

AMERICAN BUILDERS QUARTERLY

HIGH-END DESIGN

Deluxe custom homes, stores, and offices—and the creative minds behind them

SEPTEMBER/OCTOBER 2010

Sustainable Revolution

The Urban Land Institute discusses the future of community planning

Hope for Public Housing

Boston and Milwaukee are reimagining mixed-income development

Materiality

Light fixtures with a sustainable twist

American Spaces

St. Louis' Citygarden and the MIT Media Lab

AMERICAN BUILDERS QUARTERLY

*****AUTO**ALL FOR ADC 450
LINDSAY WELHELM
OR CURRENT RESIDENT
D.A.G. CONSTRUCTION
4524 WINTON RD
CINCINNATI OH 45232-1505
9837 P 2 5 52 118



D.A.G. CONSTRUCTION CO., INC.

From humble beginnings, general contractor succeeds in building some of Midwest's largest-scale community projects

BY LAURA WILLIAMS-TRACY

AT A GLANCE

LOCATION:
CINCINNATI, OH
FOUNDED:
1990
EMPLOYEES:
35
AREA OF SPECIALTY:
GENERAL CONTRACTING AND CONSTRUCTION MANAGEMENT

AFTER IMMIGRATING TO THE UNITED STATES FROM India in 1978, Dale White sat on a bench, waiting for a job interview for more than eight hours. "I'm very patient," says White, who left India, after working as an executive with an automobile manufacturer, to find success in the United States. "The first six months in the States were awful. No one gave me credit for my Indian education. I was offered one job at minimum wage."

White eventually landed a job as bookkeeper with the same firm that had kept him waiting all day. He ultimately rose to the position of vice president and general manager for the construction company, proving that patience is indeed a valuable virtue. When White and the firm parted ways 17 years later, he launched his own firm, known as D.A.G. Construction Co., Inc., with partner and COO Gregory Walsh. "I figured if I can make money for [someone else], I can make money for myself," says White, who acts as CEO of the company.

Today, the Cincinnati-based general contracting and construction management firm has built some of the area's highest profile projects—from Paul Brown Stadium, home of the Cincinnati Bengals, to multiple hotels, public schools, healthcare facilities, and houses of worship—working in Cincinnati, Dayton, and Columbus, Ohio, as well as Kentucky and Indiana. "It was a leap of faith," White says of starting his own company. "At that time, in the summer of 1990, it was not a good year to start a business. Due to the fact that I had a lot of contacts, people knew me very well and knew I would stand to something to the very end. That gave me the edge."

Yet again, White utilized his patience to ensure controlled growth and quality work for his firm. He started out small, taking on home remodeling projects, doing demolition and construction. His big break eventually came with an opportunity to bid on a large

“

It's all been hard work and honesty and being surrounded by good people who have all of my beliefs in mind. Starting this business was the smartest thing I've ever done. —Dale White, CEO

”

contract to pour concrete at Cincinnati-based Procter & Gamble. He was notified late on a Friday afternoon that he could win the contract if he could secure financing. White worked through the weekend to find a supplier to extend the credit. “I was on the job at 1:30 that Monday morning, getting everything lined up, we had a crew ready to go,” he says. “Procter & Gamble was surprised I had my crew ready to be budgeted.” The job was certainly a learning experience for such a young construction executive. “It was kind of scary because I had to pay people every week,” he says. “I extended every credit line I had. But prosperity doesn't come without some hardship.”

By 2001, business took off as D.A.G. took on construction management for the large-scale Paul Brown Stadium. White says his two decades of construction experience helped his young company land the big

contract, and today D.A.G. Construction has annual billings of \$25 million.

D.A.G. continues to be involved in some of the Midwest's biggest projects, including Lucas Oil Stadium (home of the Indianapolis Colts), which opened in August 2008, and for which D.A.G. served as general trades contractor. The company has also developed a niche in hospitality construction, building hotels for such chains as Holiday Inn Express, Comfort Inn, Hilton, and Best Western.

Today, White's three children work within the company in operations, marketing, and running the hospitality division. “It's all been hard work and honesty and being surrounded by good people who have all of my beliefs in mind,” he says. “Starting this business was the smartest thing I've ever done.” ADG

D.A.G. Construction served as the construction manager for the Paul Brown Stadium, home of the Cincinnati Bengals.

