Company and Chairman, United Minority Contractors of North Carolina.



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If you are interested in strengthening your business, listed below is information about companies interested in helping minority, women and small businesses to grow their business.

Self-Help

301 West Main Street
Durham, NC 27701

(919) 956-4683

www.self-help.org

Raleigh Business & Technology Center

900 South Wilmington Street, Ste. 119
Raleigh, NC 27601

(919) 836-8618

www.raleighbtc.com/

The North Carolina Institute of Minority Economic Development

114 W. Parrish St.
Durham, NC 27701

(919) 956-8889

www.ncimed.com

United Minority Contractors of NC

5 West Hargett Street, Suite 331
Raleigh, NC 27601

(919) 834-1211

Hispanic Contractors Association of the Carolinas

1020 Burke Street
Winston Salem, NC 27701

(336) 769-6440

www.hcacarolinas.org

NC Indian Economic Development Initiative, Inc.

2715 Breezewood Drive, Ste. D
Fayetteville NC 28304

(910) 486-6555

www.ncindian.com