

# The BUSINESS DEVELOPMENT TRANSPORTER

A newsletter for MDOT-certified firms and program stakeholders

December 2014

## SPECIAL POINTS OF INTEREST

- DBE Spotlight
- January MDOT Bid Letting Highlighted Projects

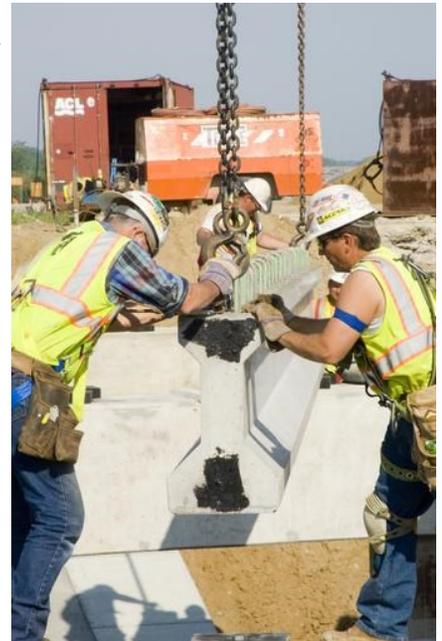
### DBE Spotlight: Sanches Construction

In this edition, we highlight Sanches Construction, a Lansing-based company that specializes in slip forming concrete barrier walls, along with the placement of concrete curbs, pavements, and bridge railings. We were fortunate enough to get some insight from owner Deborah Edgecomb on how she manages her business and built the success she enjoys today.

Edgecomb gained experience in the business when she had the unique opportunity to work with her father and founder of the company, Russ Sanches, along with several other longtime employees. Earlier in her Sanches Construction career, she attended Lansing Community College (LCC), where she learned even more about field operations, financial operations, and government regulatory requirements. At LCC, she had a great mentor and strong relationships with insurance agents and loan officers, in addition to making other productive connections with other contractors and suppliers. Despite a few discouraging times and periods of disappointment, Edgecomb believes these were learning opportunities and always looked for something good to take from the bad.

While most recognize the challenges of being a woman in a business made up of mostly men, Edgecomb says some of these challenges stem from a woman's nurturing personality, which some think tends to slow down decision-making at times. "Women may become more emotionally involved in their business, whereas men tend to look at the bottom line first. These character traits and differences in gender have certainly had an effect on how Sanches Construction has functioned over the years, but they have in no way been a recipe for disaster for me or the company."

Edgecomb adds that it is important to her company that she uses the advice she has received throughout the years and that she doesn't "confuse activity with progress." This has helped her firm's focal point remain on results while taking a goal-oriented approach that compliments her nurturing personality.



#### MDOT MISSION STATEMENT:

*Providing the highest quality integrated transportation services for economic benefit and improved quality of life.*



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In business for 36 years, Sanches Construction operates with 15-25 employees through a customer base primarily involved with MDOT. Edgecomb says that Sanches Construction stands out from competitors because it's a small, family-oriented business. "Our company's very low turnover rate helps us retain employees, which makes for a very efficient team. It's that team atmosphere that has made Sanches Construction so successful, and that's something we pride ourselves in." As a firm that has been very easy to work with, MDOT values their efforts in the industry.

### Friday, Jan. 9, MDOT Letting:

#### Just a few of the projects scheduled for this bid letting:

- 39022-110524 - Kalamazoo County - 6%
- 11413-120953 - Berrien County - 5%
- 63459-125084 - Oakland County - 7%
- 23439-126194 - Eaton County - 4%
- 77023-80912 - St. Clair County - 7%
- 44609-120528 - Lapeer County - 6%
- 37555-89712 - Isabella County - 3%
- 33013-118678 - Ingham County - 4%

### Small Business Program Projects:

- 53555-119751 - Mason County

### Looking for Newsletter Ideas...

We are currently open to article ideas for our future DBE Newsletters. If you have a topic in mind that would be of interest to our DBE members, please let us know! Contact Jeff Martin with article ideas at [martinj23@michigan.gov](mailto:martinj23@michigan.gov) or 517-335-9493.

### FTA Contracting

**Bus transit and planning agencies post bid opportunities at:**  
**[www.michigan.gov/mucp](http://www.michigan.gov/mucp)**  
 Notices are posted as needed, so check often!

**If you have any questions regarding the M-1 RAIL Project, contact:**

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To view all projects on the January letting schedule:

**DBE Website: [www.michigan.gov/mdotdbe](http://www.michigan.gov/mdotdbe)**

To find construction project work classification details, go to [www.michigan.gov/mdotdbe](http://www.michigan.gov/mdotdbe)

- **Select** Letting (from drop-down menu)
- **Select** Letting Date
- **Click** "Go"
- **To identify potential prime contractors, check the Eligible Bidders list before submitting a bid.**

**Direct questions to: 866-DBE-1264(Lansing)**