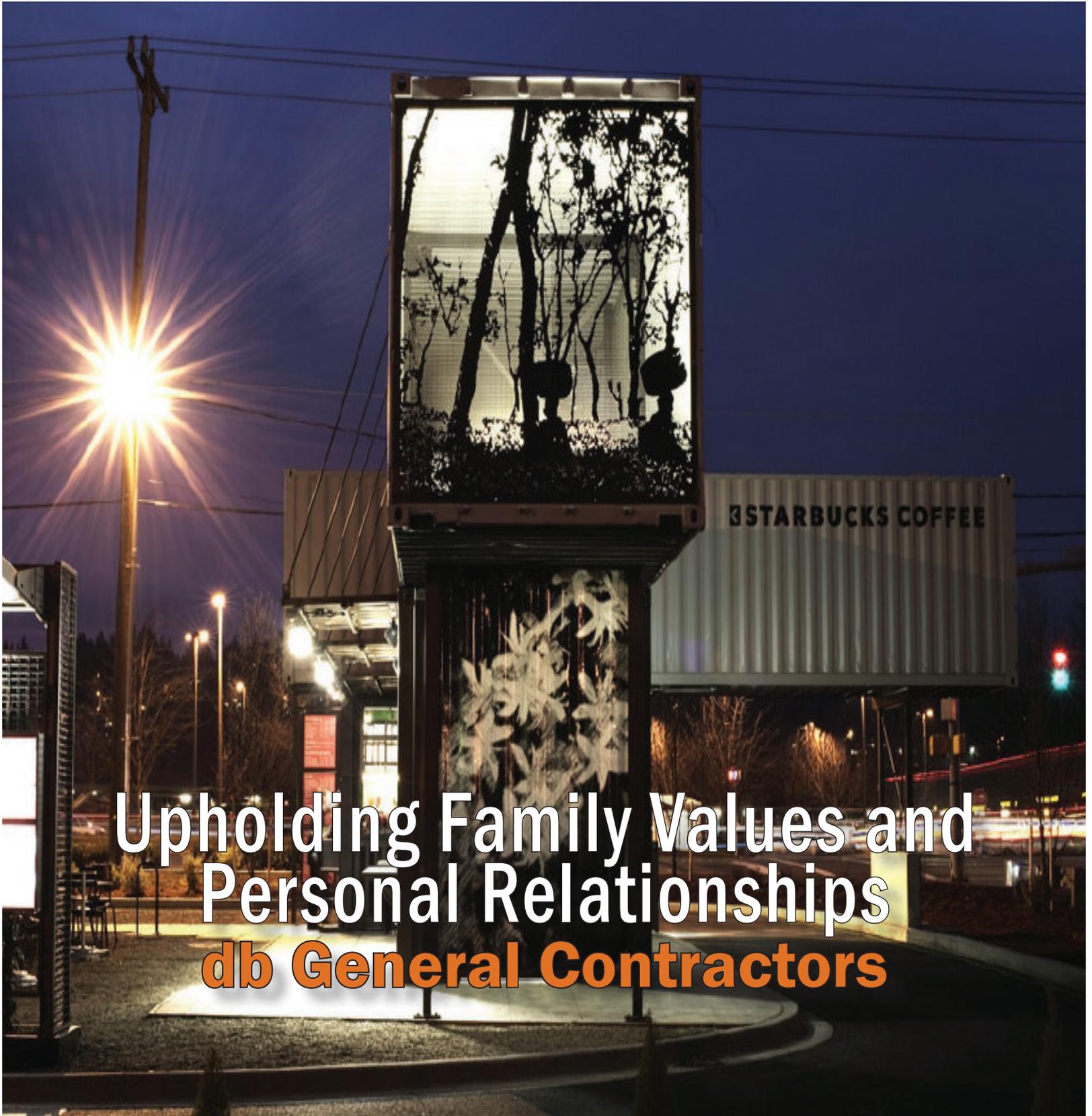


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US **Builders** Review



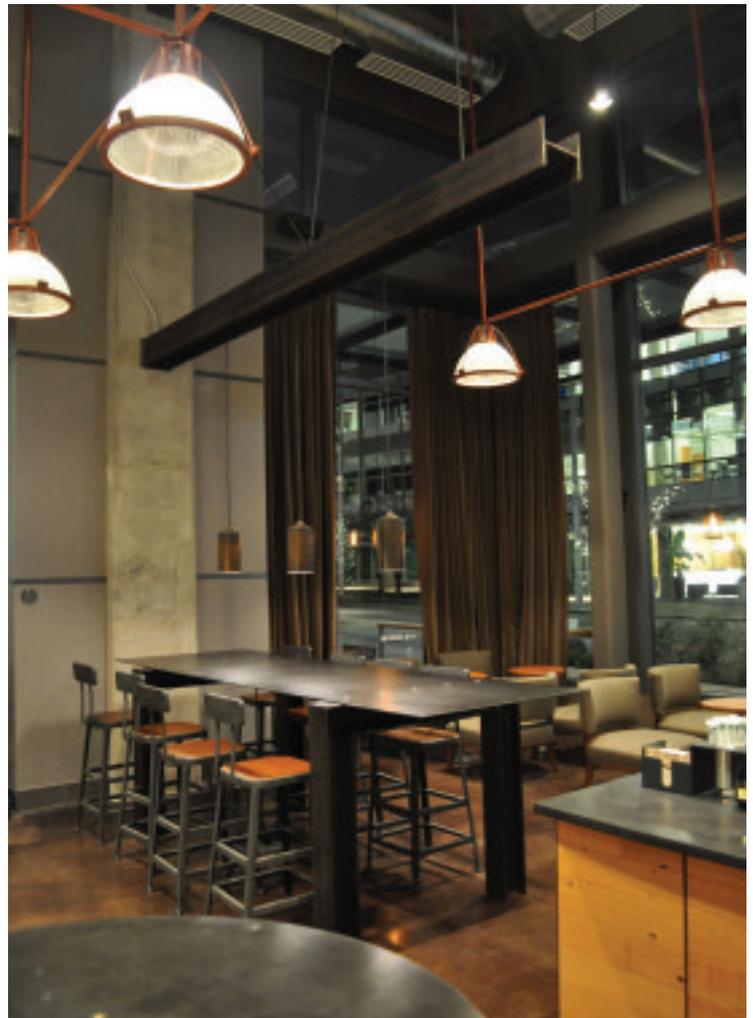
Upholding Family Values and
Personal Relationships
db General Contractors

db General Contractors Inc.

Upholding Family Values and Personal Relationships

Produced by Kyle Gahm & Written by Molly Shaw

Dewaine Bednarik founded db General Contractors Inc. (db General Contractors) around the ideal that a personal relationship makes for the best business, and continues to lead the company with that mindset today. “I started db General Contractors in 2006,” shares Dewaine. “We have always approached business with a high regard to relationships and family. Our focus on long-term relationship-based customers has stayed the same since the beginning.”



The Washington-based general contractor specializes in commercial, retail, financial and tenant improvement projects for some of the most well-known establishments in the industry, including Starbucks, McDonalds, Wells Fargo and Chase Bank. Based in Kent, Wash., db General Contractors has become one of the go-to organizations in the region. “Our market is much more competitive than it used to be,” explains Dewaine. “However, by focusing on quality, value and relationships we’ve been able to keep our employees busy through our long-term customer partnerships.”



Dewaine started db General Contractors seven years ago; what started out as a part-time residential construction summer job to pay his college tuition has now blossomed into a lifelong career. “I started my first company with two other partners in a similar business about 15 years ago,” he recalls. “In that time I learned a lot about the importance of relationships in business. After about eight years I decided to sell my shares and start up my own company.”

An Extended Family

Dewaine firmly believes that people and company culture can make or break a company. “Our employees are what truly make db General Contractors a trusted, well-established business,” he says. “The company has a team of 30 professional construction superintendents, foreman and carpenters; we have such great employees. I’m proud to work with each of them. I do my best to look out after each employee’s best interest. I also ask them to do the same for our customers.”

Even subcontractors are considered to be part of db General Contractor’s extended family. “Our company has built strong, long-term relationships with industry specialists, including architects, engineers and specialty subcontractors,” explains Dewaine. “The same family feel that we promote with our employees extends to our

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subcontractors and suppliers, as well. We try to minimize our customers' risks and turn over a high-quality project by using the same exclusive teams; we typically only pool from about two subcontractors from each trade. In some cases we have been using the same subcontractors for up to 15 years. We can guarantee our customers receive a first-class construction experience."

