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TURNING A CONTRACTING POSITION INTO A GROWING BUSINESS

By [Joe Pangburn](#), *Inside Tucson Business*

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In the middle of a construction retraction, Jennifer Escarcega found a niche for her new business to grow.

She moved to Tucson in 1995 and at the age of 19 started working for Granite Construction as a receptionist. She liked the industry and has been in it ever since. When her last employer had to cut employees back to part time, Escarcega started a little company on the side to help make up the difference in her income by providing construction administration and consulting services.

“It took off overnight,” she said about the birth of Eagle EGC LLC. “

Beyond administrative services, Escarcega helps her clients grow and expand with work they might not have considered.

“There are lots of government jobs out there and many construction companies don’t go after them because they don’t understand all the procedures or processes involved in that,” she said. “It really isn’t as complicated as people think, but there are steps you have to go through.”

Escarcega can help a company network with other sub or general contractors, send new work leads daily, register with government organizations to be approved for government jobs, send out monthly newsletters for the company, create marketing plans, set up monthly billings and more.

Escarcega is careful not to represent competing companies so there is no question of favoritism or sending jobs to one and not the other.

“I know how tight of a community construction is, everyone knows everyone,” she said. “I don’t want to have any conflict of interest in my business.”

She attributes her early success to the time she spent in the industry, the contacts she has, being accessible and rapidly responding to clients’ needs. Always one to enjoy learning and teaching Escarcega says this is the perfect job for her because she can teach businesses how to do many things but also is learning from her clients.