

Small Business Success Awards 2004

**NJSBDC Emerging Markets/SCC
Winner: Earl Stephenson
Business: C.I.N. Construction, LLC
601 Bangs Avenue, Suite 400
Asbury Park
732-988-5611**

Earl Stephenson of C.I.N. Construction is a general contractor specializing in wrecking, demolition, excavation, dry wall, stonework, masonry, framing, rough and finish carpentry, painting and safety protection. Stephenson met Charles Jackson, Director of Emerging Markets, in Asbury Park at the very first event the NJSBDC sponsored in the area. His desire was to get involved with the multi-billion dollar New Jersey School Construction Corporation (SCC) project about which he had heard so much.

Jackson advised Stephenson to be everywhere a school construction program meeting or seminar was being held. "I did what I was told," said Stephenson. " I submitted all of my paperwork for certifications that I would need to be competitive and made contact with school construction project managers." Because of the appropriate counseling, C.I.N. is currently being considered for school construction projects for amounts two years ahead of Stephenson's goals for the business.

Stephenson's first involvement with the SCC started out with a \$13,500 contract. He has now surpassed the one million dollar mark in SCC projects. "I truly owe all my success to Charlie Jackson and the NJSBDC."



Earl Stephenson (left) of C.I.N. Construction in Asbury Park and Charles J. Jackson, Director of the NJSBDC Emerging Markets program. Stephenson won NJ School Construction contracts and a large contract with Essex County.