

Small Business Success

Painting a Brighter Future

Background: Diverse Works, an Oregon **emerging small business**, offers a full range of painting and coatings services for commercial, architectural, and light industrial projects. Before starting Diverse Works in 2004, Alan Oates was a union painter and Rebecca was a Spanish and English as a second language teacher.

Diverse Works is a subcontractor on the Edith Green Wendell Wyatt Federal Building Modernization project to Alliance Industrial Group. Diverse Works scope is to do the touch up painting on the steel on the west façade and the solar canopy frame. Their scope has grown as Diverse Works was awarded tenant improvement painting for floors 11 -17 and awarded painting the elevator doors.

How the Edith Green-Wendell Wyatt Project Helped: Diverse Works has been able to bring back 2 employees for the EGWW project and they are still employed. In addition, Diverse Works hired a new female employee with experience installing wall talker dry erase boards and will help Diverse Works expand their scope capabilities.

Diverse Works purchased a new safety system at a cost of \$1500 for performing the high work at EGWW that they will be able to use on future jobs. The safety system includes static lines, ropes, fasteners and blocks that all fit in a backpack. The purchase of this safety system will make Diverse Works more competitive on the next bid that includes high work. A bid opportunity with high work has not come up yet, but Alan is watching the Life Sciences building that JE Dunn is building in the Portland south waterfront neighborhood as a next potential opportunity.

The Results: Although Diverse Works did not use any new vendors on the EGWW project they have been able to expand their business relationship and credit with existing vendors. Diverse Works has developed new means and methods to do their work with the use of the static lines in the safety system they purchased and they will be able to reuse these new means and methods on future projects.

The project has gone smoothly for Diverse Works. Lessons learned on the project include increased appreciation for the focus on project safety.



GSA's modernization project has increased Diverse Works safety skills

Alan and Rebecca also gained understanding of working on a project with a Project Labor Agreement including the additional paperwork that needs to be managed. They both look forward to their next EGWW opportunity to be part of the tenant improvement painting team.

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: \$259,193

Company: Diverse Works Painting and Coatings, a full range painting and coatings for commercial projects.

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