

## Client Success: Atlantic Contracting Company

Atlantic Contracting Company, Inc. (ACCI) is a women-owned Roadway/Heavy Highway General Contractor, established in September of 2005. Although the company is based in Greensboro, NC, its operations span throughout central North Carolina. ACCI's officers include Owner / President Niveen Kattan, and Vice-President, Emad Kattan. Assisting them in the day to day operation is Senior Estimator Hani Kattan. All three recently graduated from the 2008 DBE



Executive Management Program, which is a partnership with the Minority Executive Education Institute (MEEI), the North Carolina Department of Transportation, and the UNC Kenan-Flagler Business School. ACCI has a total of eighteen employees.

ACCI specializes in concrete construction; concrete services include curb and gutter, islands, wheelchair ramps, sidewalks, and driveways, adjustments of structures (manholes, water/meter valve boxes, drop inlets), retrofitting existing wheelchair ramps and building masonry drainage structures.

*Thanks to the SBTDC and the help of various government-funded business development programs sponsored by the NCDOT, SBA, City of Greensboro, etc. and a lot of hard work and determination for success, ACCI evolved into a young aggressive firm. To ensure business growth they purchased a PowerCurber 5700C Curb Machine.*

Ms Kattan says she "is very thankful for the assistance, guidance and encouragement ACCI has received from the NC Small Business and Technology Development Center (SBTDC) and its Procurement Technical Assistance Center (PTAC)" Most recently PTAC assistance was instrumental in helping them complete their applications for the 8(a) Business Development and Small Disadvantaged Business Program sponsored by the SBA. Ms Kattan highly recommends PTAC to businesses who want to diversify and grow their business by selling their products or services to the government.

Acquisition of the right equipment has helped them earn \$1.1M in revenue in year 2007 of which \$994,531 of work was performed on major government contracts. So far for year 2008 ACCI has already amassed \$824,000 in total government contracts.

In addition to becoming a Licensed North Carolina General Contractor-Highway Classification in September 2007, ACCI holds women owned business certifications with the NC Department of Transportation (WBE), NC Department of Administration (HUB), and the cities of Charlotte, Greensboro, Winston –Salem and Raleigh.

### **ACCI contact Information:**

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## Small Business Training on Government Contracting

Washington D.C.'s U.S. Small Business Administration office released it's latest free online training "Business Opportunities: a Guide to Winning Federal Contracts" on their web site: [www.sba.gov/training](http://www.sba.gov/training). It is a self-paced, easy to follow course