

Fourth Anniversary Edition



# Celebrates Black Excellence Everyday

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# ENTERPRISING ENTREPRENEURS

## Landing a \$2.1B construction deal was built on ‘relationships, trust and integrity’

By Paula Anderson

Reggie Polk, a graduate of Middle Tennessee State University ('03), played football while pursuing his undergraduate degree and majored in concrete industry management with a minor in business administration. His true ‘calling’ turned into a business enterprise.

“I thought about becoming a business owner, but I did not know how the plan would work out,” said Reggie Polk.

Being newly married, his wife, Tanora Polk, did not want to relocate to another city.

“I didn’t want to uproot because he had offers in Florida, Nebraska and Detroit,” said Tanora Polk.



Reggie Polk and Tanora Polk/Courtesy Photo

As a result, Reggie Polk started his career as a project manager and real estate agent for Fox Ridge Homes (now called Ryan Homes) in 2003 after graduating from college.

In this role, he developed his construction, real estate and sales experience until he and Tanora Polk decided to open up a business.

The idea of Polk and Associates developed in 2011 at dinner when the couple drew the logo on a napkin, stated Reggie Polk.

Polk represents the family name and Associates are the eight children that the couple share together.

In 2015, Reggie Polk started with commercial construction opportunities at the Metro Nashville Airport Authority and this led to other opportunities.

“My first big break at the airport was the construction of the D&E Relocation project with Baron Construction. Polk was awarded the framing and drywall subcontract, which opened the door for more work at the airport.

“I started when I worked with a developer to build homes and we would share the profits,” said Reggie Polk.

Reggie Polk credits his success to the resources he has received at various business development agencies such as the Rutherford County Chamber of Commerce and Nashville Business Incubator Center (NBIC).

“I was able to receive access to an office, internet and business support while developing my business,” said Reggie Polk.

In addition to NBIC, Polk completed the Turner School of Construction, Skanska Building Block Program, & the JE Dunn Minority Contractor Development Program. These companies provide professional development

on construction projects. As the company developed, it focused on a 'niche' providing framing and drywall services in the construction industry.

"We focused on framing and drywall which provided us a great point of entry into the commercial market," said Tanora Polk. "This allowed the company to brand itself as an expert."

As a leader in the Nashville business community, Reggie Polk was honored as the Black Business of the Year from the Nashville Black Chamber of Commerce in 2023.

The couple's latest project is the \$2.1B Tennessee Titans stadium. A joint venture with Turner Construction (New York); AECOM Hunt (Indianapolis) Polk and Associates (Brentwood, Tenn) and ICF Builders & Consultants (Nashville, Tenn), [according to the Tennessee Titans website](#).

According to an article in [Construction Dive](#), 'the 1.8 million-square-foot facility will feature a circular translucent roof, multiple exterior porches with views of the Nashville skyline, improved game sightlines for all 62,000 seats and a 12,000-square-foot community event space to be used throughout the year.'



Reggie Polk/Photo Credit/Writing by Design Media, Inc.

Building a business is no easy feat and Reggie Polk said his wife is the 'glue that holds everything together.' She handles the office management, company compliance, and human resource side of the business along with maintaining accounting systems.

"Our focus is to enrich the lives of our employees, trade-partners, and construction colleagues as we continue to provide our construction services throughout the southeast and midwest. We build on trust and integrity, and these principles have allowed us to scale our company and create sustainable growth. As a trusted construction partner for owners, architects, and our trade partners, we focus on building strong relationships that promote lasting business opportunities.

As we continue to scale our company, we are focused on building a team of construction professionals who are passionate about providing excellent service to our clients, maintaining our company culture, and enriching the lives of our team members and those in our community. We **BUILD** on **TRUST** and **INTEGRITY**.

To learn more about Polk & Associates Construction Inc., visit [www.polkconstructiontn.com](http://www.polkconstructiontn.com).

## Black-owned construction company lands contract with Ford BlueOval City

By Paula Anderson

Second generation small business owners learned the value of hard work and perseverance from their father - Willie Richards. His experiences and life lessons in the construction industry prepared his twins for success.

Terrell Richards and Wiley Richards are the co-owners of W&T Contracting Corporation. According to the website, W&T Contracting Corporation offers professional construction services, which includes sanctuary sewer evaluation systems, excavation, road building and rural access, rehabilitation, and field services.

Terrell Richards and Wiley Richards credit their father for the work ethic they learned to become successful business owners.