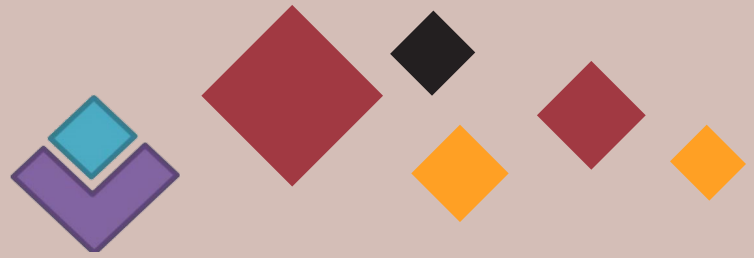


CONTRACTOR SPOTLIGHT



Dana Hetrick took over Lucas Flooring in 2016, a rare woman-owned flooring company in Kansas City.

How did your company start?

Robyn Bousum started the business in 2008. She and I have been friends for a long time. We worked together when I first started in the flooring business in 2004. One day at lunch she said she was thinking about retiring, and it seemed like a perfect fit for me to buy the business. I took over in 2016, and we joined the Carpenters Union in 2019.

What kind of work do you do?

The majority of our work is in healthcare, with a focus on nursing homes, senior living centers, and hospitals; however, we do a variety of work. Many times we work directly with business and building owners, which gets us into corporate offices, small school work, medical clinic work, etc.

Where do you operate?

We are primarily in the Kansas City area.

How difficult is to find skilled tradespeople?

It can be tough with the current climate to find new craftsman. The general pool of new apprentices is a bit thin in all of the construction industry, and with the focus on college in high school and even as young as junior high, some young adults don't realize that a trade can be a career, not just a job. This is part of the reason I joined the union, their ability and willingness to help us find people committed to the trade.

What is the best way to attract younger generations to the industry?

I think we need to introduce the construction industry as a career when they're younger. Not just at career days, but hold events to try out different trades, work with vo-tech schools, work with high schools (rural, suburban, and urban) to create classes that teach a variety of con-

struction trades, reach out to community centers, any groups that work with young adults to introduce construction careers.

How is business right now?

Business is good. We're staying busy, and with things opening back up after quarantine, I think it is just going to get busier. Healthcare was hit especially hard by COVID, so it's nice to see customer and partner businesses getting back on track. In no time, those 2020 projects that got delayed, if they haven't already, they are going to be back on track soon.

How is your relationship with the carpenters union?

We are a newer business, so I tend to reach out to union representatives with lots of questions. We've been growing and hiring so it has been nice to have their collective knowledge to rely on. They're helpful at letting us know about projects that we might bid on too. It's nice to have that resource especially as a small company.

