



Kimberly May

WnR, Inc.
The Colony, TX
www.wnrrinc.net



TAB Member Since: 2008
Company Founded: 2005
Industry: Construction

Inc. List Rank: 428
Company Size: 19

WnR, Inc. is a special trades contractor that offers the full spectrum of commercial roofing services and products.

“TAB has helped me grow my business 695% in just three years.”

Kimberly May was a single mom with three sons in college and \$100 in the bank when she started WnR, Inc. in 2005. That first year she concentrated on getting clients for her new roofing business, taking advantage of her experience with her family’s roofing business, and subcontracting out the project work.

What drove May to pursue her own commercial roofing business? “I grew up in the construction industry and saw the increasing need for women-owned construction businesses,” she explains. “Not only were there a limited number of women-owned construction companies, but the requirements for utilizing their services were increasing.”

After only a year in business, May was able to start hiring employees and taking on bigger projects. In 2007, WnR became a member of the Women’s Business Enterprise (WBE), which provided access to contracts from large corporations. In five years, May’s company has grown to \$2.7M, with two partners (her sons) and 19 employees. Clients include government, military and educational facilities as well as notables such as Burger King and Wal-Mart.

In addition to leveraging incentives to grow her business, May ensures that her company delivers high quality work. She also looks for opportunities to improve customer service, such as the system she devised for her estimators, which reduced bid turnaround time from 2 days to 30 minutes.

At number 428 on Inc’s 500|5000 list, May credits her success to deep industry knowledge, a diverse management team with complimentary skill sets, and being in the right place at the right time.

She also credits her membership in TAB, and the support of her TAB facilitator, with helping her grow her business 695% in the past three years. “My TAB coach challenged me to do projects differently,” May recalls. “She encouraged me to think outside the box and to accept the challenge to take on a long distance project. This project has turned into a 10 year exclusive master contract worth approximately \$10-15M, and is opening doors to brand name customers.”

Given that the management team at WnR is relatively young, May also appreciates the advice and support she gets from more experienced TAB Board members. “I am able to tap into the wisdom and experience of other members who have handled similar issues,” she says. “Plus, we usually have a guest that brings new and valuable information to the table.”