

MINORITY BUSINESS SPOTLIGHT

Rand & Jones Enterprises Co., Inc.

Location:	18 Tracy Street Buffalo, NY 14201 716.626.1080
Employees:	9 (7 corporate, 2 field) up 900% from 1985
Annual Revenue:	\$10 million
Key Customers:	Buffalo Public Schools, Veterans Administration, Niagara Falls Air Reserve Station

Rand & Jones Enterprise Co., Inc. resides in a historic building on Tracy Street in Buffalo. After getting over the initial awe of their landmark building, one may notice something else very distinctive—all seven corporate employees are minority females. Joan Yang, founder and president of Rand & Jones, takes great pride in creating the new face of construction professionals in Western New York.

While understanding the challenge of being a minority woman in a male dominated field, her inception into construction stemmed from two other challenging fields. Ms. Yang started her academic career as a biologist, and then earned a biology doctorate and an MBA from the the State University of New York at Buffalo. After working several years in the financial field, Ms. Yang was laid off. Using this as a turning point, in 1985 her first business venture was importing oak vanities. This progressed to ownership of a factory to produce cultured marble.

After a few years, Ms. Yang came to realize there was a lack of minority contractors in Buffalo. She expanded her business to fill the need and became a materials supplier and general contractor. Ms. Yang took construction management classes and started a construction company from her home. She reminisces about studying construction documents and doing all the initial estimates herself. As a result, she is a self-described micro-manager. However, her managerial expertise along with her general construction knowledge has proved to be a winning combination. Ms. Yang has built a reputation for strong oversight and professionalism in the construction world. Rand & Jones has successfully completed major projects throughout New York State as well as Washington, D.C., Orlando, Atlanta and Los Angeles.

The success of her company has not gone unnoticed. In 2003, she was recognized as Women Making History in Erie County. The U.S. Small Business Administration awarded Rand & Jones Enterprises Co., Inc. with the national award for the 8(a) Graduate Firm of the Year in 2008.



Rand & Jones Enterprise Co., Inc. is a subcontractor on PS 45 International School and PS 301 Burgard High School for LPCiminelli's Buffalo Public Schools project.

