

THE MAGAZINE FOR LEADING CONSTRUCTION EXECUTIVES

USBuildersReview

Putting 100 Years of
Experience to Work

**Eckhardt &
Johnson Inc.**

Providing Critical
Flooring Solutions
to the Biggest and
Brightest

**Hi Tech Data
Floors Inc.**

Exceptional Work Is
Business as Usual

**Gephart
Electric**



Choctaw Casino & Resort - Photo Courtesy of Gephart Electric, Darius Kuzmickas

www.usbuildersreview.com

Kevcon Inc.

Building with Diligence and Dedication

Produced by Victor Martins & Written by Camila Osorno

Kevin Kutina founded Kevcon Inc. in 1988 while proudly serving in the United States Marine Corps. It was in the Corps that he strengthened the team-building skills that have made Kevcon such a success. It is also through his association with the U.S. Armed Forces that Kevcon has established much of its identity and found the sectors in which it does the majority of its work.

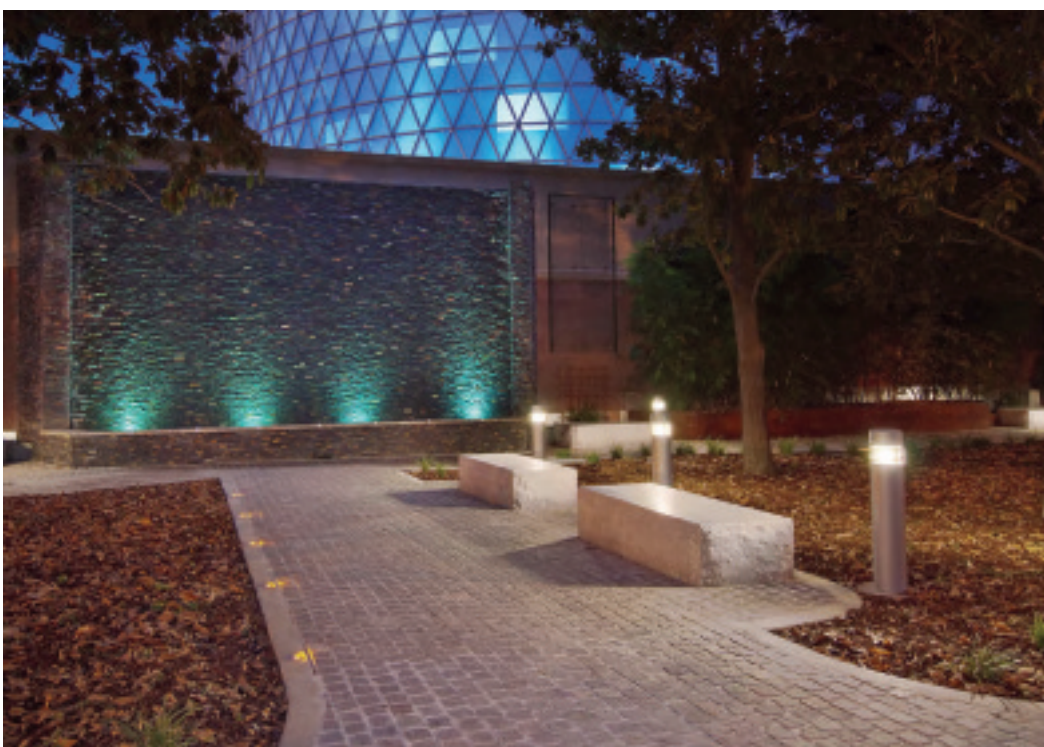
As a member of the Association of General Contractors (AGC), the Society of American Military Engineers (SAME), and through involvement with the National Veteran Owned Business Association (NaVOBA) and Elite DVBE, Kevcon has become one of the fastest growing Service Disabled Veteran Owned Small Business (SDVOSB) general contracting firms working in the public sector. As Kutina explains, “Specifically, we only do government contracting for federal, state and municipalities clients, and primarily at different Veteran Affairs facilities throughout the country.”

The company is based out of Escondido, Calif., just north of San Diego, but successfully executes projects throughout Washington, Oregon, California, Nevada, Arizona, Hawaii, Texas and Florida. As a general contracting firm, Kevcon professionally, efficiently and expediently completes a wide variety of government projects from new buildings, historical restorations, tenant improvements, infrastructure upgrades and specialty projects such as large national cemeteries. Kevcon can support the design-build delivery method, and provide turnkey services through a network of well-qualified and specialized subcontractors. The firm has completed many projects in the health care, civic, cemeteries, mechanical and renovations sectors. At Kevcon, the attitude is not to dream about success, but rather to achieve it with hard work.


