

# J.W.P. CORP

## NYS CERTIFIED MBE

### BLENDING PRIVATE SECTOR EXPERIENCE WITH PUBLIC SECTOR CONTRACTING



**Wendy K. Peters**  
President & General Manager  
J.W.P. CORP

**Joseph Peters**  
Vice President & Operations Manager  
J.W.P. CORP

New York State MBE

Tier 1: 2017 - Present

**Total SBDP Contract Awards: \$412,366**

**Total Jobs Created: 10**

**“THE MTA SBDP HELPED ME GAIN A BETTER UNDERSTANDING OF MY BUSINESS THROUGH A STRONGER KNOWLEDGE OF THE CONSTRUCTION PROCESS AS WELL AS HOW TO HIRE THE RIGHT STAFF WITH THE SPECIFIC SKILLS THAT OUR PROJECTS NEED.”**

Joseph and Wendy Peters emigrated to the States from the Caribbean island of Grenada. Joseph, a carpenter by trade, worked in the construction industry for over 30 years and Wendy, a former banker, worked in the financial services industry for 32 years. When the Peters started J.W.P. CORP 13 years ago, they combined their skills and leveraged their strengths to create a construction company. Today, thanks to the help of the MTA Small Business Development Program (SBDP), they have successfully expanded the business to public works in New York State.

In its early stages, J.W.P. CORP specialized only in residential work. They learned about the MTA's SBDP and entered the Tier 1 Program in 2017. As a result of the MTA SBDP's training, Peters sharpened her estimating, project management and marketing skills, learning new strategies and approaches to strengthen the company's technical knowledge, as well as increase its marketing presence.

#### SUSTAINABLE BUSINESS BENEFITS FROM THE MTA SBDP

SBDP's training program contributed to Peter's ability to grow the company. Within the program, the estimating course and the debrief process were the most helpful. "We learned how to allocate cost to each section of the project and identify the adjustments necessary for certain items of the bid in order to be successful at bidding," explained Wendy Peters.

The training and information on bonding made it possible for Peters to successfully secure a larger surety bond line enabling them to bid projects outside the MTA SBDP. One of the more notable projects J.W.P. CORP was awarded was a \$412,366 subway stairs repair contract at Winthrop Street in Brooklyn, NY. As part of the project, J.W.P. CORP performed concrete work, stair demolition and rebuilding, handrail and street rail replacement, tile work, aluminum stair treads, drainage and painting.

Founded in 2006 by Joseph and Wendy Peters, J.W.P. CORP provides general construction, carpentry and interior construction services throughout the New York Metropolitan area to public and private clients in the residential, commercial and institutional markets.

For more information about the firm, visit: <http://jwpcorp.com/>

#### TIER 1

**NYCT | A-37296 | Stair Rehabilitation S1 at Winthrop Street / Nostrand Avenue Line | 9/28/2018 – 7/29/2019 | \$412,366**

Repair of interior stair, rails, handrails, concrete, tiles, painting and related work at Winthrop Street Station, Nostrand Avenue Line (IRT), Brooklyn.

BEFORE



Winthrop Street subway station street stairs before construction.



Station street stairs demolition.

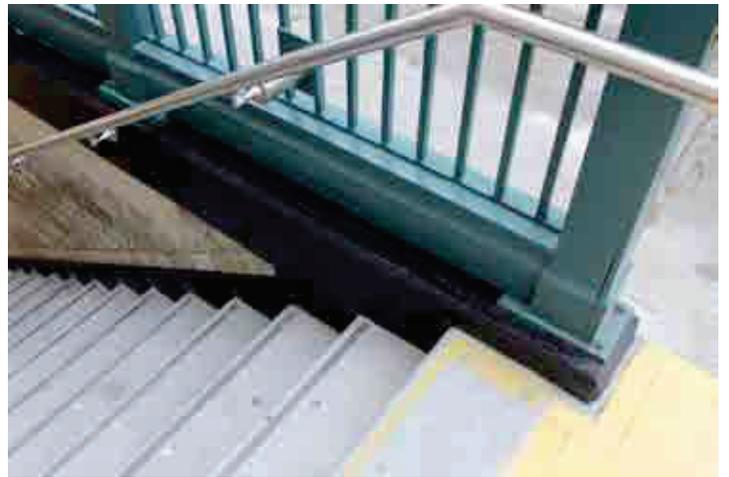


Street stairs after smoothing.

AFTER



Finished renovation of Winthrop Street Subway stairs.



Completed street stair tread installation.