

Exclusive Interview with Clark Construction's Kelvin Caple

1. Please tell us how you prepared for your current role with Clark Construction Group?

Throughout my career at Clark, I've worked closely with various project teams to manage and monitor the small business compliance for some of Clark's largest and more high-profile projects. Many of these projects exceed a billion dollars in overall contract value. In addition, to providing oversight over projects' small business compliance, I've also helped support Clark's Strategic Partnership Program classes in Bethesda, MD.

After Clark was awarded the Kansas City International Airport New Terminal project, I took lead and oversaw the MBE/WBE compliance for the project. I have also provided oversight of Clark's Kansas City-Based Strategic Partnership Program, which has graduated 102 business leaders and owners to-date. Twenty of those graduating firms have gone on to successfully compete for work on the New Terminal and hold contracts of \$80 million in aggregate. I am now working with Clark's dedicated Baltimore, Maryland, team to bring the Strategic Partnership Program to the Baltimore subcontractor community.

2. What are your key responsibilities with Clark Construction Group?

As M/WBE Program Manager, I serve as a liaison with project leadership and community stakeholders to ensure that MBE, WBE and LBE contract obligations are met. I am responsible for both monitoring subcontractor requirements and cultivating relationships with the subcontracting community and community stakeholders. I am currently deploying these same efforts in the Baltimore community and spearheading the start of Clark's Baltimore Strategic Partnership Program (SPP). In addition, I will continue to oversee Clark's Kansas City Strategic Partnership Program. These programs focus on the development and growth of small subcontractors.

3. What sets Clark Construction Group apart from all the other major builders in the country?

Clark Construction strives to not only be a great builder, by helping its clients deliver important assets that serve our communities, but also a respectful and active community partner. The entire Clark team looks at each project built as an opportunity to strengthen and support the small business community through subcontracting opportunities, in addition to enhancing the communities that we live and work in. This year, Clark is reaffirming its commitment to inclusive growth on its jobsites through the SDBE15 initiative. This new program is designed to foster greater participation by small and disadvantaged businesses on our construction sites nationwide. Through this program, Clark has committed to achieve a minimum of 15% percent small or disadvantaged business participation on all projects – even those that don't otherwise have prescribed small business requirements.

Our utilization of certified small business subcontractors isn't just a necessity when it's an owner-driven requirement; it is intentional and deliberate on every project. The SDBE15 initiative is a part of our holistic approach to developing and mentoring small businesses, and

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complements the company's established Strategic Partnership Program, which is now entering its 15th year and is offered in eight markets across the country, including Baltimore and Washington, DC.

4. Tell us about your Strategic Partnership Program?

The Baltimore Strategic Partnership Program is an MBA-style executive development program designed to build the capacity, confidence, and capabilities of small businesses. This program started at Clark's headquarter in Bethesda, MD, in 2006. Since its inception, Clark has expanded the program to eight markets across the country. More than 1,250 small, veteran-, minority- and women-owned business owners and leaders have completed the program nationwide. My team and I are excited about the opportunity to bring this life-changing program to the Baltimore small business community.

The 10-month course teaches a variety of **business and construction management** skills to owners and key leadership. The program is offered at no cost to participants and is led by a combination of Clark's building professionals and outside industry experts. Classes meet once per week for three hours. Those interested in the program can go to www.clarkconstruction.com/spp and apply.

5. How does one get registered and notified of new project opportunities coming out of Clark Construction Group?

The very first step that a firm needs to take to work with Clark and receive bid notices is to complete our Subcontractor Qualification Application or SQA. This form can be found at www.clarkextranet.com/subform.

Once this application is complete, Clark's estimating and preconstruction services teams can regionally identify firms based on the trade/scopes of work they perform and use that information to send out invitations to bid.