



MCD PROGRAM

MINORITY CONTRACTOR DEVELOPMENT

COMMITTED TO
DIVERSITY

spotlight on

GARY CAPLES

G4C Enterprises, LLC
Pflugerville, Texas

The question that Gary Caples has for JE Dunn is this: "How does a small firm get noticed and build long-term business with a large contractor?"

In a booming construction market like the one in Austin, Gary knows that the opportunities and the need for companies like his are there. Gary started his energy service company, G4C Enterprises, LLC, in 2016. His company focuses on reducing company carbon footprint and carbon emissions to allow clients and their building to be as energy efficient as possible. Gary has an effective approach to save his clients energy and dollars. He knows the right vendors and contractors. And as G4C grows, he is conscientious of maintaining the company's excellent reputation.

"It's a thrill to actually help someone save on energy and money and show them that it's not hard to be energy efficient."

He has found a solid recipe to run G4C. But he's part of the Minority Contractor Development (MCD) program to get the answer to his question. The insight on getting in front of a large general contractor, understanding what they are looking for in a partner, and building trust isn't easily found anywhere else, he said. But he's finding it here and putting those strategies into action.

It's not that small firms expect to be given the largest deal or bid, he said, but that we have the opportunity to start, start small, get to know the needs of our client, and grow into a long-term relationship.