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## MCDP® Spotlight: DCD Construction, Inc.

*This issue's MCDP® Spotlight is on DCD Construction, Inc. of Ocean Springs, MS. Owner Elliott Davis participated in SFAA's Model Contractor Development Program®.*



*Elliott Davis*

DCD Construction, Inc. is housed in an impressive facility on Mississippi's Gulf Coast. The office building, which connects to a vast warehouse full of equipment

and supplies, is surrounded by a fleet of 12 vehicles. Working around the grounds is a staff of dedicated and loyal employees. Sitting in an office at the back with his door closed taking one phone call after another is the company's young owner Elliott Davis.

Elliott is a resounding affirmation that "patience is a virtue." He has held a full-time job since finishing high school, first working at Ingalls Ship Yard before starting his own business. He started out with a trucking company but took up decorative concrete work when a friend asked him to do a job. He had no experience doing decorative concrete, but the friend had confidence that he could do it. After all, Elliott had construction work in his DNA. His father and all of his older brothers were in the construction business, and

he had grown up working with them. Elliott educated himself by attending decorative concrete seminars and finding out all the information he could about this specialty.

For the first couple of years, though, business was slow. However, in 2005 following Hurricane Katrina that devastated the Mississippi Gulf Coast, Elliott knew things would change. As a result, he decided to diversify his company. He became a general contractor and took part in SFAA's Model Contractor Development Program® (MCDP), the first effort of its kind in Mississippi, jointly sponsored by SFAA and the Mississippi Development Authority. He credits the MCDP® with teaching him how to structure, organize, and grow his business. As Elliott puts it, "The program answered a lot of questions for me as I was trying to diversify and grow. It also helped me begin to establish important relationships and to network."

Working with bond producer Jim Brashier of The Insurance Center in Biloxi, DCD Construction was able to obtain its first bond from Travelers Bond and Financial Products for \$250,000 after completing the MCDP® training, and its bonding capacity has grown by leaps and bounds over the years. The building

that his company has occupied since 2003 displays pictures of many of the jobs that DCD Construction has completed. DCD Construction now has bonding capacity from Travelers of \$5 million single/\$10 million aggregate and is poised to grow even larger. DCD Construction has performed major jobs for such diverse clients as the Mississippi Department of Transportation (MDOT), the U.S. Army Corps of Engineers, and GSA.

Today, DCD Construction is licensed to do business in Mississippi, Alabama, and Louisiana, and Elliott is looking to become licensed in other states. He is in his sixth year as part of the Small Business Administration's 8(a) Program and is involved in a very productive mentor/protégé relationship with one of the largest prime contractors in the state. DCD has been named MDOT's DBE of the year for the Southeast Region, and Elliott has been recognized as one of the Gulf Coast's top 40 businesspersons under the age of 40. He is very passionate about and involved in giving back to the community and the State of Mississippi and has a young son who he already is training in the construction business, just as his father did for him.