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How the Entrepreneurial Spirit Fuels ATEC Inc.

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With a story rooted in community service and the entrepreneurial spirit, electrical company ATEC is making a lasting mark on its community. ↻

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David Fredricks, the Director of the Indianapolis office of Minority and Women Business Development, says recognizing ATEC and its impact on the community is vital to reinforcing the important roles small businesses play in neighborhoods and communities across the city.

Connor says he's learned a lot about entrepreneurship from programs offered by the city, state, the U.S. Small Business Administration, and the NFL's supplier diversity efforts. He says those programs have opened doors to him that would have otherwise remained closed. "Their job is to help you succeed." He says the programs are far more than certification opportunities; instead, they provide education, mentoring, workshops, and networking that help businesses become sustainable.

Conner cautions aspiring entrepreneurs that certification alone does not guarantee contracts. He says long-term success still requires hard work and preparation, no matter how much help and assistance you receive from others.

While appreciative of the recognition he is now receiving from the city of Indianapolis as a certified business, he says, "I don't do business to get awards. I do business to take care of people."

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