

MCDP® Spotlight: BMC Construction, LLC

This issue's MCDP® Spotlight is on BMC Construction, LLC of Orange, NJ. Owner Gwenevere Motley participated in the Essex County Bonding Readiness Program.

BMC is an SBA certified 8(a), HUB Zone, and woman-owned residential and commercial contracting firm, dedicated to providing environmentally friendly construction solutions.

BMC's mission is to assist its clients in building innovative and sustainable living and working environments. In 2010, Gwen was invited by Glenn Arnold, the

program director for East Orange Neighborhood Development and Revitalization Program (EONDRP), to attend the Essex County Bonding Readiness Program, an MCDP®-based program co-sponsored by SFAA. At the time BMC was not bonded and the company was doing only home renovation projects under the EONDRP in East Orange. At the Bond Readiness class, Gwen was introduced to Larry DePalma, a bond producer with Insurance of America, and it was with his assistance that BMC was able to acquire an initial bond line of \$250,000 single and \$450,000 aggregate and received its first bond of \$195,000 for a Trenton Housing Authority project.

In December of 2011 BMC was accepted for participation with the SBA's 8(a) business development program. Under the guidance of this program, BMC was awarded a Basic Ordering Agreement (BOA) contract with the Navy in Colts Neck, NJ, for up to \$5,000,000 and recently won its first task order under this Agreement to do storm damage work at the Naval Weapons Station. BMC also was awarded a small job competitively bid under the HUB Zone set-aside program with the U.S. Army at Fort Bragg in NC in June of 2012 (installation of new sidewalks), and this job was completed successfully. This year, BMC is on target to increase its revenues to about \$3,500,000 and has completed over \$1,050,000 in



task orders for the Newark Housing Authority to date.

Gwen is very grateful for the opportunities that the Bonding Readiness Program has opened up for her. As Gwen stated, "In 2007 I founded the company with myself and one employee, and when I started the bonding class I had seven full- and part-time employees. Today, I employ 27 full- and part-time employees. Thanks to Deborah Collins of Essex County and the Bonding Readiness Program, BMC has grown into a firm which can successfully compete for, and win, state and federal projects. With all of our certifications and increased experience, I am projecting continued growth for the firm."

Based in Orange, New Jersey, BMC offers services in renovation, design-build, sustainable retrofits, solar panel

installation, weatherization, energy audits, mold and lead abatement, and general construction. Additional BMC certifications include New Jersey School Development Authority Small Business Enterprise (SBE); State of New Jersey Small Business Enterprise (SBE) & Minority Woman Business Enterprise (MWBE); New Jersey DOT Uniform Certification – NJ Transit, NY/NJ Port Authority;

NY/NJ Department of Transportation DBE; Certified Mold Inspectors/Remediators; EPA Lead Certified Employees/Organization; Lead Abatement Supervisors/Workers; and OSHA 10/30 Safety Certifications.

Prior to starting BMC, Gwen was a project manager for a real estate investment and construction management group for 10 years. At BMC, Gwen acts as the lead project manager for most of its jobs, and her primary focus is addressing the needs of her clientele. Gwen holds a BA from Harvard University and currently is working toward an MBA in Sustainability from the San Francisco Institute of Architecture and often hosts webinars on sustainable construction solutions and green practices for potential clients and the community.