



Alabama Small Business Person of the Year Award 2009

**Barbara McClain, President, McClain Contracting, Inc.
Andalusia, Alabama**

In Recognition of Outstanding Achievement by the U.S. Small Business Administration

Perseverance pays for Barbara McClain, President of McClain Contracting, Inc. McClain incorporated the business in 1990, selling all terrain vehicles and watercraft. Barbara wanted more for the business. In 1997, McClain obtained their general contractors license. After receiving the contractor's license, the company evolved into a multi-functional construction company including general building construction, bridge construction and repair, storm drains, pipe culverts, site work and many other construction related types of work.

McClain received some work with the State of Alabama doing bridge work. In 2005, Barbara knew how hard it was to find good employees to work, so instead of laying off employees, she went to the bank to borrow money to keep from losing valuable employees.

The company has grown from 5 full-time employees in 1990 to 23 full-time employees in 2008 with a direct payroll of over \$1,000,000. Barbara believes that the company's strength lies in their personnel and she believes in rewarding good people. McClain now offers medical insurance and a simplified employee pension plan which began in 2007, which is not common for a company of this size.



After months of hard work, McClain received 8(a) and Hubzone certification from the Small Business Administration in 2005. Since that time, McClain Contracting has been awarded 15

contracts with several federal agencies including Keesler Air Force Base, the Veterans Administration, the Naval Construction Battalion Center in Gulfport, the Army Corps of Engineers, and the General Services Administration.

Since receiving the certifications, the company has grown from annual sales of less than \$900,000 to over \$12,000,000 for year ending August 2008. McClain recognized the SBA staff in the Birmingham for their immense help along the way.

Ms. McClain, along with the nation's leading entrepreneurs from around the country participated in the U.S. Small Business Administration's National Small Business Week celebration. The event, which featured over 100 small business owners, was held in Washington May 17-23, 2009. Each year the SBA awards outstanding small businesses for their contributions to the economy in areas of service, leadership, and excellence

While in Washington, Ms. McClain testified before the House Committee on Small Business. You can watch this segment "Heroes of Small Business" on You Tube:
<http://www.youtube.com/watch?v=HEbRkVPVsj>

McClain contracting was nominated for the SBA award by the SBDC at Troy University where she received on-going technical assistance. Please visit: www.mcclaincontracting.com

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The Alabama Small Business Development Consortium (ASBDC) provides management and technical assistance to help entrepreneurs start new businesses or expand existing small businesses. Its services include confidential, one-on-one counseling, workshops & seminars, training programs, and specialty programs to assist with government contracting and international trade.

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