

Small Business Success Awards 2004

NJSBDC Procurement Program

Winner: Marjorie Perry

Business: MZM Construction Co., Inc.

240 ML King Blvd.

Newark



973-242-7100

A recognized innovator and role model for women in a non-traditional field, Marjorie Perry's Newark based construction firm, founded in 1992, has been consistently cited for completing construction projects within budget and on time. NJSBDC's Procurement program, then under the leadership of Madeline Britman, was responsible for helping Perry prepare her MZM's first SBA 8A certification package.

Recognized as a successful entrepreneur, her company's General Contracting work includes landscaping for the New Jersey Performing Arts Center, excavation and concrete work for Delta Airlines at the Port Authority of NY/NJ, and rough carpentry for Verizon, Continental Airlines and door and hardware and thermal insulation construction for Marriott Courtyard/Residence Inn hotels.

A native of Newark, Perry developed her marketing skills at 3M, United Airlines and Johnson & Johnson. She started her own public relations firm in 1985 and joined MZM in operations. When the firm's partners decided to leave the company they founded, she bought them out, hired her own team and negotiated new contracts for her firm. Since then, billings have

topped \$1.5 million each year and the company continues to grow under her leadership and direction.

Perry said NJSBDC consultant Deborah Perry was “phenomenal” in her diligence to assist Marjorie to become SCC prequalified. MZM was the first Newark construction firm to become prequalified in 2003.

Perry also worked with NJSBDC for help with bonding, which limits the ability of many small construction companies to garner larger contracts.



Hopper congratulates long time NJSBDC client Marjorie Perry (center) of MZM Construction in Newark. Perry worked with NJSBDC on 8(a) certification previously and is currently working with NJSBDC Procurement Director Stephanie Burroughs (right).