

MCDP Spotlight: Medina's Hauling, Inc.

This issue's MCDP Spotlight is on Medina's Hauling, Inc., a minority-owned trucking and concrete company located in Gray Court, South Carolina. Ms. Beaney Medina, who owns the company, with her husband, Aaron, provided the following first-person narrative of her experience with the USDOT Bonding Education Program (BEP), which is co-sponsored by SFAA and based on our Model Contractor Development Program®.



Aaron & Beaney Medina

Medina's Hauling, Inc. has benefited greatly from the Bonding Education Program (BEP). Our first knowledge of bonding came from this great team, the SCDOT Business Development Center (BDC), which co-sponsored the BEP. We learned that contractors need to establish a great relationship with a bonding agent, and the BDC introduced us to our wonderful bonding agent, Sara Jo Kent of Adams Eaddy and Associates. Ms. Kent, as my husband would say, "is constantly pulling our ears" and at times my husband and I would say to ourselves, "No, we cannot do that!" Medina's Hauling, Inc. truly believes that businesses need someone like Ms. Kent who is honest and straightforward and does not sugarcoat information. Medina's Hauling, Inc. is very thankful to BDC and Sara Jo Kent in guiding us to where we are today.

As for the BEP, many components of the workshops served to reinforce some of the positive business practices we already had in place, and, in addition, we learned a great deal of new and useful information that has further improved Medina's Hauling, Inc.'s business. The "Construction Accounting and Financial Management" workshop helped Medina's learn some basic information about accounting and we learned the basic lingo. Now we know what our accountant is looking for when we have our annual review statement done. In the "Estimating and Bidding" workshop, we learned different approaches to bidding and

estimating. Subsequently, we have made changes in how Medina's Hauling, Inc. estimates and bids on upcoming projects. Similarly, because of the "Project Management and Field Operations" workshop, Medina's also has made changes in our job site procedures, and we have corrected deficiencies in our ongoing job site operations. The "Marketing" workshop was both funny and informative and we learned new and creative marketing techniques from Ms. Cynthia Hardy of Maxim Communications, Inc., another SCDOT certified DBE firm. Ms. Hardy's expertise has helped ensure our success in this technological era and has helped us avoid some

common mistakes that many businesses make.

Lastly, the BEP has helped Medina's Hauling, Inc. grow in knowledge. Without the reinforcing of all of these details, we would not have increased our bonding capacity. Prior to the BEP, we were stuck in a situation where the largest bond we could get was \$300,000 and that came with both collateral and funds control requirements. However, we learned the importance of getting the right accountant and having good financials and this, coupled with the positive changes we made in our company's operations, have resulted in us now having standard market bonding from Old Republic Surety of \$2,000,000 aggregate/\$700,000 single. We are now working several jobs for the South Carolina Department of Transportation and, with our increased bonding capacity, we know we are able to bid on almost all the projects we have in mind. Medina's Hauling, Inc. especially wants to thank all the SCDOT Business Development Team that brought us the USDOT BEP because they have truly helped us and guided us to some great successes in our business.