



Shirley Minor of S.G. Minor, Inc.

Minor Heads Growing Contracting Firm

Shirley Minor likes the freedom and rewards that come from operating her own business.

"Being in business is an adventure," she said. "You have the independence to learn and grow in many different ways."

Minor is the president of S.G. Minor, Inc., a mechanical contracting business which is growing with annual increases in sales and services.

The firm was founded in 1990 as a sole proprietorship, specializing in plumbing, heating, ventilation and air conditioning. It recently became incorporated and focuses on commercial, industrial, tenant and leasehold improvements. An emerg-

ing part of the business is residential projects for community development corporations and mid-size apartments.

Minor has a firm belief that businesses in the community need to work and develop together.

She said business was not a topic at the dinner table while growing up.

"Our orientation was to finish high school, go to college and acquire a secure government position," Minor said. "For me I had to learn a great deal about how to run a business. Nothing prepares you well enough to deal with all the requirements."

"You must comfortably learn to deal with bids, contracts, financial

reports, field supervision, moving supplies and above all, staying on schedule and producing a good product and service."

Minor is committed to sharing information with others.

"I feel we can do it better together than separately. I am very lucky to have a family who fully supports my efforts," she said.

Minor works closely with other Afro-American contractors and support staff from the Black Contractors Alliance.

"As a group we are having a positive impact on the contraction industry. We are learning together and getting better," she said.

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