



4279 Bertso Drive, Las Vegas, NV 89103
Phone: (702)248-4866 Fax: (702)362-1392

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November Newsletter

Pursue Win Execute
NAMC provides access, advocacy and development for members in collaboration with strategic alliances.

FROM THE PRESIDENT'S DESK

Greetings to our esteemed NAMC Members and Partners!

I hope this message finds you well and motivated as we continue to push forward in these ever-changing times. As your President, I remain deeply committed to the core mission of the National Association of Minority Contractors (NAMC)—advocating for minority contractors and ensuring that our voices are heard within the construction industry.

As always, I'm incredibly proud of the progress we've made, and I want to thank all of you for your ongoing dedication to the work we do. Over the past month, our organization has made significant strides. We've forged new partnerships with some of the most respected corporations in the industry, many of whom now serve on our Board. These strategic partnerships are a testament to the strength of this organization and the growing recognition of the value of minority contractors.

However, while the future looks bright, we must stay focused on the work still ahead of us. With new partnerships comes a greater responsibility to ensure that these relationships are more than just symbolic. It's critical that we hold our partners accountable to the mission of the NAMC—advocacy, support, and the creation of opportunities for minority contractors. This is an ongoing effort that requires active participation from all of us.

I cannot stress enough how important it is for all members to engage with these opportunities. There is no shortage of talent within our ranks, yet we are not always showcasing it to its full potential. The truth is, our organization is growing, and the demand for minority contractors is on the rise—but we need to ensure that we are ready to meet this demand. We need more active involvement.

I strongly encourage every one of you to take part in the opportunities being presented to us. Whether it's responding to an RFP, participating in industry events, or connecting with potential partners, we must step up to show what we can do.

Additionally, I want to remind everyone that referrals are a powerful tool. If you know qualified contractors—especially those who may not yet be part of NAMC—please refer them to us. The more contractors we have in our fold, the greater our collective influence and ability to shape the future of the industry.

If there are any members facing difficulties or challenges, I want to remind you that you are not alone. The NAMC is here to support you. Whether it's through education, resources, or networking, we are committed to helping all of our members grow and thrive. Please reach out if you need assistance, and we'll work together to find solutions.

We're on the right path, but we cannot afford to slow down now. Our work is just beginning. Let's continue to push forward with purpose and determination, showcasing the talent and expertise that we know resides within our organization.

Thank you for your continued commitment to the mission of NAMC. Together, we will create lasting change in the construction industry.

STORY OF SUCCESS

Congratulations on Ferguson's big win!

Ferguson's dedication to building and nurturing strong relationships allows us to navigate complex projects and deliver successful outcomes. A recent \$2M project in Las Vegas, secured through our partnership with the National Association of Minority Contractors (NAMC), highlights our commitment to our customers to be the ultimate project success partner.

The partnership with NAMC began in 2020 when Business Development Manager Chris Williams first worked with current NAMC Nevada Chapter President and advocate Tim Brooks on a large project at the Mirage Hotel. Their relationship began to evolve over the years and as a result paved the way for future partnership opportunities, including an invite to attend the local NAMC chapter meeting in February

2024. Here, Chris was introduced to the owners of G3 Electrical, a key player in the Department of Transportation (DOT) Light Rail Capital Project.

"Thomas and Tyesha told me they needed help getting pricing for an upcoming project. We exchanged business cards, and they sent me an email with what they were looking for. As soon as I saw the takeoff, I knew it was out of my wheelhouse and reached out to Tyler Hendry and Jeremiah Artl at the local Waterworks branch," Chris explains. "I conveyed the customer's needs and urgency, and they took care of the rest!"

Tyler and Jeremiah followed up with Thomas and Tyesha, providing quotes for conduit, equipment, and other necessary materials. This connection ultimately led to Ferguson being awarded the business for the DOT Light Rail project.

