

Small Business Success

It runs in the Family

Background: Sisters Dana Walter and Jennifer Morrison, along with their business partner, Derek Anderson, are the owners and operators of women-owned small business Benchmark Coatings located in Clackamas, Oregon. Benchmark Coatings opened their doors in 2006, but no strangers to the industry—Dana and Jennifer's father is a painting contractor as was their grandfather.

Benchmark Coatings scope of work has grown substantially in the past year from applying the intumescent on the plaza level columns to tenant space painting on floors five through nine, perimeter soffit painting on the plaza level and 2nd floor, painting of the plaza level core and shell, and ending with the painting of the parking garages. They anticipate being one of the last subcontractors on the job as they complete the garage.

How the Edith Green-Wendell Wyatt Project Helped:

Although Benchmark Coatings did not rehire any laid off employees due to being awarded the work at EGWW, the timing of the project was perfect because Benchmark Coatings was just completing a large project and EGWW enabled them to keep their crew working continuously. Benchmark Coatings hired one new employee, an apprentice for this job when their existing female apprentice journeyed out at the beginning of their work at EGWW. Benchmark Coatings identified a new intumescent supplier, Albi Manufacturing, who they will use again on future jobs.

Benchmark Coatings also discovered a new product when they began applying the intumescent to the columns. They had applied the primer coat prior to the intumescent application that gave the columns a rusted look. The project team really liked this look and asked them to find a product that could mimic the rusted look without compromising the required two-hour fire rating. They were introduced to a faux product with a rusted iron metallic finish. In the end, the decision was made to keep the originally specified latex paint as the top coat over the intumescent, but Benchmark Coatings has new product knowledge and multiple mock-ups including a fancy waste can in their shop to show as an example.



Dana Walter, Jennifer Morrison, Derek Anderson at Clackamas, OR office of Benchmark Coatings.

Dana, Jennifer and Derek agree that the work flow and the attitude on the job have been very good and that the payment terms have been "unbelievably fast" which is critical for small businesses managing cash flow.

FAST FACTS

Project: Renovate GSA's Edith Green-Wendell Wyatt federal building creating a high performance green building consistent with the American Recovery and Reinvestment Act (ARRA) intention.

Location: Portland, Oregon

Impacts: Opportunity for local small businesses, workers, families, commuters, and students.

Contract Value: \$283,589

Company: Benchmark Coatings – painting and coating

subcontractor

Partners: Howard S. Wright, SERA Architects