

Minority- and Women-Owned Business Enterprise SPOTLIGHT

Proudly Featuring
Polk & Associates, LLC

Winter 2017



Reggie Polk

Company at a Glance

Owner	Reggie Polk
CEO/President	Reggie Polk
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Mission Statement

Our mission is to cultivate relationships within the construction industry that will allow our firm to be a valued asset for our customers and our subcontractors.

Vision Statement

Polk & Associates, LLC will strive to be the leading Construction Firm by offering Quality Products, Exceptional Service for our Customers, and a Fulfilling Environment for our Team Members.

Messer Regions Willing to Work

- + Southeast Regions

MBE/WBE/DBE/SBE Certifications

- + SBA 8(a) Certified (SBE)
- + Metro Nashville Airport Authority (MBE)
- + Governor's Office of Business Enterprise (MBE)

Type of Work Performed

- + General Contracting, Framing, Drywall, Painting, Acoustical Ceilings

POLK & ASSOCIATES CONSTRUCTION

A Brief History

Polk & Associates, LLC (P&A) is a leading provider of construction and design-build services in the Middle Tennessee market. The company's overall strategy is based on a continuing improvement process of setting objectives, measuring results, and providing feedback to facilitate further growth and progress. As our company grows, we will pursue other opportunities across the U.S.

Currently, P&A provides its services to clients in the area of commercial/residential construction and design-build. The company's architectural partner designs specialized construction drawings that outline the schedule, work sequence and materials needed for building and renovation construction projects. Owners, developers and general contractors (GC) benefit from substantial savings in labor and material costs by using P&A's customized performance methods. P&A's methods offer complete adaptability at cost-effective prices through tiered pricing. Our strategy incentivises businesses to utilize three or more of our services for each project, in which they receive a 3% savings. This strategy creates a "win-win" scenario for both the GC and P&A. We are able to accelerate the schedule and provide cost savings towards the bottom line.

Finally, P&A is entering the Federal Market, where it plans to perform Commercial and Institutional Construction Services under NAICS 236220. Reggie Polk, 100% owner of Polk & Associates, holds his General Contractor's license in the state of Tennessee, and has over a decade of experience in the construction market. P&A plans to enter the Federal Market utilizing two strategies simultaneously. The first of these strategies is to pursue Simplified Acquisition Procedure (SAP) opportunities. These opportunities are within the size of projects that P&A can manage as a Prime Contractor initially. Second, P&A will utilize Prime/Sub and Small Business Joint venture relationships with industry partners who have established themselves as Responsible and Responsive Federal Contractors. P&A plans to utilize these relationships to pursue larger opportunities that it may not be able to perform alone, or opportunities that will allow P&A to obtain substantial past performance.



BNA MRO Hanger 1
Nashville, Tennessee



BNA MRO Hanger 1
Nashville, Tennessee

Messer Work

- + BNA MRO Hanger 1
- + Nashville Office Renovation

Contracts & Customers

- + Messer Construction Co.
- + Baron Construction
- + Beazer Homes
- + Carter - Douglas Construction
- + Hernandez Consulting, Dowdle Group
- + HGTV
- + HTC Construction
- + James Hunt Construction
- + K-Barr Group
- + Kerry G. Campbell Inc.
- + McClain Contracting
- + MDC Group
- + Metro Nashville Airport Authority
- + Ryzec Group
- + Summit Constructors
- + W.G. Yates Construction

Why was this company selected for the M/WBE Spotlight?

“My first engagement with Polk & Associates was on the BNA/MRO Hangar Development project. The scope was to construct the interior demising wall between the Hangar Bay and the shop/office suites and the fit out of the shop and offices in a 90,000sf Maintenance, Repair and Operations Hangar for the Metropolitan Nashville Airport Authority. The project schedule required aggressive deliver and installation of their work. What struck me about Reggie was his authentic care for the project outcomes and building a long-term relationship with Messer. He demonstrated his commitment to the project by his responsiveness, attention to details, use of our Lean processes to plan his work, and genuine care for his people.

The project was a success, and we look forward to a continued business partnership with Polk & Associates.”

Chris Steigerwald, Senior Project Executive – Nashville Region

How has Messer impacted the company's growth and development?

“Messer Construction Co. has proven to be a company who firmly stands behind their core values and vision. They truly want for the project to be a success for the subcontractors as well as for themselves. Upon my initial meeting with Messer, I expressed my desire to build a relationship with a company that would far exceed just a single project. They asked me what my goals were and how they could help me achieve them. I am extremely thankful for the leadership offered by Chris Steigerwald and his team. They have gone above and beyond in efforts to help our firm reach its full potential. Messer exemplifies a successful business model that is worth imitating. I want to express my deepest thanks for opportunities we have been granted, and we look forward to our continued growth with Messer.”

Reggie Polk, CEO/President – Polk & Associates LLC

For more information, contact our Economic Inclusion Department at economicinclusion@messer.com. We believe sustainable change requires strategic relationships and a commitment of resources and capital. Messer's objective is to grow the resources and capacity of the Minority-Owned Business Enterprises (MBEs) and Women-Owned Business Enterprises (WBEs) within our communities.


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