"This project truly highlights the importance of working together across customer groups to get the right associates in touch with the customer to make sure Ferguson wins. I am glad I could be a small part of a big team win," Chris adds.

In addition to the stand-out relationship- building piece of this project is the critical need for minority participation. Large capital projects like this one often require involvement from minority-owned businesses and fostering a national partnership with NAMC enables Ferguson to make connections with contractors and customers to meet these requirements effectively. This collaboration not only strengthens our position in the market but also aligns with our commitment to diversity and inclusion.

As we move forward, we remain committed to delivering excellence and fostering strong relationships with our partners. This victory is not just a testament to our team's hard work and dedication but also a clear demonstration of how strategic relationship-building can lead to extraordinary achievements.

"This achievement is a powerful testament to Ferguson's commitment to being a relationship-driven company. Our partnership with NAMC not only underscores our dedication to fostering strong connections but also aligns perfectly with the BOLD BRG's commerce initiatives. We are excited about deepening our collaboration with NAMC's leadership and supporting both established and emerging minority contractors. Together we are well positioned to help these businesses thrive, while simultaneously driving growth for Ferguson. This is just the beginning, and we look forward to many more shared successes. Micah Harris, Vice President - Category Management and BOLD BRG Chair. Congratulations to everyone involved in making this partnership a success.



NAMC Nevada & CAT®



Empowering Minority Contractors with Strategic Discounts and Support

We are thrilled to announce a powerful collaboration between the National Association of Minority Contractors (NAMC) and Caterpillar, a renowned leader in heavy equipment manufacturing and solutions. This partnership is designed to support minority contractors nationwide, providing exclusive discounts on essential Caterpillar equipment and services to empower our members in building and expanding their businesses.

For nearly a century, Caterpillar has been synonymous with innovation, resilience, and problem-solving in some of the world's most challenging environments. By crafting reliable, high-quality equipment, they've helped drive major projects forward, from infrastructure to construction, embodying a legacy that aligns seamlessly with our NAMC values of commitment, excellence, and community empowerment.

Through this partnership, NAMC members across the country gain access to substantial resources from Caterpillar, including exclusive discounts on machinery and access to training programs. These benefits not only provide financial relief but also support skill development, strengthening our member base in today's competitive market. Caterpillar's commitment to diversity and inclusivity is clear, and together, we are working toward a more equitable industry where minority contractors can thrive and make meaningful contributions to the economy.

As NAMC Nevada continues to advocate for our community, partnerships like this one help us level the playing field, offering our members the tools and opportunities they need to succeed. We encourage all members **nationwide** to take advantage of this incredible opportunity, leveraging Caterpillar's industry-leading support to achieve even greater heights.

To learn more, please contact your nearest Cat dealer for details or reach out directly to Tim Brooks, President of the NAMC Nevada Chapter, for further information on accessing these resources.

Contact Information: Tim Brooks
President, NAMC Nevada Chapter
Phone: (702)596-6565
Email: tim@amilv.com

Cat® Card: A Convenient Way to Equip Your Business

The Cat® Card offers NAMC members a fast and flexible way to pay for parts, services, rentals, and more—wherever the job takes you. With no annual fee, competitive rates, flexible payment terms, and access to special offers, the Cat Card is accepted at participating Cat dealers and Cat Rental Stores nationwide.



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www.cat.com/construction

Understanding the Asset

To help our members make the most of these opportunities, Ferguson and Caterpillar will be holding a series of informative sessions. This program consists of five chapters led by knowledgeable vendors, each designed to explain offerings in detail and guide you through each available program. These sessions are a valuable resource for enhancing your business knowledge and maximizing your benefits.

To sign up for these valuable sessions, please contact our office administrator at [emily@namcnv.com] to enroll.

For further information or concerns about current or future opportunities and/or events with NAMC contact the office administrator for NAMC-NV:

Emily Ramirez (Office Administrator)

Email: emily@namcnv.com

Telephone: (702) 248-4866 Fax: (702) 362-1392