

Made in the Mid-Willamette Valley: White Oak Construction

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Company name: White Oak Construction

Contact: Mark Fox, President

Address: 2455 River Road South, Salem

Phone: (503) 588-3081

Website: wodc.net

Business description: White Oak Construction provides construction services to public and private clientele.

Employees: 7-15

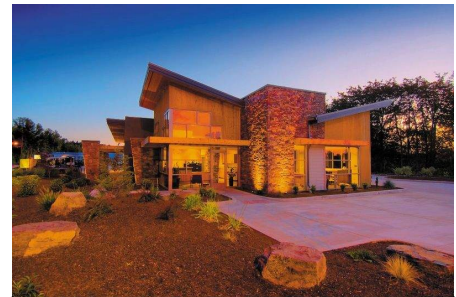
Business specialties: Commercial and industrial construction, construction management, cost budgeting, estimating, sustainable building, design build (conceptual to turnkey) and fast-track construction.

Business history: Established in 1997 in Salem as a privately owned and operated business. From the beginning, we have specialized in complex, fast-track design build projects where we have continued to find success today. Some of our recognizable projects in town including: Oregon Department of Fish and Wildlife, Garmin and ODOT (old SUMCO campus on Fairview Industrial Drive South), State Farm, Peoples Church, Bank of the Cascades, Les Schwab South and Turnidge Corner.

What is biggest advantage of doing business in the Mid-Willamette Valley: The Mid-Willamette Valley is a small enough community to develop quality personal working relationships, yet large enough to sustain a business. Our close proximity to Portland, the coast and mountains makes our community a great place to live and provides excellent recreational opportunities. The Interstate 5 corridor is attractive for many clients with potential for growth as the economy improves.

Essential business philosophy: Hard work and honesty in business pay off by developing customer relationship growth/ trust and repeat client opportunities.

Best way to stay competitive: By building high-quality, well-managed professional projects in short time periods. Also maintaining a one-on-one relationship with the client during the construction process by communicating closely to ensure their needs are met. We also deeply value our subcontractor relationships and services they provide us. In the current economy,



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White Oak Construction provides construction services to public and private clientele.

SEDCOR, the lead economic development agency for Marion and Polk counties, is pleased to offer a glimpse of the multitude of products and services being manufactured and provided by local area companies.

SEDCOR's membership is comprised of more than 500 business and community leaders who support its mission to enhance and diversify the economy of the Mid-Willamette Valley.

paying in a timely manner is so important to keep your subcontractors healthy.

What is most challenging in work: The ups and downs with the unpredictable economy over the past few years.

Best business decision: The recent rebranding of our company to convey our role as a general contractor. It just seemed right that our name reflected what we do. Our focus since the company's formation has been working as a general contractor, and we have had many years of successful construction projects. For 14 years, our name has been White Oak Development & Construction. This was recently streamlined to White Oak Construction.

Toughest business decision: Deciding whether to purchase and build our existing office on South River Road versus continuing to lease office space.

What trends do you see happening in your industry: Continuing growth of sustainable building practices. Local, state and federal government facilities are specifying new facilities be LEED certified or use other sustainable construction processes. This has in turn motivated more private-sector projects and developers to build to choose to follow more environmentally conscious practices to help preserve the environment in the future.

Company affiliations: SEDCOR, Salem Area Chamber of Commerce, NAWIC.

For additional information contact SEDCOR at 503-837-1803 or email sappleby@sedcor.com.