

Testimony of:

Cynthia Lartigue Eubanks

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Before:

The State of Kansas

House Commerce & Economic Development Committee

Concerning:

HB 2450

Kansas Small & Disadvantaged Business Development Act

February 20, 2012

Topeka, Kansas

My thanks to Chairman Brown and members of the committee for allowing my testimony today.

My name is Cynthia Lartigue Eubanks and I am the owner of Win Construction Inc. in Lawrence, KS. I was born and raised in Topeka, KS, - I studied Architectural Engineering and Construction Science at Kansas State University and after working in the construction industry for 20 some years I started Win Construction. We are a small General Construction and Construction Management firm that has been in business for a little more than 12 years now. The majority of our work has in the past come from federal agencies in the four state region but we also have done a little – very little - private, city and state work. The scope of our work ranges from new building construction in Kansas City to building renovations at Whiteman AFB (Knob Noster, MO) to asphalt road overlay at facilities like Clinton Lake to new waterline installation for the Oklahoma Corps of engineers to levee repair in Rathbun, Iowa. On the average we employ only 2 to 3 office staff and though the bulk of our work is construction management we employed over 20 field personnel last year – which does not include the many, many more number of people hired by our sub-contractors to work on these projects. Those people, by the way, were employed mostly outside the state of Kansas.

Win is certified as a DBE in the states of Kansas, Oklahoma and North Carolina; MBE in the City of Kansas City, MO; MBE and WBE in the state of Missouri; and federally we are considered a Small Business, are HUBZone certified and we have the EDWOSB (Economically Disadvantaged Woman Owned Small Business) designation. It surprises me that I can cross the state line, bid work in Missouri and my MBE and WBE status is rewarded. Yet, here in Kansas, the state that fought for my forefathers freedom, my opportunities seem to still be very limited.

Being very small, minority owned, and also woman owned makes for an uphill climb in the construction industry. I, like others in my position, am not looking for a handout! We are not asking for projects to be given to us. We are, however, wanting more opportunities to gain access to more business. It appears that HB 2450 will assist in opening the door for such opportunities.

So it is because of this historical perspective and my past experiences as a construction business owner that I am here before you today. Therefore, on behalf of Win Construction, on behalf of my husband Willone Eubanks (EUCCO) and my father Robert Reed (RWS, Inc) we are all very happy to support House Bill 2450. We support a bill that **Has The Potential** to provide more opportunities for us right here in our home state. It will assist in the future growth of all of our companies because soon we will have greater access to Kansas procurements through Public Works, postsecondary educational institutions, and other

state agencies. It will allow us to do business with large corporations doing business in Kansas and who could be seeking Kansas certifications for their internal MBE/WBE goals. The opportunities continue!

In closing, we feel that House Bill 2450 can go a long way toward strengthening the small minority and woman owned businesses in our great state. It has the potential to be instrumental in assisting our growth, therefore allowing us to put more people back to work and increase our purchasing right here in Kansas!

Again, thank you for this opportunity and I personally am looking for this to be a Win-Win situation for everyone!

Cynthia Lartigue Eubank's

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