From employees to subcontractors and suppliers to the local community, db General Contractors cares about people. "We strongly believe in helping our community when we can," shares Dewaine. "We recently participated in a charity event called Rampathon. This event is put on by the Master Builders Association of King & Snohomish counties, an organization we're proud to be a part of."

As a participant in Rampathon, the company gathered on a Saturday to build two ramps for an elderly woman's home. "We were able to give her some freedom and allow her to once again enjoy her backyard," details Dewaine. "Helping others is important, because not only is it good for the community, but it's also good for our team."

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A Customer-first Philosophy

Dewaine emphasizes a customer-first approach in every aspect of the business. “I ask our employees to do what is best for the customer,” he says. “This comes before everything, sometimes including profit. I believe that, if we do a great job of taking care of them, they will in turn do their best to take care of us.”

This attitude has earned db General Contractors long-standing relationships with many industry giants. “We have solid, long-term partnerships with almost all of our customers,” explains Dewaine. “I have been working with Starbucks and Wells-Fargo for more than 15 years.”

As a trusted general contractor, the company often wins the bid to perform unique work. “We’ve been doing some major renovations for McDonalds, taking the old-style red roof off and extending the exterior walls up with new finishes,” reveals Dewaine. “We’ve changed the paint and stone work and added new awnings, also bringing the interior into a more modern day high-end restaurant feel.”

The company has also performed several LEED-certified projects for Starbucks. “We were recently published in an article in Architectural Digest for a ground-up Starbucks job,” says Dewaine. “We utilized reclaimed materials such as shipping containers and turned them into a drive-thru. The Starbucks Reclamation project also won the AIA Merit Award.”

Indeed, db General Contractors knows how to build smarter, whether it’s LEED-certified projects or tightening operations to respond to the economic downturn. “In



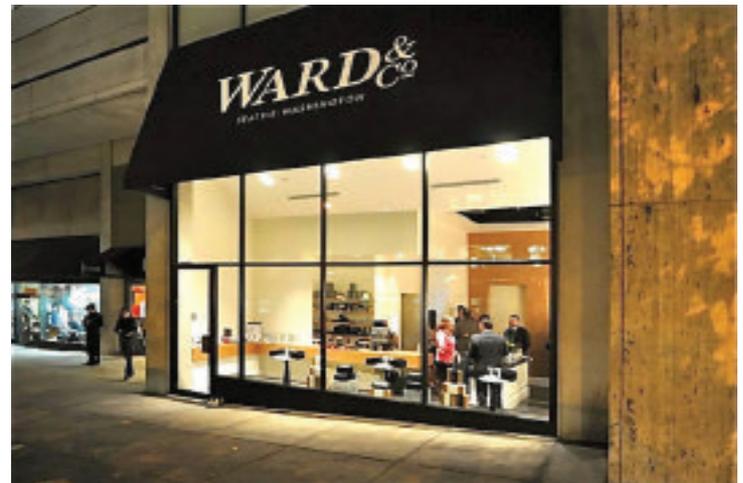
COMPANY AT A GLANCE

ESTABLISHED : 2006
PRESIDENT : DEWAINÉ BEDNARIK
EMPLOYEES : 30

<http://www.db-gc.com/>

recent years the competitive nature of the construction industry has been very difficult,” admits Dewaine. “We’ve had to look at how we can be more efficient and maximize our labor and run as lean as we can in terms of overhead.”

Despite some economic roadblocks, Dewaine sees growth and prosperity in the future for db General Contractors. “We’re in the process of moving the business into new markets to add diversity and opportunity,” he shares. “We’re also continually working on our team building and sending employees to educational courses.”



Dewaine admits expansion isn’t possible without a solid foundation of repeat business. “We have to retain our great customers and employees,” he says. “We’re always trying to figure out how we can do more for our customers. When I see our guys step up and take that initiative, it’s great because I know we’re truly working as a team.” The company continues to rely on a steady customer base, grounded in family values and personal relationships, which Dewaine believes will fuel growth and provide an enjoyable workplace for db General Contractors Inc.’s employees to call home.

For more information about db General Contractors Inc., please visit: www.db-gc.com. •



db General Contractors Inc.

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