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## Spotlight on Emerging Contractors: Don Stephens Trucking and Construction, Inc.

In 1977 Don Stephens founded a general construction company in Little Rock, AR, which he began by hauling asphalt and gravel with only one dump truck. In 1990, that company was incorporated as Don Stephens Trucking and Construction, Inc.

Mr. Stephens is the company's president and CEO, and he participated in the SFAA/USDOT Bonding Education Program (BEP) held in Little Rock in 2013 in order to better understand business fundamentals. He took the advice of surety professionals as part of the BEP, which led to even stronger relationships with other companies to help further grow his business. Mr. Stephens also increased his bond capacity from \$7 million to \$10 million. This allowed him to pursue larger contracts and increase his crew by eight employees. Mr. Stephen's company currently is working with the Arkansas Highway and Transportation Department at about \$800,000 as a prime contractor and the Corps of Engineers at about \$3.2 million.

Mr. Stephens has been active with the National Association of Minority Contractors. His Company is DBE, MBE, SBE, SBA, HUBZone and 8A. "The resources, direction, and relationships that I have gained through the USDOT and SFAA Bonding Education Program have been invaluable. It has given me all the right tools at the right time in order for me to grow my company into something very great," he says.

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