

Exclusive Interview with VKM Contracting



- 1. Tell us about VKM Contracting and VKM Solutions origin and how do they interface with one another?**

VKM Contracting is a heavy construction, concrete, and environmental stormwater management contractor, usually bidding as a prime. VKM Solutions is our construction management consulting and computer app development division.

- 2. What geographic market areas do you cover?**

Baltimore, Washington, and Northern Virginia.

- 3. As a minority owned trade what are some of the obstacles that you encounter when pursuing new work? And are there any rewards in being classified as such?**

VKM normally bids as a prime contractor. 2020 was very competitive. In prior years, we'd win one project for every ten we bids we submitted. In 2020, it was one in twenty. In 2021, we expect to bid more subcontracting work. We hope there will be some rewards in being an MBE bidding as a sub. There seemed to be little bidding as a general.

- 4. How do you deal with rejection in not winning a new opportunity?**

We don't get discouraged-just move to the next opportunity. Our "chief of positive-thinking" is our Vice-President, McKinley "Mack" Saucier.

- 5. What kind of new opportunities will you seek in 2021 and the differences between contracting with government concerns and private entities, like estimating, bidding, project management, invoicing, and payments?**

VKM plans to seek more opportunities as a subcontractor working with larger general contractors. We are also attempting to win classification as an 8(a) certified contractor and a HubZone contractor, since we just bought a building and yard in a certified Federal HubZone in District Heights Maryland. VKM has not done much work in the private sector, but plans to pursue more opportunities with private entities in 2021. As with our government work, we plan to offer "outstanding work at a price the customer can afford."

- 6. What are your businesses strongest assets?**

We know it's become a cliché, but VKM's best assets are its people. Blane Saucier, as president sees "the big picture", Robin L. "Rob" Saucier is our best engineer and understands machinery and how best to deploy it, McKinley "Mack" Saucier is our concrete and specialty trades go-to guy and all around "positive-thinker" who keeps us going when times get tough, and Donnie "Don" Saucier knows consulting and is a backup to everybody. VKM couldn't do what it does without this team!

