



Gilford Corporation

General Contractor

Providing Quality Service Since 1984

Henry Gilford was just 18 years old and just three days from leaving Dale County Alabama to start class at Alabama A&M University -- the first in his family to go straight to college -- when the Rev. Martin Luther King Jr. delivered his famous speech on the steps of the Lincoln Memorial.

"I was watching the hundreds of thousands of people on the Mall and I was smart enough to know that history was being made."

During his years at the historically black college near Huntsville, the Sixteenth Street Baptist Church in Birmingham was bombed and troopers beat civil rights marchers on the Edmund Pettus Bridge in Selma. He finished his undergraduate degree the same year Dr. King was assassinated.

Mr. Gilford's biography is exactly what Dr. King had in mind in 1963 when he called for justice and equality for African-Americans: a black son of a sharecropper in segregated Alabama earns a college degree, works hard, and owns his own business. And that business would put Henry Gilford on the team that built the Martin Luther King Jr. National Memorial.

"I was there during the height of the civil rights movement," Gilford said in an interview. "I can't ever explain what this means to me."

In July of 1969, Henry married his A & M classmate, Ollie and moved to the Washington DC area. (Henry and Ollie celebrate their 43rd wedding anniversary this year.) Gilford secured a job immediately with IBM where he would help build two of the first Metro stations.

In 1984, Henry established **Gilford Corporation** as a civil engineering, and became a Small Business Administration 8(a) as well as MBE (Maryland), LSDBE (District of Columbia), and LDBE (Virginia) certified ten years later. Gilford has grown significantly over the years and graduated from the SBA 8(a) program in November 2003.

Today, Gilford is a Top Secret Facility that employs an ethnically and culturally diverse staff including LEED accredited professionals, and offers a full range of general contracting and construction management services including design/build, design-bid-build, construction management at risk, and construction agency. Under Mr. Gilford's stewardship, Gilford Corporation has performed on over 40 projects for the US State Department in over 20 countries, while simultaneously maintaining his passion for building and restoring this nation's finest African American Churches and Historically Black Colleges and Universities such as the historic Metropolitan AME Church and Howard University.

Henry leads his firm with a deep commitment to include the minority and disadvantaged subcontractors and suppliers as a key strategy to the success of all of Gilford's projects. Each project must meet the requirement of high quality construction while simultaneously investing back into the local minority economy.



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The practice of providing a diverse workplace and giving disadvantaged contractors and employees an opportunity to improve their economic status is one of Gilford Construction's daily missions, and is reflected in every level of every project. In addition to subcontracting with small and other disadvantaged business whenever possible, Gilford sponsors and participates in mentoring programs designed to provide training and guidance to small construction firms. Gilford has served as mentor for over 30 small and disadvantaged businesses over the past five years alone.

Mr. Gilford continues his minority outreach through his association and membership in local building associations such as the Washington Development Industry Council (for which Gilford is a founding member), the District of Columbia Builder's Industry Association (DCBIA), ABC of Metro Washington, and the National Association of Minority Contractors (NAMC) as well as the DC Chamber of Commerce. In addition, Mr. Gilford participates on the DC LSDBE Office Advisory Committee and informally mentors numerous CBEs.

Below is a small sample of our Gilford's Minority Business Participation:

Project	Description	Value	CBE / MBE Participation
Mayfair Mansions Renovation	Exterior and interior renovation of 12 buildings (410 apartment units) and construction of a new 9,500 sf LEED Silver Community Center (Owner elected to not certify)	\$32.9 M	45% CBE
Solea	New, mixed-use development at 14 th Street and Florida Avenue, NW. 86,000 gross sf building accommodates 59 residential condominiums, 3,600 sf of ground floor retail and commercial space, and two levels of below grade parking	\$15.2 M	43% CBE
Metropolitan AME Church	Phased renovation of an occupied historic church. Encompassed building envelope, life safety, infrastructure, and architectural upgrades	\$4,212,400	Minority, woman-owned, small business contracting exceeded 35%
Martin Luther King, Jr. National Memorial	Memorial on a four-acre site on the National Mall adjacent to the FDR Memorial on the Tidal Basin, and in a direct line between the Lincoln Memorial and the Jefferson Memorial.	\$52.4 M	Approximately 50% MBE participation



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Progression Place	New 380,000 sf mixed-use development encompasses a 7-story planned LEED Silver office building (120,000 sf); a 9-story residential tower (213 rental units, 200,000 sf), retail and entertainment venues (38,000 sf), and below-grade parking (90,000 sf on 2-1/2 levels). The project is atop Metro's Green Line and the entrance to the Shaw-Howard University Metro Station is located in the building's plaza.	\$55,954,600	To date: 37%
Solar Thermal Panels Installation, Burr Gymnasium, Howard University	Installation of solar thermal panels to enable solar energy heating for the 6-lane swimming pool	\$791,807	Minority, woman-owned, small business contracting exceeded 30%
Law School Boiler Plant Renovation, Howard University	Replacement of two boilers and ancillary equipment in the sub-basement of Houston Hall that provides low pressure steam to heat Holy Cross, Houston, and Notre Dame Halls. Encompasses replacing components of the Fuel Oil, Chemical Treatment, Domestic Hot Water, Heating Hot Water, and De-Aerator/Condensate Systems as well as other related items.	\$864,000	Minority, woman-owned, small business contracting exceeded 70%
Shepherd Elementary School	Replacement of approx. 200 metal and wood windows in three buildings, each constructed in different time periods and requiring differing construction and finishing techniques. Encompassed demolition, HAZMAT, and installing new windows, finishing and trim. Prime was 100% CBE Joint Venture between Gilford and United General Contractors.	\$1,773,889	CBE, Small business contracting exceeds 70%.



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Prince George's Community College Center for Health Sciences	The construction of a 112,071 gross square foot building to accommodate a teaching environment comprised of 26 state-of-the art laboratories to simulate hospital environments for patient care.	\$28 million	MBE percentage on the project is 35.8%, which exceeds project goals.
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Henry Gilford continues to recycle the profits made from his company back into his local DC neighborhood. Gilford strongly believes that a firm must give back to the community in order to continue to receive. In addition to mentoring efforts, Gilford has also provided pro bono services such as construction of a playground at the Potomac Gardens Housing Complex on Capitol Hill and a Rebuilding Together project with the Kesi Gilford Reynaud Memorial Foundation.