

NJSBDC Success 2007 Winners / 2007z-Procurement-Program-W

12/20/2007



Leroy Brown
LCB, Inc.
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A business is never too old to try new things, which is exactly what Leroy Brown did after he purchased his father-in-law's material transport company. Leroy had joined the business in 2002, but it wasn't until he became the owner of the 26-year old company that he put his

own ideas to work.

LCB, Inc. provides material transport services for sand, stone, asphalt, contaminated soil, and other products. Shortly upon entering the company, Leroy became responsible for changing the formation of the business, purchasing additional trucks, and pursuing new markets.

In September 2004, Leroy contacted Stephanie D. Burroughs, NJSBDC Director of Procurement Programs, to discuss and explore the various certification programs available to him. As Leroy disclosed to Stephanie, “The reason I initially looked at your website was to get help with the MBE certification. However, after speaking with you I was able to gain access to new business ventures I would not have access to otherwise.” Those programs and services included assistance with applying to the State of NJ – MBE/SBE; the Port Authority NY/NJ MBE/SBE; and for DBE certification (dual certification through PA/NY/NJ). Stephanie also provided direct contacts to NJ Transit and PA/NY/NJ for help with certification, and other leads for potential federal contracts.

Leroy also followed Stephanie’s advice and attended a mini-matchmaker event in October 2007, where, as Leroy relates, “Ms. Burroughs introduced me to the heads of major corporations whose goal was to include minority owned businesses on their major projects. At the urging of Ms. Burroughs, I attended two, targeted Skanska USA Building, Inc, procurement conferences where I had the chance to speak with the procurement reps for the specific project and to potential prime contractors.” He is also attending the Construction Management Building Blocks course co-sponsored by Skanska USA Building, Inc. and the NJ Small Business Development Centers at Rutgers-Newark.

Ask Ms. Burroughs what she finds key to Mr. Brown's accomplishments and the answer is that he takes full advantage of all suggestions, leads and information provided to him, and acts upon them immediately, which she feels has resulted in Leroy attaining success in the State of NJ contracting process. In fact, LCB, Inc. has just been awarded a three-year salt spreading contract for the State, and a second State contract in the form of a waiver for snow plowing.