The Veteran Advantage

Kutina understands the immediate competitive advantage Kevcon can present by having the relevant expertise, a capable and robust staff, and a strong surety backing needed to be a premiere SDVOSB general contractor. And when it comes to the ability to collaborate and concentrate on attention to details, Kutina draws on his own personal experience and the experience of those who have had similar backgrounds in government-associated positions of service. “I served in the Marine Corps for 25 years and retired a Colonel,” says Kutina. “To me, it’s very important to maintain the identity of a veteran-owned business, and I am proud to have at least half of our employees as veterans as well.”

As a member of both NaVOBA and the Elite DVBE, Kevcon is



Proud Partner of KevCon, Inc.



Reconstruction of Casa de Establos, Old Town, Circa 1809

**Managing Risk and Negotiating Insurance
for the Building Industry**

Jeffrey Cavnagac, CPCU, ARM, RPLU, CRIS
James P. Schabarum II, CPCU, AFSB
Scott Bedingfield, CIC, AAI | Patrick Casinelli, REBC, RHU

Cavnagac & Associates
INSURANCE BROKERS

BANK OF AMERICA PLAZA | 450 B Street, Suite 1800, San Diego, CA 92101
619 234 6848 tel | www.cavnagac.com

committed to promoting veteran business enterprises. One in 14 Americans owns a business today, and out of that number one in seven veterans owns a business. Most federal, state and military projects set a required participation goal for veteran-owned businesses. Those requirements, or preferences, have allowed Kevcon to capitalize on its disciplined and professional business model and is well-positioned to successfully execute government projects safely, with the highest quality and ahead of schedule.

Indeed, as a general contracting firm with over 22 years of experience working for government clients, Kevcon has been a part of many projects recently that were funded by the American Recovery and Reinvestment Act. “We’re almost completed with the Open MRI building on the Seattle Veterans Affairs medical facility,” explains Kutina, discussing what is actually the largest project funded by the ARRA in the Northwest for the Veterans Individual Subscriber Network 20 (VISN 20). It is a \$5 million investment in the health care and medical services available to the area’s large veteran population and will replace the old, outdated facility. The project broke ground last year and is expected to open for service by fall 2011.

“We also just finished work at two large-scale veteran cemeteries – one just outside West Palm Beach, Fla., at Lake

Worth and the other in San Diego, Calif.,” says Kutina. The new Miramar National Cemetery in San Diego provides 313 acres dedicated to honoring deceased veterans well into the 21st century, as the closest veteran cemetery ran out of space in the late ’60s. Miramar National Cemetery is expected to accommodate an estimated 235,000 veterans.

Investing in Future Growth

Kevcon constantly exhibits how important it is to have an attitude of good old-fashioned teamwork on site, emphasizing ethics, excellence, mutual respect and a program known as Think*Act*Be SAFE to ensure employee health and improve the work environment. But there’s nothing old-fashioned about the means Kutina has enacted to enhance efficiency and sustainability efforts. “We use high-end proprietary software so that job sites can be managed from a computer or even a smart phone from anywhere in the world. We’re using a cloud computing model so that data can be accessed by any one of our managers no matter where they are. It’s really amazing technology, though it also gets expensive,” laughs Kutina.

The economic recession has left few businesses unscathed, and investing in technological infrastructure doesn’t come cheap, but Kutina asserts that Kevcon has been able to find success in the past few years. “We actually have grown over the past two years, but the recession has hurt everyone,” laments Kutina. “We have survived two previous slow periods since 1989, so we were prepared and specifically planned ahead for this. We made sure our cash flow and credit were up to par and we have also been able to pick people up that other firms had to let go of because of a lack of capital.

“It’s all part of our Management Action Plan, which we review every month to refocus our key indicators for success and growth,” continues Kutina. “We aren’t only concerned with profitability. We’re also concerned with managing and maintaining the quality of our employees to prepare for increased business and growth opportunities. Even though the construction market overall is very dog-eat-dog right now, there are indicators that things are slowly getting better and I expect this company to continue to grow over the next couple of years.”

With a team of skilled, dedicated employees instilled with the diligence and integrity befitting of a veteran business, Kevcon Inc. is sure to find growth opportunities in any economy as it establishes itself as an integral part of clients’ success. •