

Dover pair named Delaware Small Business Administration Persons of the Year

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Kim and Troy Adams were recently named Delaware's U.S. Small Business Administration's Persons of the Year for their accomplishments with Dover's Mountain Consulting Inc. (Delaware State News/Marc Clery)

DOVER — A robust small business continues to grow rapidly.

And now, an engineering design, surveying, construction management and technical services company founded in 2003 is taking another step.

Owners Kim and Troy Adams were recently named Delaware's U.S. Small Business Administration's Persons of the Year for their accomplishments with Dover's Mountain Consulting Inc.

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“It was surprising, it was great,” Mrs. Adams said Friday from the company’s main office at 103 S. Bradford St. in downtown Dover.

“Even though we’ve been around for a while now, people are still just starting to hear about us. An award like this will hopefully let the community see that ‘They’ve been here, they’re still building and growing and it’s been recognized that they’re a credible business.’”

Thanks to an ever-expanding portfolio of state, commercial and federal contracts, Mountain Consulting made \$3 million in sales during 2017, up from \$90,000 in 2013. Among the clients are Dover Air Force Base, the states of Delaware and Maryland and Aberdeen Proving Grounds in Maryland.

A pending contract with the Federal Highway Administration for paving on the Baltimore-Washington Parkway is in the plans, too. The company has added satellite offices on State Street in Dover and Havre de Grace, Maryland, too.

“That’s not going to be the end of it,” said the 46-year-old Mrs. Adams said. “I could see an office in Virginia coming some day.”

The company has 18 full-time employees, four part-timers and four contracted workers.

“That will expand,” Mrs. Adams said, noting that the base of operation will always remain centered in Dover with an emphasis on benefiting the local community.

Finding engineering talent willing to relocate to Kent County is a challenge, according to the founders. Mountain Consulting offers full benefits, profit sharing and an inclusive in-house culture where all opinions matter.

“We’re really team oriented,” Mr. Adams, 45, said. “It’s not about Kim or myself. It’s about the team.”

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“When it comes to projects, sequencing, how it should go, who should be on it, we will pull in the team and discuss and engage and empower them to help us make good business decisions and execute them in the most efficient and appropriate way possible.”

The owners emphasize continuing education, certification and training for staff and “if you do leave we want you to be better than when you came in,” according to Mrs. Adams.

The business plan includes no frills.

“For us it has always been use what you have, which means no fluff,” Mrs. Adams said.

“We cross train and try to do a lot with a little. We buy it used sometimes and let the company survive on its own without pulling from personal funds.”

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The company has benefited from its status as a certified HUB Zone company and an 8 (a) firm to compete for state and federal contracts.

The couple met at the United Church of Our Lord Jesus Christ in Caroline County's Thomas Town, Maryland, at age 7 or 8 and were married in 1996 and now have five children.

Other award winners

Kent and Sussex counties had several other SBA winners recognized, including:

- Dr. Michelle F. Parsons of Renové Med Spa in Rehoboth Beach as Minority-Owned Business winner.

"Dr. Parsons opened Renové Med Spa after graduating from Thomas Jefferson Medical College, a surgical internship at SUNY, and Residency and Board Certification at Christiana hospital in Newark," the SBA said.

"A native of Honduras, Dr Parsons served in the U.S. Air Force including tours in Japan, Kuwait, and Italy. Renové provides corrective treatments to improve the health and appearance of its clients. As a business Renové has consistently increased sales, revenues, and employment."

- Jan Crumpley and N. Taylor Collins of Parke Green Galleries and The Delaware Store in Dover as Byway Business of the Year.

"Parke Green Galleries and The Delaware Store were formed in 2013 by four women who sought to bring art and locally themed items into their hometown historic district," according to an SBA tribute.

"Taylor currently focuses on the gallery aspects and Jan concentrates on the Delaware gifts aspects. Taylor and Jan both share a love of history and especially love telling tourists and visitors about the women who have ties to Dover and what contributions they made to the world at large. They are delighted to have joined the Delaware Byways Bucks program and offer discounts to those following in the steps of Harriet Tubman and the famous underground railway.

"They are particularly excited that the original Kings Highway in Dover runs past their historic shop located on the site of the original Golden Fleece Tavern, where the U.S. Constitution was first ratified, making Delaware the First State.

- Michelle N. Morin, M.B.A., the executive director of the Delaware office of Supplier Diversity in Dover earned the Frank J. Masley Champion Award.

"It is the mission of her office to assist the entire supplier diversity community of minority, women, veteran, service-disabled veteran, and individuals with disabilities-owned businesses as well as small businesses in competing for the provision of commodities, services and construction to the state of Delaware," the tribute read.

"During her tenure, state contracting engagement with diverse and small businesses increased by 283 percent, from FY 2013 at \$75 million to \$287.4 million by the end of FY 2017.

"In the current fiscal year, with two quarters reported, the state is experiencing a 30 percent increase with diverse and small businesses over the same period last fiscal year."

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