

Small Company UMD Gains Perini's Big Confidence

“There is no ‘I’ in team,”

said Urban Metropolitan Development LLC owner Troy Langley. He attributed a great team of people and perseverance as key ingredients in his company's recipe for success.

Langley recounted the events that lead to UMD becoming one of the key partners in the construction of the beautiful MGM CityCenter. The businessman had traveled to Las Vegas many times with his girlfriend, Nicole Washington, who would later become his wife. During those visits, he noticed the city's growth and booming construction.



Upon the start of the project, Langley was introduced to project consultants, George Morris and Andrew Stewart of Ninyo & Moore. Both initially held reservations about UMD's ability to keep up with the rigorous project schedule, while ensuring that all environmental compliances were adhered to.

During a 2004 trip, while strolling along the Strip, he saw the La Concha Hotel, which had been featured in the movie "Casino." It was being converted into condos. He spotted a construction office. By chance, he met a gentleman who'd be instrumental in bringing UMD to the next level. It was Edward Doumani, owner of the La Concha Hotel. The two men spoke a great length about their backgrounds and Doumani's vision for the La Concha Hotel.

During the conversation, Doumani mentioned his trouble in getting a large air-conditioning unit from Florida to his new office location in Las Vegas. Langley proposed to Doumani that if UMD was given the opportunity to perform the asbestos remediation at Doumani's hotel, he'd personally deliver Doumani's unit to his office. Taken aback, Doumani agreed. Countless phone calls and a few months later, the two hammered out a contract. Langley grabbed his work crew, asbestos equipment, Doumani's air-conditioning unit and headed across the country to Las Vegas.

Impressed with the company's completion of work on the La Concha Hotel, Doumani's son recommended UMD to bid an upcoming abatement project at The Venetian Hotel. UMD came in as the lowest remediation bidder for the project. Hesitant about such a comparably low number, construction manager Matt Harris took a gamble and gave the Atlanta-based company a shot. Harris had an extremely firm, yet fair-minded disposition. He ensured that UMD was always paid in a timely fashion, which enabled the project's smooth completion.

Harris also was a Las Vegas historian buff. One day while on the project site, he informed Langley that UMD was taking on the largest remediation project in Nevada history. Jokingly, Langley replied, "Thanks for adding a little more pressure to my day." With that said, UMD finished that project and held yet another accomplishment under its belt.

After the two-year stint in Las Vegas, UMD packed up and headed back down South. With new experiences and a rapidly sound resume growing, UMD began working with The Integral Group LLC again. Founded by Egbert Perry, the company focused on revitalizing communities in urban America.

Perry, a very passionate community-driven developer, placed great emphasis on providing housing and employment for low-income areas and individuals. Langley always felt Perry's company would be a positive addition to Las Vegas, providing a vast amount of service to the inner-city communities.

Langley found that he and Perry shared a similar vision in their desire to build up U.S. inner cities. Langley built on HUD's Section 3 Program to create more green jobs for inner-city individuals. The company began a successful training program that taught the fundamentals of abatement and demolition followed by on-the-job training. Langley realized that the trainees needed to be integrated with experienced work crews to become acclimated in the field.

UMD's work didn't go unrecognized; Perry's company along with others saw UMD's Section 3 Program as a model for other Atlanta contractors to follow.

In working with The Integral Group again, Langley encountered Irvin Hill whom he'd known from the Atlanta Housing Authority. Hill served as Integral's construction manager. He always worked with a smile and a happy-go-lucky attitude. Harris and Hill were contrasting in demeanor and style. Nonetheless, both demanded the optimum level of professionalism on their project sites. Working with The Integral Group on various abatement and demolition projects had prepared UMD for the size and magnitude of casino work.

In 2006, the phone rang and Langley was on the next flight out to meet the Perini Building Co. to view what would soon be the grand CityCenter.

The third time was a charm and UMD was awarded the project's remediation contract. With a new baby at home, Langley and his team set out across the country to tackle another casino job. His wife, Nicole Langley, practically held a newborn in one hand and the laborious task of paperwork and running the business in the other. That spring, UMD began the remediation of the Las Vegas Boardwalk.

"Our crew put in 13-hour days most times to keep up with the fast pace of the project," Langley said.

In the end the consultants declared UMD surpassed their expectations. They were amazed with the quality and speed exhibited by such a small work crew.

With the abatement contractor always first on the project site, UMD appreciated Perini Building for continuously having an open door when project assistance was needed. The staff always reassured their confidence in UMD, creating a great sense of ease. In viewing the final masterpiece, Langley gives Perini an insurmountable amount of credit for the outstanding work they did. He is proud to have been a part of such a great project and team.

Langley asserts, "One needs a strong support system to survive." He is grateful he encountered individuals who believed in his company's workmanship and gave UMD an opportunity. "Being a small business is difficult at times," explained Langley. He remembers having to go to his mother-in-law Viola Washington, then principal of Greenspun Middle School, to cover a payroll during his first big job in Las Vegas.

He credits much of his company's stability to his 15-year mentor, Steve Stewart. It was Stewart who taught Langley that when starting a small business, the owner must be frugal to keep the company fiscally sound. With that sensible advice, UMD continues to grow and is now licensed in seven states with branch offices in Georgia and California. UMD has also expanded its remediation services to include structural demolition, earth and site work sectors.

With almost two decades in the environmental services and construction business, Langley has learned that success isn't simply about contracting projects but the people you're able to aid and positively influence along the way.

For more information about Urban Metropolitan Development LLC services and Section 3 Program, visit www.urbanmetrodev.com.