

Success Stories

Creating Successful Opportunities in Business

March 2010

Inside this issue
Success Stories

Covenant Trucking
Family Business

2010 Executive
Management

Transportation
Conference p. 2

BOWD-UMCNC
Training p. 3

Covenant Trucking, A Family Affair

Most “overnight sensations” are years in the making, and such is the case for Covenant Trucking, a family-owned hauling firm in Youngsville, North Carolina. The company began as a home-based business with a single dump truck, purchased by Joe Jones after a 20-year career in the Army. Since then, the company has steadily grown to more than 20 dump trucks, numerous subcontractors, and a solid reputation with developers and construction contractors.



Carlton, Wendy and Joe Jones of Covenant Trucking listen intently during the keynote address at the NCDOT 2010 Transportation Conference.

The company’s success is largely a result of a

[See COVENANT p.3]

BOWD Congratulates 2010 Executive Management Class

Back row: Robert Stoval, Mark Parks, Akintunde Akinsanmi, Mandwel Patterson, Philip Moore, Henry Crews, Eric Hoskins, Larry Yon, Rupert Burrows,

Front row: Ben Lanier, Jr., Shahbaz Arora, Nicole Dobson, Brenda Ross, Tsegga Medhin, Sharesse Watkins, John Greene, Anwar Rasheed.

Not pictured: Larry Harris



“Good Rubber”

Being from Ohio, I am used to a lot of snow in the winter months. However after a few years in North Carolina, my blood has thinned and I have forgotten about driving in the snow. It all came back to me when several inches of snow fell in the Triangle causing me to dig my car out and make my way down snow covered streets.

I quickly realized that I needed new tires when my wheels spun on the ice, but my car did not move. Upon later reflection I realized that business can be like moving a car down the road. When the roads are fine, there isn’t much trouble with poor tires. However, when the roads get slick, good tires make a big difference.

Just like good rubber is a sound foundation for your car, a well-structured and planned strategy is a good foundation for your company. Because when times are good, things like poor financials, poor marketing, and poor organization may not hurt you. But when times are bad, these deficiencies will cause you to spin in place, going nowhere until you make the necessary investment in a good foundation.



*Mr. Shelton Russell
BOWD Director*



Inside this issue
Success Stories

Covenant Trucking
Family Business

2010 Executive
Management

Transportation
Conference p. 2

BOWD-UMCNC
Training p. 3

Transportation Conference—Making a Recovery

The 2010 Transportation conference connected more than 150 business owners with representatives from various departments of NCDOT, NC State government, and many other private companies.

Participants at the 2010 Transportation Conference were encouraged to shake off mediocrity and get “hungry” for success. Keynote speaker Les Brown admonished the audience to make their own recovery instead of waiting for the economy to recover.



Motivational keynote speaker Les Brown encouraged conference attendees to make their own recovery.

The BOWD Diamond Awards also were presented at the conference. The awards recognize organizations that have pushed forward NCDOT's goal of increasing the inclusion of minority- and women-owned firms in contracting with the department. The 2010 Award Winners are pictured below with Deputy Secretary Anthony Roper.



***Pictured right:**
Diversity Advocate
Award—
NCDOT Division Seven*



Small Architectural and Engineering Award
Gibson Engineers, PC



BOWD Partner Award
North Carolina Coordinators Network



Architectural and Engineering Award
Rummel, Klepper & Kahl, LLP



Prime Contractor Award
Rea Contracting, Inc.



HUB Contractor Award
Anthony Peete Electrical



Platinum Conference Sponsor
North Carolina Institute of Minority Economic Development



Inside this issue
Success Stories

Covenant Trucking
Family Business

2010 Executive
Management

Transportation
Conference p. 2

BOWD-UMCNC
Training p. 3

BOWD—UMCNC Partnership Expands Training

BOWD has partnered with the United Minority Contractors of North Carolina (UMCNC) to provide technical training and assistance to minority and women contractors in North Carolina. UMCNC has retained the engineering services of Ms. Tanqueray Edwards of Charlotte to function as the organization’s Construction Liaison Manager. Ms. Edwards will be responsible for providing education, training, and mentoring to MWBE construction contractors. The position is supported through a contractual agreement with NCDOT’s Supportive Services Program.

Ms. Edwards graduated from South Carolina State University, earning cum laude honors in 1996, with a B.S. in Civil Engineering Technology. She also earned a Master’s Degree in Public Administration from Virginia Commonwealth University in 2002. BOWD is excited to partner with the UMCNC in the effort to provide greater training and assistance to MWBE firms. For more information, contact Ms. Edwards at tredwards@umcnc.org.



Tanqueray R. Edwards, LEED® AP will serve as Construction Liaison Manager for new training initiatives offered by BOWD and UMCNC.

Covenant Trucking Highlights Family-Business Success

[cont’d from p. 1]

solid family structure that allows critical responsibilities to be divided amongst three family members.

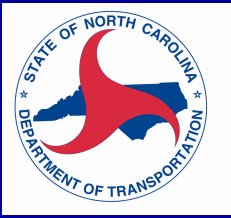
The management team of Covenant Trucking consists of the husband and wife team of Joe and Wendy Jones, along with their son Carlton Jones. Joe serves as President/CEO and is responsible for business development. Wendy serves as Vice President and is responsible for finance and administration. Carlton serves as Operations Manager and is responsible for managing the company’s drivers and customer service.

Covenant Trucking was founded on solid principles of integrity, commitment, and unsurpassed service to its customers. These principles have led to increased growth over the years, culminating with recent multi-million dollar awards on the North Carolina Turnpike Authority’s Triangle Expressway project. Covenant will

perform hauling services on both Expressway projects. The company will work for ST Wooten on the Triangle Parkway and for the Raleigh/Durham Roadbuilders on the Western Wake Freeway.

The company has faced many challenges during its 14 years in operation. “Finding and keeping good drivers is one of our biggest challenges,” Joe Jones said. “We’re constantly looking at ways to attract drivers through things like rewards and benefits programs. We also believe that everything in this industry is driven by safety, so we preach safety on a continuing basis.”

The company is not resting on its accomplishments thus far; the Jones team continues to develop their business by participating in BOWD- sponsored programs such as Project Legacy, the Executive Management Program, and the Legal Education and Assistance Program.



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NCDOT Historically Underutilized Business Program

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