

CONSTRUCTION SUPPLY FIRM'S OWNERS HAVE EXPERTISE, EXPERIENCE IN FIELD

When the founders of Construction & Maintenance Materials (CMM) decided to open their company in late 2000, they knew they had the expertise in their chosen field. Between them, Don Katchish, Jeff Sain, Eric Berg and Debbie Fuqua had over four decades of experience in the construction supply trade.

They were confident they had the knowledge and had made the contacts in the construction field during their careers. But when it came to creating a business plan and other business related assistance they turned to the Roanoke Regional Small Business Development Center (RRSBDC).

Fuqua, who is the president of the company and handles the management and accounting related duties, signed up for the 15-week NxLevel for Entrepreneurs Class offered through the RRSBDC.

"I would not have completed this business plan without the formalized class," explained Fuqua. "I was proud as I can be to be able to say I've done this. It has helped to determine long-term and short-term goals to put it in writing what new goals we want to set so we know this is what we want to do together."

She continued, "With four owners we really need that type of plan so we know what we want to do in the next 12 months."

All four partners have different areas of expertise. Katchish works with the purchasing department and managing the store. His background is in purchasing and sales and he also fills in as a part-time janitor at the business.

Sain heads up the sales department and Berg operates the



Debra Fuqua (left), President of Construction & Maintenance Materials, is a graduate of the 15-week NxLevel class offered by the RRSBDC.

warehouse and is in charge of making sure deliveries are made correctly and inventory is in stock to take care of the customer's needs.

CMS prides itself on being able to locate and deliver specialty items used in concrete construction. Fuqua explained, "They can call us and we'll hunt it down for them. If we can get a lead or they know a name we can hunt it down sometimes on the Internet. We have a lot of contacts with the vendors we work with and we deal with probably 200 vendors. Jeff and Don will go out too the job site if they need to help them decide exactly what they might need."

CMM delivers construction concrete items within a 100-mile radius of Roanoke. Their four delivery trucks and three drivers deliver concrete materials to Martinsville, Lynchburg and Princeton, W.Va. They also do quite a bit of work on the Virginia Tech campus in Blacksburg and other regional schools.

The construction supply company's location is also beneficial in their quest to better serve their customers. The company's warehouses are located off of I-581

in Downtown Roanoke. The location offers easy access to the Interstate and other major thoroughfares as well as being visible from the downtown area.

CMM has been able to utilize the services of the Small Business Development Center during their years of operation. RRSBDC Executive Director Roy Baldwin and Director Will Andrews have both been both on and off-site business counselors, according to Fuqua. The RRSBDC also helped the company with their grand opening and open house with over 200 participants.

For more information on CMM and the services it offers, contact Construction & Maintenance Materials, 1131 Fourth Street, Roanoke, VA 24013, or call (540) 982-7099. The toll free number is 1-888-275-0101, or visit the web site at www.cmmaterials.com

For more information on the Roanoke Regional Small Business Development Center and the services and training offered for small businesses, contact the RRSBDC at (540) 983-0717, email sbdc@roanokechamber.org, or visit the web site at www.rrsbdc.org